

LawSpace

The modern law firm has many pressures placed upon it. Technology is reshaping the industry, and the fallout from the Coronavirus pandemic has placed a heavy burden on finances. PwC describes the industry as facing 'significant challenges', with the threat of meeting financial targets listed as the number one priority for the next two to three years.

With this in mind, maintaining a healthy level of working capital was one of the top priorities given to us for 2021 and beyond by our clients in the legal sector.

However, it is also clear that the best performing law firms are the ones that embrace new technology. Technological progress has disrupted so many industries and markets, and the legal sector is no exception. Furthermore, those firms that were already prepared for remote working performed disproportionately well through 2020.

The trouble is, while technology utilisation in law firms is key, the investment required for IT services is often sizeable. This is a one-off sunk cost that must be replenished every few years. Our experience working with law firms tells us that it's important to keep one-off costs as low as possible. They hit your profits, and therefore your dividend!



There is a better way

Throughout 2020, we spoke to a number of our legal clients. They expressed how they are trying to keep up-front investments low to help them meet liquidity targets.

To address this particular challenge, the entrust IT Group thought carefully about the unique needs of law firms when it comes to technology, and have assembled a complete package to address these needs. We are calling it LawSpace. LawSpace is an all-encompassing workspace for the legal sector. Included is all you need for a user to work securely and productively from home, in the office, or anywhere - all for a flat monthly fee. You choose what is essential to your firm and we will include it in the price.

Key Elements Per User

- Cloud Storage and Productivity tools
- A laptop
- A printer
- Antivirus software
- Unlimited access to a UK-based IT support team

LawSpace was designed to ensure that law firms have all the technology they need to maintain a remote and office-based working environment, while also clamping down on sunk costs. Instead, the service allows law firms to spread the working capital risk out over 3 years. By financing all the hardware, cloud services, and security tools in one bundle, your firm has **everything** it needs to work effectively, in one convenient bill.

Furthermore, LawSpace ensures that your data is secure by providing all your staff with company owned and managed devices, with some of the best anti-malware tools available, including Sophos Endpoint X. Rather than staff using a mixture of their personal devices, which so often have inadequate security tools, you will have tight control over the threat landscape.

With cyber threats being such a prevalent threat in modern business, we can also provide security training to your firm as part of the LawSpace package.



A legal success story

The entrust IT Group have over 15 years of experience working with law firms of various shapes and sizes. Across our group, our clients range from small local practices to firms with multiple offices and hundreds of staff. That experience combined with our close relationships sharpens our focus on the issues that truly matter to lawyers.

 **elevate**



HALEBURY

Halebury came to us with a need to stabilise their IT environment, save money and drive growth.

"I was impressed with entrustIT from the outset," said Denise Nurse, a founding director of Halebury.








"They understood our objectives and put together an extremely cost-effective proposal that delivered the security and accessibility that was so essential to our business and which would meet our immediate and long-term requirements."

Post-implementation, Nurse later went on to comment, *"entrustIT is highly professional and responsive. They immediately understood our needs and implemented a solid, secure and always available solution. I have just one thing to say to entrustIT: Never, ever, change your support team!"*

What about pricing?

Absorb the cost of your firms IT into a monthly recurring model with LawSpace. The pricing below is based on two package tiers; LawSpace Standard and LawSpace Pro. However, more hardware and subscriptions can be added as per your needs, and the price will reflect that.

LAWSPACE STANDARD

							<p>TOTAL</p> <p>£63.98 pcm <i>per user</i></p>
HP 250 G7 Laptop	Smart user VoIP + Phone	24" LED Monitor	Logitech HD Pro Webcam	Microsoft 365 E3	Unlimited Device Support	Sophos Endpoint X	

LAWSPACE PRO

All of the benefits of LawSpace Standard, plus...				<p>TOTAL</p> <p>£67.58 pcm <i>per user</i></p>	*3 year terms
	Extra 24" LED Monitor	Canon i-SENSYS LBP162dw Printer	Unlimited Printer Support		