

LawNet Service Portfolio 2025

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Wildy and Sons

Xperate

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The Professional Alternative

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European networking events, online discussion groups and even an annual walking challenge are just some of the ways we help firms come together to build valuable cross-network relationships.

Annual Conference

The LawNet Annual Conference is the flagship event in our calendar, attracting world class speakers and bringing together senior partners and management teams from across LawNet firms to debate key industry issues.

Previous speakers include Rohit Talwar, Joshua Rozenburg, Professor Stephen Mayson, Matthew Syed and Bruce Daisley to name just a few.

A day of networking culminates with a black tie dinner and the LawNet Awards Ceremony.



Challenge Event

Each year we arrange a trekking challenge event for LawNet members.

Previous events include the Yorkshire 3 Peaks Challenge, Snowdon, Scafell Pike, Helvellyn and many more in and around the Peak & Lake Districts.

Our members find it an excellent opportunity to network in a more informal setting and environment, whilst having fun... weather permitting!



Discussion Suppers & Online Leadership Calls

The discussion suppers are an excellent opportunity for partners, business development and leadership personnel to meet informally and discuss issues, common concerns, share ideas and network with each other over dinner.

The evenings are free of charge and are hosted by a member of our senior executive team and sometimes a selection of leading professional service sector experts also attend.

During 2020 we introduced the format online. These have been very well received and have all the benefits as stated above and continue to be a mainstay of networking opportunities for our firms.

Eurojuris International Membership

Eurojuris International is the leading network of law firms in Europe. LawNet is the sole UK member of the network, with members based in 650 different cities/locations in about 50 countries, not only in Europe but worldwide.

This membership offers easy access to European law firms, the opportunity to take part in European-wide events and to join one of many Practice Groups, building relationships for off-shore and cross border referrals.



Members' Website & Online Forums

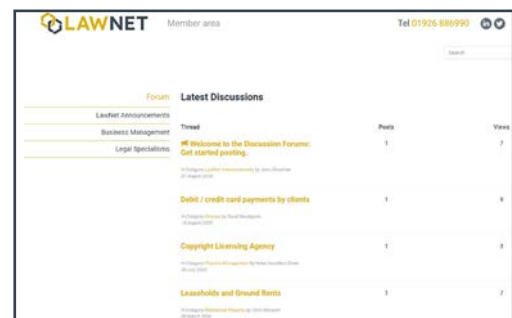
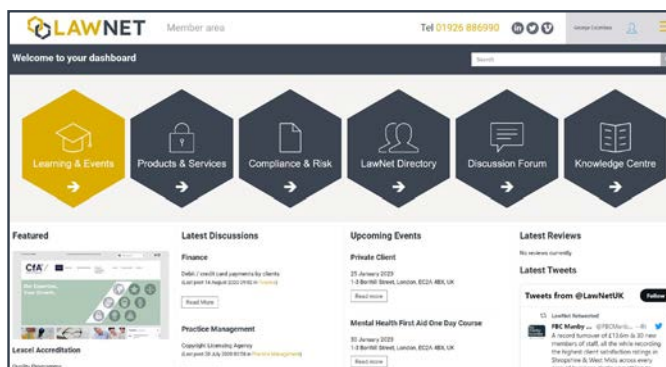
Individuals at each firm have their own unique log-in. If you are unsure of yours please contact Graham Ford at LawNet.

You'll find everything you need to know about what your firm can utilise as part of their LawNet membership from training events and marketing content right through to our third party arrangements and support. Recordings of all our online webinars can also be found in the members' area of the website.

The discussion forums cover key legal specialisms as well as areas such as practice management, compliance and business development. Being part of a discussion forum is a great way to interact with other members of the LawNet network.

We also communicate with our members through the specialist groups - so it's important that personnel at firms are signed up to the groups.

Graham Ford / gford@lawnet.co.uk



The Forums

Legal Specialisms

Agriculture
Clinical Negligence
Commercial Property
Company Commercial
Construction
Crime
Employment
Family
Insolvency
Intellectual Property
Litigation
Personal Injury
Planning
Private Client
Residential Property

Business Management

Business Development
ESG
Finance
IT & Tech Innovation
Leadership & Strategy
Learning & Development
People Management
Practice Management
Quality, Risk & Compliance
Trainees & Junior Lawyers

Our learning programme is delivered by experts & linked to the SRA's Statement of Solicitor Competence. Our events are relevant, interactive & highly practical, giving you the chance to learn and discuss issues with other LawNet members.

Specialist Group Training

We offer both face-to-face events and, since 2020, online learning also through webinars and interactive discussions. There are a variety of training programmes available for all levels of experience from junior lawyers through to the most senior partners. Our events are a mixture of technical legal updates, skills-based management and leadership - and most of our courses are free to members as part of their firm's membership subscription.

For our online webinars, members tell us they enjoy the benefits of accessing our learning without the need to travel, and value the flexibility of watching recordings of webinars at a time convenient to them.

As well as the technical & legal training our other training days include:

Leadership & Management Essentials
Business Skills 101
Associates Development Course
Skills-based courses for Trainees & Junior Lawyers



Key benefits of attending our events include:

Better topics - Member defined topics ensure you remain up-to-date with the key issues that matter
Better resources - Leading speakers mean you benefit from the best training and advice
Better networking - Members can freely share ideas and discuss issues with fellow professionals.

We can also use our collective leverage to negotiate with key professional service suppliers, resulting in a portfolio of learning services available at commercially attractive rates.

Alan Riley

Commercial property

Property^{PSL}

A leading trainer & regular speaker at our events, also offers exclusive discounted rates for:

Property PSL Webinars - Access to online property seminars at exclusive discounted rates.

Commercial Property Newsletter - Issued 11 times a year the newsletter gives desktop access to a wealth of relevant & topical material.

Discounts on both services available.

