



## Nexis® helps Addleshaw Goddard stay ahead of the game

### The business challenge

In a challenging and highly competitive marketplace, Addleshaw Goddard needs to use the best information services available to maintain their leading position. According to Caroline Cleveley, Addleshaw Goddard's Head of Information Services, in order for the firm's 160 partners and 500 fee earners to stay ahead of the competition they need a cutting edge solution.

### The LexisNexis solution

To help Addleshaw Goddard stay ahead, LexisNexis recommended their news and business information service, Nexis®. This powerful online research tool provides unrivalled access to a global database of trusted sources of news, company information and biographical data. Nexis helped to provide Addleshaw Goddard with the competitive edge over other firms that Caroline was looking for. In fact, Addleshaw Goddard discovered this first-hand at its cost when it switched temporarily to a rival service. Caroline recalls: "There was not the same breadth of resources. The amount of time we spent on research during this time doubled, because we had to do so much more ourselves.

Addleshaw Goddard made the decision to re-subscribe to Nexis and Caroline noticed the difference immediately: "We don't feel we are missing anything and that allows our lawyers to respond to any development affecting their clients. They are much better informed now."

### Client Background

## ADDLESHAW GODDARD

Addleshaw Goddard is the law firm that invests more to get to know you, your business and what it is striving for. Through this investment we find dynamic ways to support your business objectives, improve your results and create more value from the projects we undertake.

“Nexis provides us with a wealth of quality information; there is nothing else out there which offers the same depth of coverage. Without it, we would be at a major disadvantage.”

Caroline Cleveley, Addleshaw Goddard's  
Head of Information Services



## The benefits

- Detailed client tracking
- Unrivalled access to global sources
- Compile regular email bulletins for fee earners

The 12-strong Information Services team at Addleshaw Goddard relies heavily on Nexis, conducting over 15,000 searches in the past year. The team uses the definitive and comprehensive system to compile regular e-mail bulletins for their fee earners, keeping them up-to-date with developments affecting clients, competitors and specific areas of interest.

In addition to this, the Information Services team uses Nexis to respond to requests from lawyers for detailed client tracking.

The alert system enables this integral information to be gathered automatically. Ms Cleveley explained: "We can very efficiently find what is relevant to our business: we have about 80 alerts running on a daily basis and we have all the information we need delivered by 7am each morning. That is the beauty of Nexis."

Ms Cleveley and the firm have found that nothing escapes Nexis: "The service provided us with a small item from a regional newspaper about a land deal involving a client... one of our partners was able to pick up the phone and generate extra work. That call would have not been made without Nexis."

Due to the financial downturn, the marketplace has become even more competitive, Addleshaw Goddard has combated this by increasing their use of Nexis by 60 per cent.

"In the current financial climate, it is more important than ever to stay ahead of the game," says Mrs Cleveley. "Everyone is going after the same business leads, so it's crucial to spot developments and react quickly."

" We feel that the system offers good value for money because it is so efficient. Without it, we would probably need to employ an additional member of staff. Nexis frees up my team to do other work. "

## Get in touch

To find out more about LexisNexis solutions:

+44 (0)20 7400 2984 | [nexisinfo@lexisnexis.co.uk](mailto:nexisinfo@lexisnexis.co.uk) | [www.nexis.co.uk](http://www.nexis.co.uk)