



Press Release

Fieldfisher Announces Record H1 Performance and 20% Revenue Growth, Underpinned by New ERP Solution, LexisOne™

LONDON, U.K., 23 November 2017 – European law firm, Fieldfisher, has announced a record H1 revenue performance of £76.8 million, representing growth of 20%. This growth has been driven organically by attracting lateral hires and opening new offices. Underpinning this impressive performance is Fieldfisher's new ERP solution from LexisNexis® Enterprise Solutions, [LexisOne™](#), which went live in June this year.

Fieldfisher has replaced multiple legacy systems including finance, business intelligence and HR, with a single solution, LexisOne, which is underpinned by Microsoft's global Dynamics platform. Cost savings from using LexisOne in place of these systems is estimated to be £1.76 million over five years.

Fieldfisher deployed LexisOne as the firm's core technology platform and business management solution in 15 months – on schedule and under budget. Fieldfisher is using LexisOne to help standardise and simplify business processes for the firm's 1000+ employees, creating a unified business environment across its offices in Amsterdam, Silicon Valley and the UK. The firm plans to extend LexisOne to the rest of its European network in 2018.

This implementation marks a transformative step for the industry, with Fieldfisher embracing a completely new approach to law firm management. LexisOne is a cloud-native SaaS solution, which is powered by Microsoft Dynamics®365 in Azure. Collectively, LexisOne and Microsoft Dynamics 365 are providing end-to-end support – from matter onboarding and time & expense capture through to billing & cash collection.

The Microsoft cloud platform provides a familiar interface, accessible across devices. LexisOne is also seamlessly integrated with Lexis® InterAction®, Fieldfisher's CRM system, to enable the firm to deliver a distinctive client experience.

Managing Partner Michael Chissick at Fieldfisher, said, "As the firm continues to grow, we are always looking at ways to evolve and be at the forefront of innovation in the sector. LexisOne is the first natively cloud-based management solution for large law firms, which replaces a dozen other legacy systems. It will allow us to work even more efficiently as a firm, help us continue to develop our high-performing team, and better serve our clients – today and in the future."

Mike Giles, Finance Director at Fieldfisher, added, "LexisNexis and our teams have operated in a genuine partnership to achieve the ambitious goal of going live in just 15 months. We've replaced a number of significant systems simultaneously, and so we have worked hard to finesse how LexisOne best meets the needs of different users across the firm. It's this ability to flex and adapt the solution which I am most impressed by; already, we've seen new capabilities go from 'idea' to 'live use' within a matter of days. This will enable us to continue to adapt to the changing market conditions better than we could have without LexisOne."

"LexisOne provides a modern foundation upon which the firm can execute its strategy while providing the flexibility and agility to adapt to changing market conditions globally," said Andy Sparkes, General Manager, LexisNexis Enterprise Solutions. "The solution has allowed the firm to adopt harmonised processes and import best practice from outside legal. The firm will now be able to deliver a service that meets the express needs of the individual geographies and operating entities within its diverse structure."

And, because LexisOne is delivered as a SaaS offering, Fieldfisher can be confident that the firm will remain up to date with the latest product and security enhancements provided by both Microsoft and LexisNexis.”

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About Fieldfisher

Fieldfisher is a European law firm with market leading practices in many of the world's most dynamic sectors. We are a forward-thinking organisation with a particular focus on technology, financial services, and energy & natural resources. Our growing European network of offices supports – alongside our Beijing, Shanghai and Silicon Valley teams – an international client base that includes everything from technology companies, pharmaceutical and medical device companies to energy suppliers, banks and government departments, as well as social media platforms and high street coffee chains. These clients choose to work with us because we deliver commercial, pragmatic and innovative solutions through our exceptional legal expertise and experience – on time and on budget.

We have nearly 700 professional advisers spread over 17 locations, all providing highly commercial advice based on an in-depth understanding of our clients’ needs. We operate across our offices in Amsterdam, Beijing, Birmingham, Brussels, Düsseldorf, Hamburg, London, Manchester, Milan, Munich, Paris, Rome, Shanghai, Silicon Valley, Turin, and Venice.

About LexisNexis Legal & Professional

LexisNexis Legal & Professional is a leading global provider of legal, regulatory and business information and analytics that help customers increase productivity, improve decision-making and outcomes, and advance the rule of law around the world. As a digital pioneer, the company was the first to bring legal and business information online with its Lexis® and Nexis® services. LexisNexis Legal & Professional, which serves customers in more than 130 countries with 10,000 employees worldwide, is part of RELX Group, a global provider of information and analytics for professional and business customers across industries.

About LexisOne

LexisOne™ is the enterprise resource planning solution for forward thinking law firms. It’s the most modern and up to date solution in the marketplace, the only large law solution that has been built natively for the cloud and it offers much more than just a finance system.

LexisOne has been designed to help law firms to offer a differentiated client experience to help them win and retain clients. It provides tools to better support and develop employees and help firms succeed in the race to attract, develop and retain the best talent. The solution enables firms to improve business processes and exploit best practice from professional service firms outside legal. Moreover, it provides rich analytics and easy access to the information needed to support decision-making.

LexisOne is built on the Microsoft Dynamics 365 Operations platform, and benefits from the inherent scale, value and features which Dynamics provides to over 30,000 businesses. This gives it a single, familiar interface across a range of business applications, reducing the pain of switching between different desktop solutions. It also means that LexisOne derives all the benefits of a modern platform, which has been built natively for the cloud, making it secure, flexible and accessible.

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