Alan Riley /
alan.riley@propertypsl.co.uk

Athena Professional

Learning development & consultancy services



L&D Consultancy - They have lots of experience supporting organisations to take a strategic approach to learning.

Skills Training - Their face-to-face training events involve a high degree of experiential learning and learning by doing.

They recommend taking a blended approach using online delivery and coaching, in conjunction with skills-training, to support and challenge people to make changes in the way they work.

Nicola Jones /
nicola@athenaprofessional.co.uk

BARBRI Global

Solicitors Qualifying Examination (SQE)

SQE was introduced by the SRA in 2021 and will replace the existing arrangements through which trainee solicitors need to complete the Legal Practice Course and a training contract with a firm before qualifying. The SQE involves two sets of exams and a period of Qualifying Work Experience.

BARBRI Global provides fully flexible SQE1 & 2 preparation courses, using innovative online technology within a structured and effective learning environment. The courses provide concise exam-focused materials to enable full or part-time study around work and other commitments. Candidates will be supported for the duration of their studies by a 1:1 mentor and will receive additional support through Prep for Success workshops and live skills assessments.

BARBRI SQE1 Prep normally costs £2,999 – we have secured a 20% discount, with LawNet firms paying £2,400. BARBRI SQE2 Prep will cost £2,999 for any student who has completed BARBRI SQE1 Prep (£3,499 otherwise).

Please quote discount code **LWNT20** on their enrolment page:

<https://www.barbri.com/sqe/enrol/>

Jonathan Worrell /
jonathan.worrell@barbri.com

The logo for BARBRI, featuring the word "barbri" in a lowercase, rounded, sans-serif font. A registered trademark symbol (®) is located at the top right of the letter 'i'.

Compassionate Leadership Academy

Leadership Development & Training

The Compassionate Leadership Academy (CLA) is a groundbreaking leadership development program founded by Manley Hopkinson. CLA challenges traditional leadership principles with a focus on compassion, communication, and collaboration. The online course consists of 27 bite-sized modules, designed to improve leadership skills and build stronger teams through empathy and human connection.

The courses are also recognised by the Institute of Leadership (IOL).

Course Features:

- Short inspiring videos
- Interactive learning activities
- Downloadable resources
- Personal development plans
- Regular progress tests & certification
- Online support & helpdesk

*LawNet members receive a 20% discount on the CLA Digital Course - just use the following discount code: **LAWNET20***

Manley Hopkinson /
manley@thecl.academy

Compassionate
LEADERSHIP ACADEMY

Legal Futures - webinars

Online seminars

Formerly known as LiPSLegal, they offer a rather unique service solution where you can have an unlimited number of delegates attending each seminar for one single rate.

LawNet members receive an approximate 40% discount off a webinar (LawNet Rate - £138+ VAT).

Benefits include:

- Participate live from your own office
- Unlimited delegates for one low cost
- Recorded events
- Additional bundle discounts also available.

Rebecca Rose /
rebecca.rose@legalfutures.co.uk

The logo for Legal Futures, featuring a stylized orange and grey icon of a person's head and shoulders to the left of the word "legalfutures" in a lowercase, sans-serif font.

Nicola Green Consultancy

Menopause and grief & loss in the workplace

Nicola worked in law for over 20 years before launching her business in 2019 to support the workplace in raising awareness, understanding and education about the menopause. Nicola's passion is to help eradicate this taboo subject from the workplace and home and in doing so businesses can also benefit. More recently her offering has expanded to include grief and loss in the workplace also.



- Reduced attrition
- Improved culture
- Increased loyalty, productivity and engagement
- Awareness of potential health and safety, discrimination and other legal cases.
- Lower sickness absence
- Increased employer profile

This is provided through bespoke workplace presentations and training sessions to meet the needs of each individual firm. **LawNet firms get a 10% discount off all services.**

Nicola Green /
nicola@nicolagreenconsultancy.co.uk

Professional Training

Essential Skills Training

They offer in-house instructor-led training in small cohorts, designed to be engaging, impactful and time-efficient.

They also offer offer popular essential skills topics as 'Open Courses', enabling firms to target employees' individual training needs when required. Details of these courses can be found by visiting <https://professional-training.arlo.co.uk/upcoming/>

LawNet member benefits include:

- 10% discount - use the code LN25W
- Complimentary training needs analysis

Lucy Waite /
lucy@professional-training.co.uk



Sweetmans & Partners

Coaching & Facilitators

They are an award-winning coaching, facilitation and learning business that supports leaders, teams, and organisations to successfully navigate the complex world of work. Their core clients come from a range of sectors and industries, with a particular specialism in the financial, legal, and professional services sector.

They are offering LawNet members a 10% discount on their prices for the following services.

- 360° Feedback and Coaching
- Partner and Team Away Days and Team Development Workshops
- Executive and Leadership Coaching
- Additional bespoke services in the areas of leadership and management development, 'soft skills', culture, and L&D consulting

Chris Sweetman /
chris@sweetmansandpartners.com



The Institute Of Legal Finance & Management (ILFM)

Financial management training

ILFM is the UK's leading education authority and membership body for legal finance, administration and practice management professionals.

We have teamed up with them to provide our members with discounted access to ILFM training courses and qualifications.

10% discount on all training & qualification courses - rising to 20% if booking during early bird period for their events.

Tim Kidd /
tim.kidd@ILFM.org.uk



The University of Law

Professional skills course

We have an exclusive discount for member firms to book their trainees on the PSC.

The discount in place, ranging from 15 to 35%, varies depending on how many trainees sign-up from across the network in any given academic year.

The courses can be taken at any of the University's centres across the country. They have centres in Birmingham, Bristol, Chester, Guildford, Leeds, London Bloomsbury, London Moorgate & Manchester.

The course is available either solely online, solely offline or a mixture of the two.

