

**“Cloud Computing is a way to allow us to focus on what we do best instead of having to invest in or maintain a whole server system ourselves.”**

*– John Lumpkins, Partner*

## CHALLENGE

John Lumpkins has been managing law firm technology for over 20 years so when he and Sarah partnered to start Lumpkins Spiers, they wanted to do things more efficiently and thought that cloud computing might offer a solution.

They soon discovered AdvologixPM, a practice management service, which is built on Salesforce’s Force.com platform, and a very tightly integrated solution with NetDocuments, a SaaS document management and client-collaboration service. With the AdvologixPM and NetDocuments solution, joint customers are able to access powerful web-based matter and case management functionality combined with robust document management features essential for law firms that need rapid access to accurate information. It becomes an added benefit when secure collaboration services for their clients and business continuity services are built-in. The combination of AdvologixPM and NetDocuments provides customers with efficiencies and capabilities that they would not have with traditional in-house solutions.

## SOLUTION

John and Sarah quickly got trained and now manage their practice from the cloud. “I’ve managed mid-sized firms before where I’ve maintained Microsoft Exchange and SQL database servers and I realized that it takes a lot of time and cost and thought that there has got to be a better way so we decided to take the leap,”

John said. “A lot of lawyers think they need to keep their documents in-house for security and confidentiality reasons, but I believe companies like NetDocuments and Advologix have the security concerns figured out. I am a believer in cloud computing.” Sarah added, “I like the pay as you go aspect of cloud computing. There is no big upfront capital cost but rather a monthly fee. This lets us spread the costs out over a few years.”

Going paperless was another goal of John and Sarah’s when they started the firm. I really like the direct scanning ability. That saves a lot of time as we are striving to be paperless and store everything in the cloud,” said Sarah. “We don’t have the staffing to handle a paper-intensive practice. When you are not paperless you’ve got to have 40% of someone’s time just managing and organizing paper.”



Lumpkins Spiers PLC is a new two attorney law firm located in Virginia that focuses on business formations, real estate, trust and estate administration, and other business related law.

The firm’s partners, John Lumpkins and Sarah Spiers, understand the importance of technology in the law office and chose to run their firm from the cloud by using AdvologixPM for practice management integrated with NetDocuments for document and email management.

“That’s really another positive of document management in the cloud. It certainly puts us on the track to becoming paperless,” concluded John.

“The ability to work with the Lumpkins Spiers team has been a rewarding one for us at Advologix,” said Paul Deschenes, COO of Advologix.com LLC. “We pride ourselves at customer driven enhancements to our AdvologixPM service offering and Sarah and John have given us visionary input into the way law firms will take advantage of cloud computing. We are delighted to have them as a customer.”

## RESULTS

Using Advologix and NetDocuments has strengthened John and Sarah’s belief in cloud computing. “Being able to access information from different locations is a strength. Also, the reduced requirement to maintain systems and the cost of ownership is favorable to cloud computing,” said John. “I would contend that the cloud is potentially just as secure as, or better than, the best security a firm could have on their own servers. It’s probably better, especially at small firms, which usually don’t have a secure server room.”

They are also very pleased with how seamless the interaction between AdvologixPM and NetDocuments is. “Advologix has the ability in a matter to have a NetDocuments window and I like to use that, but sometimes I prefer to have another tab on my browser directly opened to NetDocuments,” said John. “I agree. I like to see my documents in the window in Advologix, but when I want to work a lot with my documents, I like to open a new browser tab for NetDocuments,” added Sarah.

By using two integrated cloud solutions for their business critical applications, John and Sarah have very minimal technology burdens. Other than AdvologixPM with NetDocuments, they use Google Mail with Outlook, a Fujitsu ScanSnap scanner and MS Office Suite.



## About NetDocuments

NetDocuments allows you the freedom to access and work on your documents anywhere. Get to the Internet and login to all your documents. Create, edit, share and collaborate with others. Organize into folders based on clients or projects. Search the content of your Word, Excel, PowerPoint, PDF’s, and emails.

Have the peace of mind knowing your work is backed up and secured in world-class data centers. Small to large businesses, law firms, financial service firms, health care and real estate organizations can save tens of thousands of dollars by eliminating the hardware, system and client software, and ongoing administration of on-premise systems.

Go to [www.netdocuments.com](http://www.netdocuments.com) for more information.



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