

# Law Firm controller stabilizes invoicing and finds 20 extra billable hours each month for attorneys

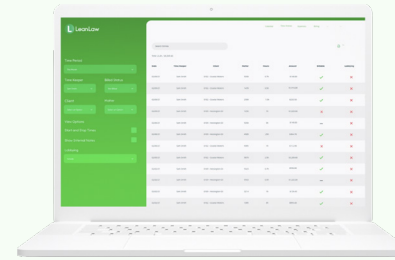
## The Challenge

PCLaw was complex: it took law firm controller, Natali Herrador three hours twice each month to create productivity and WIP reports. The lawyers were entering time on legal pads and having assistants type them into draft invoices. The kicker: PCLaw kept randomly changing the balances on the firm's invoices. "We didn't know if our past due balances were correct or not." Natali had to double and triple check her work because of PCLaw software errors.

The firm's managing partner wanted to switch to QuickBooks. Natali searched for programs that integrated "flawlessly" with QuickBooks. She discovered LeanLaw...

## Benefits of LeanLaw

- Minutes to Create Reports (instead of hours)
- Timekeeping pushed automatically to invoicing
- Easy to use, immediate access to data



## The Solution

Using LeanLaw, Natali creates productivity and WIP reports in just a few clicks and has the confidence that they are accurate since the software is cloud-based, with two-way continuous sync, and has QuickBooks as the source of truth.

The younger lawyers who use LeanLaw timekeeping can manage all of their administrative work on their own. One full time legal assistant role was no longer needed. The admin work is so significantly reduced that those lawyers have an extra 20 billable hours available each month. Natali even has time within her salaried hours for the firm's tax prep: that saves the firm an additional \$5K.



**20 Extra Billable**  
Hours / Month / Lawyer  
thanks to automation  
(Goodbye legal pads!)



**Create in minutes**  
WIP and Productivity Reports



**\$60K / Year Savings**  
(no legal secretary for those  
using LeanLaw timekeeping)



"LeanLaw automation has freed up about 20 hours each month of lawyers' time. They have 20 extra hours to bill, instead of doing admin work."

- NATALI HERRADOR, CONTROLLER, GORMAN & MILLER LAW FIRM