Paul Frith /
paul.frith@law.ac.uk



Insurance markets fluctuate, but whatever phase of the cycle we're in, your PII premium will probably be the third-highest cost in your business after people and buildings. Our Group scheme gives members access to a breadth and depth of cover that they wouldn't be able to negotiate for themselves.

Professional Indemnity Insurance Scheme

Our Professional Indemnity Insurance Scheme is arranged by Marsh Limited on behalf of LawNet member firms. The Scheme provides cover up to the LawNet minimum compulsory Indemnity Limit of £10,000,000. Additional cover is available under the Scheme for higher limits upon request. The scheme provides a comprehensive and robust solution that firms could not achieve alone.

The advantages include:

- *A long-term solution with the aim of achieving greater underwriting stability through insurance market cycles and changes in a firm's claims experience*
- *A broad policy form written by Marsh which goes well beyond the SRAs minimum terms and conditions and offers greater flexibility*
- *Secure and committed insurers, and responsive and fair claims handling*
- *Reduced administration*
- *Leading broking services at a discounted cost*
- *Discounted premiums through group purchasing and recognition of the group's investment in quality assurance and risk management.*

Our PII scheme is the largest group placing of covers in the legal sector (over £1 billion). Each firm's premium is rated individually on the basis of that firm's own risk profile and claims experience. Group discounts are then applied to reflect the advantage of purchasing as a group and in recognition of our quality standard and risk management support.

Julia Kirkham / julia.kirkham@marsh.com
0207 357 3003



MARSH



QBE

LawNet Excess Insurance

This is a scheme to insure the excess layer of your PII policy. Excess cover may be costly when arranged with commercial insurers - but not having excess cover leaves you open to profit fluctuations and cash flow problems.

The LawNet Insurance Scheme provides cover for 90% of your excess. You pay an initial premium deposit with the balance paid 3 years later based upon your claims record history. This ensures premiums are kept as low as possible.

The scheme is run by Thomas Miller based in the Isle of Man.

Stephen Morris /
stephen.morris@thomasmiller.com

Marsh Insurance Policies

In conjunction with QBE, Marsh has developed a number of products & policies to give our firms the complete peace of mind.

Additional policy covers include:

- *Management Liability Policy*
- *Crime Policy*
- *Cyber Policy.*



MARSH

Julia Kirkham /
julia.kirkham@marsh.com

We aim to give our members a competitive edge by providing them with the tools to put in place the highest levels of quality management leading to vastly improved compliance and risk management.

ISO9001:2015 LawNet Quality Standard (LQS)

Quality programme

LawNet operates a compulsory quality assurance programme. This standard comprises the ISO standard interpreted for the law firm environment by LawNet and taking account of the Solicitors Regulation Authority Code of Conduct and other relevant quality standards.

Support for the implementation and maintenance of the LQS is included in your membership fee and LawNet provides on-going training, advice and documentation to all its firms supporting their commitment to delivering quality driven legal services including:

- *Training, advice & documentation*
- *Consultancy at a significantly lower cost than outside agencies*
- *Assessments to help you maintain your standards.*

Each LawNet firm must designate a Head of Quality and must obtain accreditation to LQS within 2 years of joining the network. Implementing the LQS brings many benefits to firms including:

- *Fewer errors resulting in fewer complaints/negligence claims and a better claims profile for professional indemnity insurance purposes*
- *Improved client care & greater accuracy through use of common systems and procedures*
- *Marketing opportunities based on quality of client care*
- *Clear results and outputs to assist with business improvement.*

Dual Lexcel Accreditation

Centre for Assessment (CFA), LawNet's independent assessment body, can undertake Lexcel assessments for LawNet firms that wish to hold dual accreditation. LawNet firms who already have Lexcel may wish to enter the scheme and save costs. ***An additional benefit will be the favourable assessor fee rates negotiated between LawNet and CFA, currently £625 per day (substantially less than the market rate).*** LQS assessments will continue to be paid by LawNet (up to two days). Firms wanting Lexcel must meet the cost of the additional daily rate, plus all auditor expenses.

Charles Roberts (LawNet's Quality Consultant) - charles@hrc-group.co.uk

AML & Compliance Watch

Newsletters

Keeping you informed of the latest compliance issues & deadlines. The information is provided by Tracey Calvert, a highly experienced regulatory compliance specialist with extensive knowledge of legal ethics, professional conduct, financial services and AML regulation.

Free newsletter - plus 10 mins free advice via telephone.

Tracey Calvert / 07833 253057



Citation Cyber

Cyber security

Formerly known as Mitigate Cyber, before being acquired by Citation Group, their services are tailored to fit what you want your cyber security strategy to achieve.

Externally their qualified professional team will identify and remove threats. Internally, they will change the culture with their GCHQ certified training and tools to defend from attacks and, with glue in the middle, achieve the Cyber Essentials standard to verify commitment to cyber and information security.

Members can receive a free cyber profiling and discount off their cyber security services.

Mark Aspinwall /
mark.aspinwall@citationcyber.com



Oakalls Consultancy

Compliance assistance

Tracey Calvert, who heads up Oakalls, is a leading expert in regulatory, compliance, and ethics. She has extensive experience and has delivered training at our own learning events.

She also writes our Compliance Watch and AML Watch newsletters that we circulate to members.

Oakalls Consultancy offers a wide range of services, including:

- Free 10-minute telephone helpline/email service for ethical and regulatory questions
- Training sessions on various topics such as SRA regulations, AML, and data protection
- File audit services
- AML independent audits
- Compliance response check-ups and updates
- Safe harbour guidance services

She also offers annual consultancy packages to assist with compliance updates, resources, risk management issues and AML compliance (please contact Tracey for price details).

LawNet members benefit from a 10% discount off all their services.

