

Fletcher Longstaff Invests in Lexis® Visualfiles™ to Drive Profitability and Stay One Step Ahead

Visualfiles to streamline business processes across Fletcher Longstaff

LONDON, U.K., 17 May 2018 – Residential conveyancing and property law firm, Fletcher Longstaff Limited, is deploying legal workflow and case management solution, Lexis® Visualfiles™ to improve productivity and hence profitability. By streamlining and automating business processes – from quote development through to completion of conveyancing transactions – Fletcher Longstaff will achieve time savings and efficiency gains that will improve productivity and enable the business to easily scale in tune with strategic objectives.

Fletcher Longstaff will use the Visualfiles [Conveyancing Accelerator](#) to help realise this benefit quickly. This Accelerator provides rapid access to a comprehensive suite of conveyancing workflows – from quotation and instruction through to linked sale and purchase, re-mortgage and transfer of equity.

Visualfiles' proven reputation as a leader in the conveyancing sector was a major factor in the decision-making process. In addition to the accelerated deployment, Fletcher Longstaff will be able to use the flexible tools within Visualfiles to integrate with third-party applications and enable customisation of their business processes where necessary. Visualfiles' Automated Intelligence capabilities will help Fletcher Longstaff optimise its delivery model to help drive efficiencies. The firm will exploit the Visualfiles Online web portal to provide 24/7 accessibility for clients and work providers via mobile and web.

"We are investing in Visualfiles to enable us to stay a step ahead in the game," Adam Cheal, Director at Fletcher Longstaff Limited, commented. "We are taking a comprehensive and long-term view for technology adoption. While initially, Visualfiles will help us to get off the ground quickly, the flexibility it gives us to customise the platform and deploy other complementary applications is something no other solution on the market is able to offer. In adopting Visualfiles, we are future-proofing our technology; and over time, as we create our own unique workflows and processes, we will be developing our own IP. For a firm of our size, this would not be possible without a system like Visualfiles."

The firm will be able to provide access to any data within the system, using a combination of the Visualfiles Pro2SQL reporting warehouse and Microsoft's Power BI solution, with the ability to provide real-time reports, management insight and key performance indicators to internal and external parties as necessary.

Adam Cheal added, "Despite what we hear about the property market in the UK, our business is on an upward trajectory. The business insight that Visualfiles will give us will play a key role in enabling us to grow our competitive advantage."

Fletcher Longstaff is also deploying a number of third-party applications including PayPal payments, electronic document signing, digital mailroom and online searches. These apps will be integrated with Visualfiles to make the solution the central hub for the firm. Data from a range of sources including Land Registry, Companies House and HMRC will be returned into the Visualfiles matter, alongside a full audit trail, notifications and any disbursement costs.

"Fletcher Longstaff is a technologically forward thinking and innovative firm within the conveyancing market," said Andrew Goodman, Visualfiles Sales Manager for UK & Ireland at LexisNexis Enterprise Solutions. "They recognise the value of technology in delivering a unique and superior customer service and its corresponding impact on the bottom line."

Lexis Visualfiles is the most widely used legal workflow and case management system in the UK, with more than 30,000 registered users in firms ranging from five to over 1,000 employees. It is a proven, flexible and powerful entity-based system that allows firms to control their business processes. The solution's unique rapid application development capabilities empower organisations to customise the

system to easily and quickly accommodate new market developments and changing business requirements. New functionality is continuously being built in Visualfiles to support user experience, management reporting, rapid application development and system integration, including with LexisOne™, an enterprise-grade business management system that is built on Microsoft Dynamics 365.

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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.

As a leading provider of software platforms, LexisNexis® Enterprise Solutions (www.lexisnexis-es.co.uk) works with customers to drive productive, efficient and reliable business decisions. Its solutions include Lexis® Visualfiles™, for case management and workflow; Lexis® InterAction®, a customer relationship management tool; and LexisOne™, an enterprise resource planning solution that is built on Microsoft Dynamics 365.

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