

Kliger Partners success driven by solid client development strategy and LexisNexis AU

Smaller “full service” firms can operate more successfully with trustworthy research solutions

Fierce Competition Amongst Melbourne’s Mid-Tier Firms

Kliger Partners is a mid-tier Melbourne law firm providing client-focused, commercially savvy legal services that are innovative and strategic, efficient and flexible.

The firm's key practice areas are commercial law, property law, commercial litigation and family law, with smaller practice groups in other disciplines such as construction law, intellectual property, employment law, entertainment, and wills and estate planning.

Operating at the small end of the mid-tier sector, Kliger Partners is able to focus on individual client service to ensure that the firm competes well in Melbourne’s competitive legal market.

Strong Business Development and Talent Acquisition Focus

Kliger Partners pride themselves on their business development strategy and have been rewarded with a loyal and long term base of high profile clients with high net worth.

A further source of the firm’s success is that it maintains high quality standards in recruitment and resources to ensure the right mix of talented individuals.

Competing for Talent Requires Good Research Solutions

Mr Andrew Morrison, one of the firm's young lawyers, explains that part of the attraction for working at Kliger is the quality online legal research solutions. "I work in the litigation department. As such, I require fast and effective research solutions to provide professional services in an adversarial industry".

The firm has been around for over 25 years and tailors its legal resources to meet the needs of all demographics. "As a younger lawyer in particular, I am accustomed to using online research tools throughout my day. I consistently rely on the package provided by LexisNexis; I can't think of a comparable program that offers quite the same breadth of material as LexisNexis does".

Andrew explains that his research revolves around CaseBase - "If I need to find out if a certain case is still 'good law', I am able to do so quite quickly using CaseBase. Without that program, it can take far longer to verify information. LexisNexis provides a means to quickly cross-check advice and to ensure I am providing good value for money to my clients".

Online Products are Complemented with Leading Hard Copy References

Online research isn't all the practice uses. It has a well established library of LexisNexis products including Franchising, Liquor Laws, Retail Leasing and Patents loose-leaf services plus many resources often referred to as the "bible" texts of commercial law, such as William's Civil Procedure and Fords Principles of Corporations Law, as well as a number of online law reports.

With regard to the loose-leafs, Andrew jokes that the popularity of William's Civil Procedure is such that lawyers tend to hoard the firm's hard copies. "We have no such issue with the online version, however, as we are able to access it through LexisNexis AU".

Efficiency and Customer Service Go Hand in Hand

Kliger Partners is a highly efficient firm with one of the productivity drivers being their online library and lawyer's ability to conduct research efficiently. LexisNexis AU is viewed as a familiar interface often used by lawyers every hour of the day.

On the desktop at Kliger you will also see Lexis Affinity, a practice management solution from LexisNexis that assists the firm to deliver first rate service. With an end-to-end business system, and an automated system maintenance for all key office functions this revolutionary streamlined system integrates everyday functions such as document production, marketing, electronic mail and accounting, to allow the operator to map case flows and administrative processes into standard diary and workflow templates.

"I think it is fair to say that without LexisNexis it would be more difficult to run a successful legal practice. LexisNexis is the market leader by such a long way; any firm attempting to operate without it is at a considerable disadvantage".

Kliger Partners strongly believes that all firms have an obligation to provide ethical service, diligence and strong professional values in servicing their clients. Good business decisions need to be made to ensure competitiveness but at the end of the day it is a client's satisfaction that will drive the firm's success.

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