Tracey Calvert /
tracey@oakalls.com



Mitigo Cybersecurity

Cybersecurity

Mitigo provide proper cybersecurity risk management. Mitigo give their clients real visibility of their cybersecurity risks, which enables them to close their security gaps.

They start by assessing your cyber risks. Mitigo then take care of the three areas needed to keep your business safe - Technology, People, Competence and Governance.

Members get 10% off their full cybersecurity service plus a host of other free advice and services.

Kerrie Machin /
kerrie.machin@mitigogroup.com



SRA diversity data collection

through Law League

Firms are required to collect, report & publish workforce diversity data about the diversity make-up of their workforce.

Law League provides a free survey tool for LawNet firms to help them comply by giving them an easy online questionnaire to send to their staff. They also produce a full report that mirrors the inputting requirements of the MySRA section.

Bryony Cole /
support@conscious.co.uk

Law League

VinciWorks

LawNet risk management essential training

Subsidised by QBE, this allows firms to access, and train your whole firm, the most popular online courses across the VinciWorks risk management and compliance training suite.

The Learning Management System used provides a full audit trail and reporting function.

Substantial & significant savings - up to approximately £4,000 across the whole suite.

Eli Kamins /
eli.kamins@vinciworks.com

vinciworks

We provide an exclusive range of free or heavily discounted brochures, newsletters, press releases and magazines produced with your own firm's branding, saving you the time and expense of creating your own material.

Annual Awards

Each year we hold an awards ceremony during the dinner following the annual conference. Winning an award brings many benefits including:

Reflect on your success - Often in the busy environment of everyday business, achievements can be easily forgotten. Consider what and/or who contributed to your success and where you can go from here.

Positive PR - Being selected as a winner is a great achievement and a real opportunity to generate positive publicity for your firm across all media.

Differentiate your business - What better way to make your business stand out than being an award winner?



Business First

Business First is a high quality 32 page magazine, ideal for sending to your commercial clients and prospects. Produced exclusively for LawNet firms and published twice a year, copies can be branded with your firm colours, logo, contact details, profile and firm advert for maximum impact.



An interactive online flip & PDF version is available FOC for all members, together with an option of up to 150 printed copies.

LawNet Content Service

All firms can subscribe to the LawNet Content Service and receive a number of topical articles free of charge each month covering a mixture of newsworthy legal topics.

Delivered in a word document - firms can send to their local press, add to their website or use the content in their own in-house produced newsletters.

Firms can use the content as delivered or, as it's in word document, can change / tweak the content to match their own in-house style.

Client Brochures

We produce standard client brochures to help you promote your services without the expense of writing and designing your own material.

All LawNet firms can have free PDF copies of the complete range which can be branded with your firm logo, colours and contact details. You can also order hard copies, we just pass on the print cost.

There are 11 brochures in total; six private client and five commercial.

Press Service

All firms can subscribe to the LawNet Press Service and receive two press releases free of charge every month covering relevant newsworthy legal topics.

With each story you will receive an overview and instructions - indicating potential usage; relevant type of media; time sensitivity; and suggested keywords to aid web searching.

The releases arrive as a word document enabling you to personalise them with your contact details and tweak the content and style to match your own in-house preference.

Conscious Solutions

Digital marketing & website design

Conscious are the UK's leading digital marketing agency for law firms and specialise in helping law firms become more successful online.

Services include:

- Website design & hosting
- Search Engine Optimisation (SEO)
- Paid advertising & social media campaigns
- Digital PR initiatives
- Legal-specific branding & copywriting

LawNet firms get a 5% discount off their fees.

conscious
brand, design & marketing for law firms

David Gilroy /
dgilroy@conscious.co.uk

Chartered Developments

Lead generation

To support your firm's on-going business development activities *we have secured a generous discount off Chartered Development's telemarketing services.*

They can help with almost any B2B client acquisition programme.

Services include:

- Database for prospecting
- Digital Lead generation
- Phone based lead generation
- Pipeline management
- Sales training.

Chartered
Developments

Peter Rosenwald /
peter@chartdev.co.uk

Consortium - more than marketing

Marketing services agency

Consortium are an agency dedicated to supporting professional service firms with marketing strategy, implementation and business development.

They provide complete marketing support. You can appoint the team to work on discrete projects, such as Legal 500/Chambers submissions and acquisition marketing, or as marketing support to take the pressure off your in-house team during 'peak' times or to fill any skill gaps.

We have secured a 10% discount off their normal hourly rate. The team there is happy to also offer a free telephone consultation for all member firms.

consortium
more than marketing

Lara Squires /
lara@consortiumbiz.co.uk

Size 10 1/2 Boots

Business development support

They are on hand to help with various Business development training initiatives with LawNet *members receive a discounted rate* for some packaged projects they provide, including an audit based on your current BD or marketing collateral and then subsequent recommendations.

They have delivered several bespoke workshops both in-person and online covering a wide variety of topics including:

- How smarter fee earners win more work
- How to network effectively
- How to present with real impact
- How do you build more successful formal tender responses
- How do you follow up properly
- How can you do BD from home
- And lots more...



size 10½ boots

Bernard Savage / bernard@tenandahalf.

Newsletter Service - Inside Track

Branded newsletters

InsideTrack is a newsletter service which enables firms to mail prospective and existing clients.

Firms have the option to use LawNet's Content Service (see pg 13) for articles - thus significantly lowering the cost if they produced similar publications themselves. The newsletter is produced to appear as your own with firm colours, logo, contact details etc.

Phil Harris / phil@dnadesign.co.uk

Leveraging the buying power of the network, LawNet members have access to exclusive discounted arrangements with key professional service providers. We focus on building long standing relationships with trusted partners.

Aldermont Group

Employee benefits brokerage

They are part of the largest employee benefits network in the UK, Premier Choice Group. This offers their clients the buying power of Premier Choice Group, combined with the boutique, and personal touch, client services they offer at Aldermont Group.

