Williams Roberts Lawyers Enhances Visibility and Control of Costs with Kofax.

Disbursement costs are a significant component of legal billings, and tracking them accurately is crucial for firms like Williams Roberts Lawyers to maintain healthy margins. To deliver fine-grained visibility into the true cost of serving its clients, the firm uses Fuji Xerox multifunction printers with a cost recovery solution based on Kofax Equitrac.

Delivers GRANULAR INSIGHTS INTO COSTS

Boosts ACCURACY OF BILLING CALCULATIONS

Offers FULL TRANSPARENCY TO CLIENTS
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SOLUTION

To gain deliver the new capabilities, William Roberts Lawyers selected an MFP platform from Fuji Xerox and a cost recovery solution based on Kofax Equitrac. Kofax Equitrac allows firms, regardless of size, to effectively track all essential client service activities including printing, scanning, faxing and copying. The solution also tracks landline phone, postage, courier and research charges. Easy to deploy, Kofax Equitrac works within a firm’s existing print and IT infrastructure, and seamlessly with popular practice management systems. Powerful and smart, Kofax Equitrac also provides detailed, meaningful reports so that firms can make informed decisions about costs, resources and productivity.

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“After five weeks of testing both the Fuji Xerox equipment and the Kofax Equitrac cost recovery solution, we knew we’d found the solution we needed,” recalls Tony Cavar. “We were confident that the investment we were about to make was more than viable.”

Working together with teams from Fuji Xerox and Kofax, William Roberts Lawyers deployed the new MFP and cost recovery solutions.

“Kofax Equitrac is very user-friendly and intuitive, so we required very little training to get started,” adds Tony Cavar.

RESULTS

Today, William Roberts Lawyers can easily and accurately capture, record and recoup expenses on client matters.

“Thanks to the accuracy that Kofax Equitrac provides us, we can now offer clients realistic fixed fees and bill with peace of mind,” says Tony Cavar. “The Kofax solution is rock solid and 100 percent reliable. Crucially, we can now ensure that costs don’t exceed our revenue.”

With detailed reports from Kofax Equitrac, William Roberts Lawyers has the visibility it needs to identify where improvements can be made to reduce its environmental footprint and minimize costs for the firm and its clients.

The security capabilities of Kofax Equitrac have been a welcome benefit for William Roberts Lawyers. Tony Cavar comments: “Although information security was not one of our main selection criteria for the new solution, it is certainly advantageous. Because our employees must punch in an access code to activate an MFP, our documents are well-protected and the potential for paper and toner wastage is minimized.”

Since its initial deployment, William Roberts Lawyers has extended its Kofax solution by integrating the platform with Kofax eCopy—a secure document capture solution.

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“We have used Kofax eCopy Scan to automate our billing process, which has saved us time and money,” Tony Cavar explains. “We are now looking into integrating Kofax Equitrac with our Lexis Affinity practice management solution to further streamline our tracking of client services.”

Tony Cavar concludes: “I can’t praise the Kofax solution enough. Kofax Equitrac has delivered far more than we expected, and the proactive nature and professional support we’ve received from Kofax is commendable.”