



MAKING THE MOST OF YOUR DATA  
ENTITIES, AFFILIATIONS AND EFFICIENCIES



As a company director for two technology companies and an active investor in multiple national and international start-up companies, I understand the importance of good data. Not only that, but the incredible value of data that works- for me and my business. The world is moving from Information Technology to Information Trust and I would like to share with you my thoughts about how that data can and should be connecting you with your customers.

- Phil Johnson



Here at OneLaw we are absolutely crazy about great data – it's one of the fundamental reasons behind our decision to build the OneLaw suite of products in the first place.

The way the legal industry works is changing. Traditionally a practice management system was nothing more than a glorified accounting system that nobody outside the firm had to see. Now the focus is on the quality of your data and how you can reuse information for your customer.

Structural integrity in your data is paramount to your firm's success (and compliance with new regulations, might we add). It is not something to be scoffed at.

We believe that great, well-structured data will always yield the best results for your practice. Nobody should ever underestimate the importance and value of information to their business.

If information is important, its accuracy is absolutely critical.



individual pops up in your system.


We also have an eye on the future. Future integration with centralised validation systems, such as RealMe, will require an entity-to-entity query. This is a very good reason to ensure that your data is well structured.

At the end of the day, to use a quote from a famous man called Doug Thomson (Chief Architect at OneLaw):

“The difference between well structured data and shabby data is about two minutes!”

If you need assistance or advice around this then the OneLaw team is here to help. We really do understand the value of great data and its strategic value to your business.

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You must be able to trust what your system is telling you, and the development of this “information trust” should be integrated into your practice as a priority.

OnePractice was always designed around information integrity. In reality we just didn’t want our system to get uglier over time (like some do). This is why there is always a solid reason behind the way we design anything in our system.

A good example of this is how we have thought through the minefield of linked parties- in particular, families. A family is made up of individual related entities (affiliated parties), some of these will be clients and some may well be future clients. A family does not have a tax number or a passport, but the entities within it do.

Creating these affiliated entities from scratch takes a little more time at the outset, but over time it is likely to yield better results for your practice.

A family affiliation can easily end through divorce or death, and OnePractice has the ability to record the ending of an affiliation. By keeping these entities separate you create the ability to affiliate and un-affiliate, and generally keep the structural integrity of your data intact.

It also permits you to keep tabs on these links, why they were broken and what opportunities may exist to act for the other linked parties in the future. You should never underestimate the value of having relevant data on hand the next time an