They can assist with -

- Private Medical Insurance
- Death in Service / Group Life Assurance
- Group Income Protection
- Group Critical Illness
- Key Person Insurance
- Share Holder Protection
- Corporate Travel Insurance
- Employee Assistance Programmes
- Occupational Health Services.

Gareth Thomas /

gareth.thomas@aldermont.co.uk



Aldermont

Atlas by Codex Edge

Legal Personnel Search Software

Market-leading software - Atlas - allows users to search the entire UK legal market. Containing all relevant publicly available data on lawyers and law firms across the UK and Ireland, users can access all this data instantly, using a wide range of search pathways.

The software is used by law firms for recruitment purposes and can often save them significant sums of money.

LawNet members benefit from a 20% discount off their standard subscription rates.

Chris Hume /

chume@codexedge.com



CODEX EDGE

Attfield James

Banking review service

We have teamed up with Attfield James, independent banking advisers, to provide members with a range of banking review services.

LawNet members will benefit from an exclusive reduction of 10% in their savings percentage charge from 50% to 40% and a free interest check for one quarter on both credit and debit interest.

Because Attfield James is not tied to any bank, they can carry out a full review of charges and fees and provide you with a number of options regarding the appropriate course of action.

Jim Willis /

jw@bankingadvice.co.uk



ATTFIELD JAMES
Independent Banking Advisers

Bold Legal Group

Conveyancing insight & updates

Launched by conveyancing expert, Rob Hailstone, Bold Legal Group keeps law firms fully informed and up to date with key conveyancing issues such as: Money laundering, PII, Mortgage Fraud & more.

LawNet firms benefit from a one months free trial and 15% off the yearly subscription fee.

Rob Hailstone /

rh@boldgroup.co.uk



**Bold Legal
Group**

Baskerville Drummond Consulting

IT consultants

"End to end" service from Strategic Reviews, System & Vendor Selection to Implementation and Strategy Execution. They do not have any form of referral agreement with any supplier, so you are guaranteed independent and impartial advice.

In addition to a discount off their daily rate, firms also have access to a free 2-hour telephone consultation - meaning you can discuss any IT challenge with them to see if they can help.

Baskerville Drummond also help us with our IT Survey - and produces a report and hosts a webinar to discuss the findings.



baskervilledrummond LLP

David Baskerville /
david@baskervilledrummond.com

Benchmarking Survey

With PKF Francis Clark



The annual LawNet benchmarking survey is free to LawNet members and provides:

- Report prepared summarising the key financial and management issues affecting your firm together with an individual firm report detailing your performance and recommendations
- Comparison between your firm and other LawNet member firms
- Option of a complementary, no obligation visit to discuss their findings and your firm's financial position.

Andrew also hosts a webinar on the findings, sharing his thoughts and expertise.

Andrew Allen / andrew.allen@pkf-francisclark.co.uk

Burcher Jennings

Legal pricing & cost consultants

For law firms pricing and costs bring a host of challenges including; reducing margins, write-offs, client demands for discounts, fee disputes and a lack of pricing skills.

Pricing Skills Workshop

Burcher Jennings can teach you how to price and improve cash flow through interactive pricing skills workshops; helping firms beyond the traditional hourly rate or fixed fees pricing options.

LawNet members benefit from an exclusive 7.5% rebate on the fee paid. Workshops can be over one, two or three days, are delivered in-house and can cater for 15-20 participants. And as a result firms have seen an increase in profitability of an average of 25%.

Martyn Jennings /
martyn@burcherjennings.com

Cost Drafting Services

Experienced draftsman and costs lawyers will collaborate with you to ensure that your file specific knowledge is complemented by technical costs knowledge yielding the maximum costs recovery possible.

LawNet members can benefit from 7.5% reduction on their standard charges for Cost Drafting Services.

Michelle Barron /
michelle.barron@burcherjennings.com

BURCHER / JENNINGS
LEGAL PRICING & COSTS CONSULTANTS

Cashroom

Outsourced Legal Cashiering

Cashroom provides reliable and specialist legal accounting to law firms. They do this by supplying firms with high-calibre, qualified and experienced legal cashiers at a fraction of the cost of employing their own staff, helping firms to unlock a vast range of additional benefits.

They can provide a full-service outsourced finance function or alternatively a supporting function to dovetail and support your current internal team.

LawNet members benefit from no onboarding fees and a 10% discount each year off the annual fee.

Alex Holt / alex.holt@thecashroom.co.uk



Chambers Relationships

Barrister assistance & advice

We have two associations with leading Barristers Chambers for members of certain specialist groups. *LawNet firms receive 20 minute free telephone advice and Chambers contributions to our learning events.*

Littleton Chambers
Employment & Commercial
Jason Drakeford
020 7797 8600
clerks@littletonchambers.co.uk

29 Bedford Row
Family & Children
James Shortall
020 7404 1044
clerks@29br.co.uk

Commercial Feedback Service

Key Clients

Following requests for access to a discounted commercial listening service alongside the more private client focussed feedback that we offer as part of the Excellence Mark CX programme, we offer this new service.

*Benefits of Commercial Feedback Service:
Gathering feedback, Understand your clients,
Increase cross-selling opportunities, Future work
and generate referrals.*

Rather uniquely we are giving you the choice from two existing preferred suppliers, Chartered Developments and Insight6, who have both sent in proposals.

They are both offering bespoke packages that you can tailor to match your own needs and expectations.

Chartered
Developments

Shaun Headlam /
shaun@chartdev.co.uk

insight6
CUSTOMER EXPERIENCE SPECIALISTS

Shaun Cremins /
shaun.cremins@insight6.com

Document Direct

Legal transcription service

Document Direct provide a secure, quality, onshore typing and transcription service. Ideal for firms wishing to cover peaks in dictation volumes or troughs in internal resources. Integration with most major dictation systems (including having their own dictation app) ensures a seamless and secure transfer of voice files.

