

# Finston Friedman Fisher Law Group saved 50% of overhead by outsourcing outdated legacy accounting

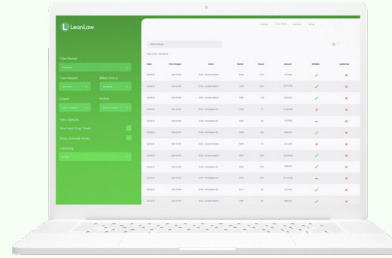
## The Challenge

When Jay Friedman first joined his law firm nine years ago, it was apparent that technology was not their strong suit: people still sent handwritten time memos. Everything was completely manual and in QuickBooks Desktop. They were wasting a lot of time.

The big driver to LeanLaw was that the accountant was retiring. “This was a chance to connect time entry to our billing software. Hiring a local-yokel accounting firm” was not part of the plan. There was already too much administrative hassle. They needed to outsource the accounting.

## Benefits of LeanLaw

- Easy to access productivity data
- Streamlined workflow helps to retain top talent
- Seamless workflow means happy attorneys



## The Solution

The firm decided to move to QuickBooks Online, customized with LeanLaw and hire a LeanLaw Accounting Pro, Lynda Artesani. Lynda is an expert in LeanLaw, QBO, and law firm accounting. Jay admits that they couldn't afford an in-house accountant as knowledgeable as Lynda and her team.

The functionality of LeanLaw and QBO made all the inefficiencies disappear. The work product is seamless, the file establishment is seamless, the invoicing is seamless, and getting paid is seamless. LeanLaw made it massively easier.



**\$30k Savings**  
in Accounting



**\$75k Savings**  
in overhead  
(no legal secretary needed)



**Onboarding client**  
in 9 minutes



“I have not heard one of my partners b\*\*\*h at all about, ‘I can't get my stuff done with LeanLaw.’ When you make all of that work without consternation, everybody's happier.”

- JAY FRIEDMAN, FINSTON FRIEDMAN FISHER LAW GROUP