

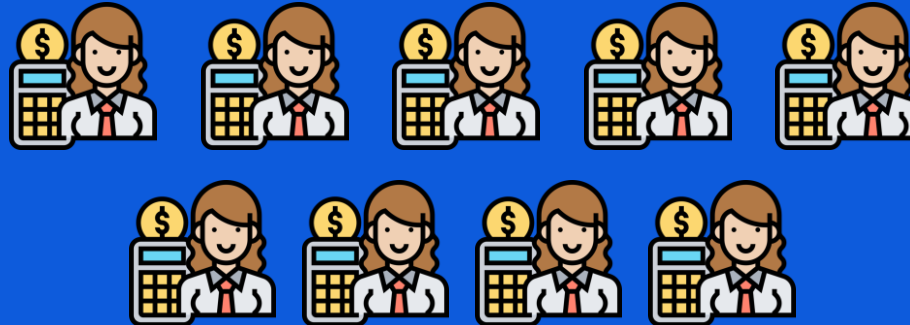


ARMSTRONG LEGAL

**Armstrong Legal Reduces Costs, Improves Productivity and
Slashes Bad Debt**

In early 2020 Armstrong Legal.

Had an accounting department consisting of 8 full time staff using antiquated systems requiring manual or time consuming processing of payments, invoicing and debt collection to service 80 fee earners.



8 accounting staff
Servicing 80 fee earners

1 Accountant for every 10 Fee Earners



To make matters worse the accounts team:


Claimed they were understaffed.

Struggled to keep on top of daily tasks.

Couldn't report on basic KPIs or work load.

Couldn't chase debt effectively.

Invoicing was taking the entire team
3 full days every fortnight to complete.



HELP



In 2020 ARMSTRONG LEGAL:



Invoicing now only consumes
1 day per fortnight
instead of three

Bad debt has been
SLASHED by >90%

Staff costs reduced by
\$300,000 (pa)

Today, they're Reaping the Rewards

Reduced Staffing

More than halved staffing levels in accounts

Employed Automation

Outstanding debt is now automatically chased - invoicing, trust and billing can be complete in 3 clicks

Simplified Processes

They now have a simplified process for receipting, billing, invoicing and debt collection.

Migrated to NebuLAW.



Outside of the obvious savings on wages, this optimisation is allowing Armstrong Legal to:

- Increase the number of fee earners considerably without the need to increase the accounting department staffing levels.
- Continue reducing bad debt through the automated recovery.
- Track individual performance of fee earners and accounting staff
- Improve overall company performance due to detailed management reports.
- Enhance client satisfaction with automated workflows and added efficiencies.
- Reduce other costs such as their number of paralegals through automations workflow optimisations