Using their service helps give your staff more time to perform the value-added tasks that make your clients happier, and of course their service enables you to respond to your clients even quicker.

They have a pay-as-you-go model where you only pay for the work you send through to them. In this way, they are perfectly suited to react to the peaks and troughs of your firm's workflow.

Exclusive reduced tariffs and greater discounts are available to LawNet firms.

Martyn Best /
martyn.best@documentdirect.co.uk



ERA Group

Overhead review service

We have teamed up with ERA, who have a long and successful track record in helping legal firms to maximise profitability by controlling overhead costs in a variety of areas; for example DX, office supplies and document archiving.

They have created a service for you that is easy to access, is proven to generate additional profits, and takes up a minimum of your and your staff's time.

Jason Adderley /
adderley@eragroup.com



Estatesearch

Simplifying Estate Due Diligence

The Estatesearch Financial Profile Service is an award winning Asset & Liability search combining data and technology to create a comprehensive and efficient due diligence process which helps:

- *Protect Executors, Administrators, Deputies & Attorneys from the risk/cost of missed assets or liabilities*
- *Reduce administrative effort and reliance on paper files*
- *Repatriate assets, prevent debt accrual and help prevent the risk of fraud or financial abuse.*

Their online portal gives you simple and efficient access to asset searches, will searches, Gazette Notices, Local Ads and more all in one place.

Estatesearch offer all LawNet members a free trial search and an ongoing discount of 10% off all future orders. No registration or subscription fees, so you only pay for the searches when you need them.

Ben Furlong / ben.furlong@estatesearch.co.uk



Excellence Mark

Client service

The LawNet Mark of Excellence has been designed to help your firm stand apart from the competition through focussing on exemplary client service.



This customer-focused support package is designed to help measure and improve customer service in your firm and provide robust statistics to back up your service promises. At its heart is a commitment to delivering excellent service, based on a real understanding of what clients want. It incorporates an extension to the LawNet ISO 9001 Quality Standard and all firms can undertake training, specially designed to support staff in the delivery of client service.

Included within your membership cost, LawNet will support you with a suite of tools to help you succeed:

- *Training specially designed to personnel in the delivery of excellent client service (Insight6)*
- *Client experience reviews with regular calls, web enquiries and visits to test your services (Insight6)*
- *Online client satisfaction surveying, cutting costs and enabling benchmarking against your peers and others (Law League)*
- *Excellence mark and materials to promote your commitment of excellence to clients.*

Additionally, members can use the specially created link between ReviewSolicitors and the LawNet / Law League client surveys to harvest reviews without extra effort or client interaction.

(for more information about ReviewSolicitors please see page 22).

Client Experience Reviews

Insight6

Shaun Cremins - shaun.cremins@insight6.com

Client Satisfaction Surveys

Law League

Bryony Cole - support@conscious.co.uk

Finders International

Probate genealogy

Finders help with Estate Administration from start to finish; from their free quotations to tracing missing or unknown beneficiaries, right through to the safe distribution of an estate.

Finders International have offered LawNet members a 10% discount on everything that they do.

Key Services include:

- Locating missing heirs
- Family Tree Verification
- Statutory Will Research
- Missing Will, document and Asset searches
- Overseas Bankruptcy Searches.



Alan Taylor /
lawnet@findersinternational.co.uk

Futurum Group

Encore - retirement planning

Retirement can sometimes be an uncertain and daunting process for both an individual and their team.

Futurum Group's ENCORE programme of workshops and one-to-one coaching helps people to make their retirement an encore worth celebrating and a more positive experience for them and their firm. The programme looks at all the non-financial aspects of the retirement transition.

LawNet members benefit from a 20% discount off their 90-minute workshop and Encore one-to-one coaching programme.

Sarah Harrison /
sarah@futurumgroup.co.uk



Gemstone Legal

Business Finance & Advice

They are independent finance and risk management specialists - helping you to maximise returns on your client account monies and source effective funding solutions.

Key services they offer include:

- Develop operational risk controls for client money management
- Generate greater recurring revenue from client monies
- Source funding solutions to support your business.

Gemstone Legal will offer a complimentary review of the firm's client money arrangements including a review of your Client Interest Policy.

Should firms engage in their services they will offer a 10% discount on any fees charged.

Paul McCluskey /
paul.mccluskey@gemstonelegal.co.uk

GEMSTONE LEGAL

InfoTrack

Property searches, conveyancing and corporate solutions

InfoTrack is a legal technology provider that allows law firms with digital tools to streamline the entire conveyancing process. From client onboarding to post-completion, their platform integrates with most case management systems, enabling firms to manage searches, submit digital AP1s, and stay compliant with ease.

LawNet discount

- 20% off all our Corporate/company reports e.g. insolvency reports, winding up searches etc.
- 20% off standalone UK AML searches
- Exclusive Law Net search pack priced at £280 across England and Wales.

This pack consists of Regulated Local Authority, Official Drainage & Water and Groundsure Homebuyers.

Matt Haines
matt.haines@infotrack.co.uk



Katchr

Business Intelligence & Management Information

Katchr's sole focus is to help law firms optimise their business processes.

They will work closely with your firm to provide key business metrics from multiple data sources. Dashboards monitor all aspects of law firms' performance including fee earner KPIs, marketing, case progress, risk & compliance, client-matter and departmental profitability.

They also integrate with all leading PMS platforms.

LawNet members receive a 10% discount on all software licenses.

Martin Page /
martin.page@katchr.com



Law League

Staff satisfaction survey

As part of our on-going relationship with Law League, they have now made available, **free of charge**, use of their staff satisfaction survey.

