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CASE STUDY: W ADVISERS

with Mark Wilson
Partner & Co-Founder



1.

The Challenge

W Advisers is a boutique law firm that specialises in complex legal work usually completed by national law firms. We address challenging corporate law, insolvency, and commercial dispute matters using small teams that focus on getting results quickly. In legal research, our firm expects two deliverables. We obviously require top quality staff who are excellent at research. Additionally, we ensure they use premium tools to get the job done. We expect the legal research technology we invest in to be comprehensive, provide the option to sift between information that is potentially relevant, balanced with the key information we require.

In any search result, whether legal or non-legal, you often get bombarded with both key and less relevant answers. The more the research tool can filter the answers that we *might* need to know to highlight the answers we *really* need to know, the better.

2.

The Solution

We've been using the *new* Westlaw product in beta mode for some time, and my team have been full of praise for it. In fact, it's enabled us to provide deliverables faster which in turn improves performance. One of the things we all are accustomed to with searching on the Internet is natural search terms. None of us know how to master the art of Boolean search, I certainly don't. Junior staff have been using the *new* Natural Legal Language Search capabilities on the newly iterated Westlaw and have enjoyed more honed results and faster answers.

We actually had a matter recently involving insolvency proceedings. Those matters by their nature are urgent as you need to present in court with a range of evidence. We were instructed a week before the hearing, so we relied on the *new* Westlaw for our searches, and were delighted with the result in court. We produced 600 pages of evidence which we filed in the Federal Court on the day we undertook the searches, and on the hearing day we obtained a judgment in 45 minutes. My junior staff and I were impressed by the way the *new* Westlaw's technology helped us achieve this judgment in record time on the day.

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3.

The Future

In my view, the less time we need to spend getting confidence that we've got the right answers, the more time we can spend with our clients conveying the answers, helping implement the answers, and helping them de-risk their businesses.

The only businesses that survive and thrive are businesses that are committed to innovation. Even though we're a growing firm, we're investing heavily in technology like most progressive law firms are, and Westlaw will continue to join us in that growth. We're constantly looking for ways to be more efficient and to reach the nub of the answer as quickly as possible. So, we see the *new* Westlaw as an integral partner in our growth journey.

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