

The Tiger Eye Overview



How recruiting a new data management system can also help recruit lawyers

Tiger Eye case study: Davitt Jones Bould, Real Estate Law Firm

The background:

Davitt Jones Bould (DJB) is one of the UK's top tier real estate law firms. DJB work on planning, commercial property and transactions for a wide range of clients in the private and public sectors and also specialist legal support and advice for other law firms. The firm was recently appointed real estate legal advisors to the Cabinet Office.

“Tiger Eye are very safe hands

DR PETER ALLINSON
CHIEF EXECUTIVE, DAVITT JONES BOULD

The opportunity

DJB were one of the first legal firms to adopt a data management strategy. More recently, DJB's Chief Executive Peter Allinson recognised that the firm needed to install a world-class system that would allow them to reduce their reliance on paper filing.

Not only would this alleviate the storage needs created by paper files but a new document management

system (DMS) would also enable the firm to compete more effectively in their market and deliver services to their client base in a more streamlined manner.

IT and recruitment

Moreover, DJB wanted to improve their ability to hire the best real estate lawyers. Because good candidates weren't always available near the firm's regional offices, an electronic DMS was vital in order to offer lawyers the ability to work remotely, therefore widening the firm's talent pool.

Peter knew that the market leader iManage (then known as WorkSite) would give DJB the DMS they needed. He contacted iManage who recommended a list of suppliers, which included Tiger Eye.

The solution

Peter Allinson gravitated towards Tiger Eye because of their specialist knowledge and also because he



knew he would get a better and more personal service from a

In a nutshell

The problem

Leading real estate legal specialists Davitt Jones Bould needed to move to a state-of-the-art document management system. A digital solution could enable remote working, thus helping recruit the best lawyers for the firm. It would also help DJB stay competitive, deliver an enhanced client service and solve the growing issue of filing information pertaining to legal case files.

The solution

Tiger Eye were chosen to help define and install the DMS because their size meant DJB could be sure of working with experienced, senior IT professionals at every stage of the project.

The outcome

DJB moved quickly and smoothly to a paperless workflow throughout their working practices. Benefits include cost efficiencies, improved risk management, the delivery of enhanced client service and a system which facilitated remote working that meant the firm could both attract and retain top lawyers.

To find out more about data management and how it can help your business, call Dave Wilson or Matt Cleverdon at Tiger Eye on 01603 293 500 or email: mattc@tigereyeconsulting.com

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expertise, from the team that listens

smaller company like Tiger Eye. As Peter puts it, he "prefers boutique organisations".

After sitting down with Dave Wilson, MD of Tiger Eye, Peter Allinson felt he had found someone he could trust to deliver the right result. He says "Tiger Eye claim to listen to clients' issues before suggesting solutions. That was definitely our experience".

“If I was asked by a friend in another company if Tiger Eye are worth considering, I would say absolutely, go for it

DR PETER ALLINSON

Peter continues, "Once Tiger Eye understood the problems, they were able to advise on what a world-class solution would be for us". The specification was agreed and Tiger Eye liaised with the DJB IT team on the installation.

The outcome

Peter Allinson identifies the trial and roll-out phase as further evidence



why he wanted Tiger Eye to take on the job: "They're knowledgeable" he says, adding that with Tiger Eye he didn't get "palmed off with a call centre full of people who don't know what they're talking about".

In a very short time after the DMS went live, Peter Allinson could announce that DJB was going paperless. Lawyers are still able to print a contract to review it, but the original files are now entirely digital and secure.

Peter has identified benefits for the firm beyond the expected cost efficiencies. Importantly, the DMS enables flexible remote working, meaning that they can recruit lawyers that may have gone elsewhere. Peter says "It is now as effective to work remotely as it is to work in our office".

Risk management is improved because files can now be audited from anywhere at any time and as the regulatory environment gets tougher, this is becoming more important. Risk is also reduced by a state-of-the-art back up system.

Peter Allinson sums up the working relationship with Tiger Eye like this: "Tiger Eye are very safe hands".

Left: Dr Peter Allinson, Chief Executive, Davitt Jones Bould.



Above: Davitt Jones Bould's HQ in Taunton. They also have offices in London, Manchester and Birmingham.

Was it worth it?

Did DJB's data management system match up to expectations?

- Shortly after installation the firm moved to a paperless workflow
- After listening to the firm's issues, Tiger Eye recommended and installed a system that is regarded as world class
- The ability to recruit and retain top lawyers across the UK is aided by a flexible remote working system
- Dealing with tougher regulations is easier now files can be audited from anywhere

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