The service details 22 of the most popular questions asked in staff surveys and will be branded to your firm's livery.

If your staff are engaged and motivated they will; be more productive in work; improve the firm's financial performance; work smarter; and have fewer absences.

Law League

Bryony Cole
support@conscious.co.uk

Legl

Onboarding Software

Their platform service empowers law firms to seamlessly onboard clients, manage AML risk and compliance, and collect payments.

Legl helps business operations, driving client insights, accelerating revenue, and mitigating regulatory risk:

- Increase revenue with improved compliance. *At Legl, your firm can onboard clients in less than 24 hours and can typically collect payments in 17 hours. Improving efficiency whilst optimising payments.*
- Risk and Compliance visibility firm wide. *From KYC, KYB, AML, to source of funds and compliant payments, Legl brings all your risk and compliance data into one place.*
- Simple contracts with usage-based pricing. *Firms pay only for what they use at Legl. This means full pricing transparency allows your firm to have flexibility and control.*

As a LawNet member, you will receive an exclusive 10% discount on Legl's services.

Arunn Ramadoss /
arunn.ramadoss@legl.com



Melville Mental Solutions

Mental Fitness

The value of using MMS services is that they are bespoke and relevant to the company culture at all levels. With a key goal to educate staff about mental health's role and encourage all those involved to use available techniques and services for themselves and their colleagues/external contacts.

They are offering LawNet members a 12% & 17% discount for the following services as well as a free 30-minute consultation chat.

- Mental Health First Aider - new qualification for new personnel
- Mental Health First Aider - refresher (renewal course)
- Mental Health First Aider - on-going support and training for a firm's MHF Aiders

As well as MHFA course MMS can also offer bespoke workshops and webinars on specific mental health topics.

Patrick Melville /
patrick@melville-solutions.com



Melville
Mental
Solutions

Money Penny

Telephone answering & live chat services

Briefed by you on your firm, your Money Penny PA will look after calls whenever you need. And their live chat services gives you a complete solution for the management of live chat on your website. When you're busy or unavailable, they can provide people (briefed by you) to look after the rest on your behalf.

LawNet firms benefit from a 2 week, no obligation, trial period and bigger call and chat volumes than their normal packaged rates.

Bernadette Bennett

Bernadette.Bennett@money Penny.co.uk



Personnel Checks

Online DBS checks

Reduce the cost of completing the DBS checks associated with CQS and other accreditations. Their online system delivers a fast, accurate service which can speed up the process of complying with the DBS check requirements.

- Exclusive discounts & same day processing
- Online application forms; speeding up the process
- Telephone pre-checking service – minimise errors on application forms causing delays.

Please quote code LAWNET01, to ensure you receive the discounted rates.

**PERSONNEL
CHECKS**

Hayley Kelly /

hayley@personnelchecks.co.uk

Perfect Portal

Business management system

Perfect Portal is designed for all your new business management needs. Manage your relationships effectively through a convenient, fully integrated and easy to use online platform. Whether you're looking to speed up your quoting process, manage your referral network or engage with your clients and keep them informed, Perfect Portal provides a simple solution for effective new business management.

If you are looking to adapt your processes in response to the CMA report calling for improved pricing transparency, Perfect Portal is a ready-made technology platform. Your firm will also benefit from an approach of constant innovation which has seen the platform recently incorporate other areas of law other than Conveyancing - such as support for Wills & Probate.

For the LawNet firms there is an exclusive 10% discount for the lifetime of your Perfect Portal subscription.

Yvonne Hiron / yvonne.hiron@perfectportal.co.uk



Planet Mark

Sustainability Certification

By 2050, every UK business has to be net zero by law. Understanding the impact your organisation has on the planet is the first step in identifying the actions you need to take to achieve this. Planet Mark's business certification provides the perfect platform to do just that.

They can help you identify your organisation's carbon footprint - which is the ideal start.

LawNet members benefit from a 10% discount on Planet Mark certification and 50% discount off public workshops.

James Shorey /

james.shorey@planetmark.com



PM Forum

Professional marketing membership

LawNet has teamed up with the PM Forum to offer members a **25% discount off membership**.

The Professional Marketing Forum is dedicated to raising the standards of professional services marketing and to enhancing the credibility of marketers working in professional service firms worldwide. The membership includes a raft of benefits including a monthly magazine, access to online information and articles, training events and much more.

Morag Campbell /

morag.campbell@pmint.co.uk



ReviewSolicitors

Legal review platform

Client reviews can help successful law firms attract more clients and positively influence their reputation. ReviewSolicitors is the largest legal review platform in the UK and we have secured an exclusive deal for firms. Additionally, members can use the specially created link between ReviewSolicitors and the LawNet / Law League client surveys to harvest reviews without extra effort or client interaction (see *Excellence Mark* section on pg 18).

All firms can access basic functionality for no charge which will allow you to amend your firm details, view and respond to any reviews left. However, for firms who wish to use reviews in a more pro-active way, a pro-membership package unlocks additional features to help you promote your positive feedback.

This includes use of ReviewSolicitors stand-alone review collection mechanisms; customised widget for your homepage to showcase your average rating and positive reviews; automatic social media feeds promoting positive reviews and enhanced listings on the ReviewSolicitors site.

LawNet members benefit from an exclusive discount off their standard fees.



Michael Hanney / michael.hanney@reviewsolicitors.com

Referral Panels

Referring work

The panels are an excellent way to access expertise in specialist areas of practice and, if you are a member of a scheme, to generate additional work.

When referring work to the panels LawNet members receive a free diagnostic telephone or email discussion, non-poaching agreement and a competitive and efficient service.

Our full range of referral panels include:

- Agriculture
- Charity
- CPO
- Construction
- Immigration
- Insolvency
- Leasehold Enfranchisement
- Planning
- Renewable Energy.

