

Great savings for Lawrence Stephens Solicitors

CLIENT: Lawrence Stephens
SECTOR: Professional
COST CATEGORIES: Records Management

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THE CLIENT

Lawrence Stephens is a nine-partner London-based commercial practice with particular strengths in commercial property & secured lending.

THE CHALLENGE

Senior Partner, Gregory Palos and Practice Manager, Joanne Coccozza, retained the services ERA Legal to review the firm's expenditure and processes for records management. Peter Lee, ERA Legal's lead consultant for records management was tasked with providing options to consolidate two existing suppliers and make suggestions for the efficient management of the archive in future years.

The five responses to a highly competitive tender offered annual savings of between 36%-56%. After negotiating the detailed tariff and contract commercials ERA confirmed that the highest annual savings attainable would also provide a most cost effective route for Lawrence Stephens to manage the archive in future - as in contract and end of contract permanent withdrawal fees would not apply.

After introducing the supplier and tying up the usual detailed questions on compliance ERA oversaw a seamless file transfer process.

Joanne Coccozza, Practice Manager commented, "Moving all of our archived files to a new supplier isn't something we entered into lightly. Fortunately we were in the expert hands of Peter Lee who took us through the process step-by-step. We're very pleased with the savings ERA has achieved, and the lack of in contract withdrawal charges ensures we can actively manage our archive without worrying about the cost of doing so."

Jason Adderley, Lead Consultant for ERA Legal adds, "Having taken the step to change supplier I'm pleased to see, again, that any concerns firms have about moving their closed file archive are largely unfounded. The sheer level of the savings on offer in this case are the icing on the cake."



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JOANNE COCOZZA
PRACTICE MANAGER
LAWRENCE STEPHENS SOLICITORS