



## - Case study : Harris Tate Lawyers -

Harris Tate Lawyers is a well-respected Tauranga law firm which used LAWbase for more than 30 years before deciding to make a change in early 2016. When their practice management system stopped innovating they decided it was time to go with someone who would continue to keep up with their needs: They found that solution with OneLaw.



*Practice manager Robyn Smillie worked with LAWbase legal practice management systems for more than 14 years before becoming practice manager at Harris Tate Lawyers in Tauranga. She described moving to OneLaw as a “no-brainer,” and said the firm’s directors agreed after seeing the ongoing development that put the software at the forefront of their options: “We watched OneLaw grow and compared them with our other options... it was an easy choice.”*

***“OneLaw is basically becoming a market leader in what a law firm actually needs to use.”***

### Outcome: Market leader

Harris Tate Lawyers watched OneLaw closely during its development stages and first few years, and Robyn says it moved “enormously” in that time. “We notice the team are very open to suggestions and willing to listen to what we want. They’re actually talking to real people in the law world and the software is developed in line with that.”

Since moving to the new system, Harris Tate Lawyers has continued to benefit from OneLaw’s openness around development, and Robyn says she can see it will “absolutely” continue to keep up with their needs in future.

Harris Tate Lawyers is a well-known and respected Tauranga-based law firm. They offer expertise in many areas including property, business, employment and relationship law. Originally founded more than 35 years ago by Ross Harris, before partnering with Alan Tate in 1995, Harris Tate is an established and hugely influential firm.

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### Outcome: Easy switch-over

Harris Tate Lawyers switched off their old system on the Friday and onto the new one on the Monday, and Robyn described the transition as seamless: “We could pretty much hit the ground running right away.”

Lawyers took a simple one-hour training session to get all the tips and tricks and they were good to go. That meant they could almost immediately see the benefits in time savings, the ability to keep everything in one place and a decreased risk factor for clients. “We even potentially have the opportunity to reduce our paper consumption in the office,” Robyn said.

***“The data migration was seamless for us – we noticed nothing. That was a huge advantage over other systems.”***

### Outcome: Cost-effective

OneLaw was “fantastically cost effective” when compared with other options, Robyn said. “Some prices we were looking at would seriously make you fall off your chair. They were trying to charge us four times what OneLaw offered.”

She said Harris Tate Lawyers has reaped huge benefits from the software, and it has been well worth the investment. She said she would “definitely” recommend it over her previous experience with LAWbase.

**For information on how OneLaw could help your firm, or to request a demonstration, contact:**

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