Right Digital Solutions

Digital document workflows

RDS specialises in delivering digital workplace technology to transform document workflows, which helps firms to be agile, efficient & profitable.

They can help firms significantly reduce their print outlay, leading to fewer printers being needed, tangible cost saving, opportunities being uncovered and ultimately a reduced environmental impact. If you are unhappy with your current agreement or it's nearing its anniversary, RDS can help you secure the right print fleet and document flows based on your current and future requirements.

LawNet members benefit from a 5% annual rebate against the cost of services and a free of charge discovery day to review a manual or paper-based process.



Harry Iliffe /
Harry.Iliffe@rightdigitalsolutions.com

Settify

Online client intake system

A multi-award winning online client intake system for Family Law and Wills and Estates that harnesses artificial intelligence to make your firm accessible to clients quickly and easily online. It uses a question-answer process to provide clients with customised, helpful information relevant to their matter, and then collects a full brief of their instructions for their lawyer. Your firm's version of Settify will be customised with your branding, logo, fonts and graphics

We have secured a free trial for all firms, a reduced set-up fee and ongoing exclusive discounts.

Bryony Mills / bryony.mills@settify.co.uk



techtimeout

Healthier relationships with technology

They provide interactive workshops, tools, and resources, to help the workplaces and individuals to improve productivity and focus, by taking a break from tech.

For firms looking to raise awareness and highlight the potential impact of technology - they have a one-off £5 (+p&p) per person challenge bag for their techtimeout10 challenge (encouraging employees to take some time off tech for 10 days in a row).

We have secured a 10% discount off all their normal pricing rates.

Stephanie Henson /
stephanie@techtimeout.co.uk



Utilitrack

Energy monitors

Utilitrack has successfully helped 1000's of clients across the UK to monitor and manage their energy renewals **and it's all FREE**. The contract remains between you and the energy supplier.

We believe this is a valuable opportunity to review one of your ever increasing overheads. Utilitrack are able to benchmark the price of your energy spend to ensure you are paying the most competitive rates in the market place at the point of your contract renewal. They only require a copy of your latest bill and your permission to speak to your current supplier.

They can also look at green specific energy who only use renewable energy sources.

Keval Gami /
keval.gami@utilitrack.co.uk



Virtual Pricing Director

Legal pricing made simple



Long term partners Burcher Jennings, have collaborated with Validatum and Neota, to bring you Virtual Pricing Director, the new legal pricing cloud-based software for mid-tier law firms, is a new artificial intelligence-driven legal pricing software solution.

It comes preloaded with nearly 100 of the most frequently needed practice area-specific work-stream templates, designed to make the pricing process quicker and easier for law firms.

Fee-earners will be able to produce high-quality proposals in a fraction of the time it would normally take, and with greater accuracy. This is through the use of artificial intelligence, best in class templates and structured logic.

As usual, LawNet members have access to a discount off their normal rate.

Martyn Jennings /
martyn@burcherjennings.com

Wildy & Sons

Books & subscriptions

Following the Wildy & Sons acquisition of Hammicks in 2019, we are pleased to announce that Wildy's are continuing to offer LawNet Members discounted rates as a preferred supplier.

LawNet member benefits include:

- 7.5% discount on most books and many eBooks.
- 5% discount on 'low margin' books
- Free next day delivery in UK (over £60) and free same day delivery in central London.

Robert Hooton /
rob.hooton@wildy.com



Xperate

Software development

Xperate are a UK based software development company with offices in the UK and India who offer everything from a full design and development service through to short term projects.

The project you might like to undertake can be anything from an ad hoc small piece of work, integrating two or more products together, through to a full-time development work project. No project is too big or small. They have UK based project managers and consultants with developers in India meaning they can offer a cost-effective solution to what is usually an expensive task afforded only to the larger UK law firms.

LawNet members benefit from a 5% discount on all their costs.

Mark Garnish /
mark@xperate.com



Xperate

The Professional Alternative

Simplified Digital Learning

The Professional Alternative (TPA) offers a dynamic, on-demand learning platform. It provides bite-sized professional development and compliance training, designed to enhance team performance and create personalised career pathways.

TPA creates a bespoke digital learning area for your firm allowing you to store internal training materials, policies, and processes in one centralised training area, creating a single source of learning for your whole firm.

Key Features

- Comprehensive access to 2,000+ training courses, aligned with internal competency frameworks
- Custom Digital Training Centre for storing internal materials, policies, and processes
- Full access to Learning Needs Analysis, Continuing Competence Reporting, and engagement programs
- Risk & Compliance eLearning, curated learning playlists, and monthly live webinars for staff development.

LawNet members benefit from a 20% on their subscription and with no implementation fees. In addition, members have access to a one-week full access trial to the platform.

Jack Constant /
jackconstant@theprofessionalalternative.com



Zenplans

Digital Estate Planning

Zenplans is a secure digital estate vault that helps clients organise and store their important information in one place. With permission-based sharing, clients can give access to loved ones, executors, and attorneys - ensuring key details are available when it matters most.

Firms use Zenplans to offer a premium, forward-thinking service, strengthen client relationships, and stay connected long after initial instructions.

LawNet members can pilot Zenplans with no ongoing commitment and receive a 10% discount if continuing, plus a complimentary client webinar.

zenplans

Stephen Morris /
stephen@zenplans.co.uk

Ziptech Services

AI Essentials Training Programme

Ziptech Services provides specialist AI and IT solutions, now offering LawNet members a tailored AI training course for early-career lawyers and staff.

Through a suite of live online sessions, over a five week period, participants gain hands-on skills to boost efficiency, automate tasks, and create their own legal AI assistant.

In addition, LawNet firms benefit from a heavily discounted rate of 20% off all Ziptech services until May 2026.

 **ziptech** services

Louis Rivol /
lrivol@ziptechservices.co.uk