

90% Decrease in Hours: Invoice production decreased from one week to four hours at Nyhus Law Firm

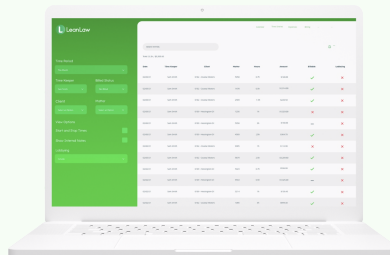
The Challenge

Chris Nyhus started his law firm nine years ago and has been using QuickBooks “forever.” With QuickBooks alone, there were many manual workarounds that took time and compromised accuracy. Chris sent an Excel spreadsheet everyday to an assistant. QuickBooks on its own was not providing them with what they needed to streamline the billing workflow.

He didn’t want to leave QuickBooks, but he needed an automated solution to turn administrative work into client-focused work. The law practice was expanding. Too much time was spent on administration. Chris knew there had to be a better way.

Benefits of LeanLaw

- Time entries pushed automatically to the invoice
- Invoices sent electronically (can also be printed and mailed)
- Invoice manager duties went from 40 hours each month to 4 hours



The Solution

Chris found LeanLaw in the QuickBooks Online app store. What really sold him on the software was the ability to set up a new client and matter in just a few clicks and add time or start a timer. He no longer had to transfer the information to an Excel spreadsheet; rather, it automatically populated the client’s invoice.

Chris has increased his realization rate because he was no longer spending time on the invoice workflow and had more availability for billable work. With the ability to send electronic invoices, he saw a decrease in AR: clients who receive their invoices in a timely manner pay more quickly as they remember the value of the attorney’s services.



Billing workflow
saved 36 hours per week



Clients receive and pay
invoices more quickly
because they remember the
value of the work



Legal assistants
work
on more valuable,
client-focused tasks



“LeanLaw transformed our billing procedures from requiring a week’s worth of my assistant’s time to four hours. We save about \$600 each month and the 36 hours we save are repurposed into productive client-centered work.”

- CHRISTOPHER J. NYHUS, NYHUS LAW FIRM