

Epoq Showcases DirectLaw at the Legal IT Show 2010: Bringing an Affordable Online Capability to Law Firms of all Sizes

1st February 2010, London - Today's legal firms require the latest and most innovative technology solutions if they are to compete and operate profitably. DirectLaw from Epoq, which is being showcased at the Legal IT Show this year, is leading the way in enabling law firms of all sizes to offer legal services online and improve the efficiency of their document drafting process.

The DirectLaw virtual law firm platform lets law firms engage with new and existing clients online. It leverages the same technology that major brands such as Halifax and RBS are using to offer online legal services, levelling the playing field for solicitors to compete with new entrants to the market.

Peter Gibson, managing director and principal partner at Coles Solicitors comments; "We chose to implement DirectLaw because we recognised that an online capability would make our practice more accessible and affordable for many of our clients, enabling us to be more competitive and attractive to new clients. In addition, the freedom afforded by the virtual law platform means our partners can work at a time and place that suits them, resulting in more efficient and effective time management".

Using Rapidocs®, Epoq's web-enabled document automation system, clients complete an interview online and their answers automatically create a detailed first draft document for the firm to review, advise on and, if required, amend before returning it to the client - or seeing the client face-to-face. This focuses the solicitor's time on providing value-added legal advice, rather than churning out boiler-plate documents. It also allows them charge cheaper rates than before, but because they have to dedicate less time to the matter, their hourly rate effectively goes up.

The technology can also be used offline when meeting with clients in the usual way.

Richard Denton, a partner at London law firm Stock Fraser Denton, says: "We have been making use of Rapidocs LawDraft for speeding up the production of documents. I liked the way Rapidocs amended itself on screen as I went through the interview with the client and

it significantly cut down the time I spent drafting. We now have plans to deliver legal services online to our clients with DirectLaw.”

DirectLaw is a Software as a Service (SaaS) turnkey solution. Firms can select from the comprehensive range of Rapidocs® enabled content libraries to offer clients online services, including wills, family, employment, landlord & tenant and commercial. DirectLaw also provides a secure workflow environment to communicate with and manage the online experience for the client, as well as integrated e-commerce features for online credit card purchases.

Additionally, firms can decide the best-fit business model for their practice, whether it is having an online store where services can be purchased by clients or using their site to provide an enhanced service to serve clients where fees are agreed in advance and billing is undertaken traditionally.

Richard Cohen, solicitor and Joint CEO of Epoq, says: “The prospects for the high street have been seen as bleak in recent years, with some saying that the ‘end is nigh’ for small to medium sized firms. Yet with access to the right technology, there is no reason why these practices cannot compete with new entrants to the market and trade on their experience and expertise. DirectLaw supplies the cutting-edge workflow, content and document automation systems which will introduce economies of scale to many areas of law and help firms claw back the initiative.”

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For further information, quotes or interviews, please contact Emma Hopson or Grahame Cohen on **020 8731 2424** or email: press@epoq.co.uk or visit **Stand 29** at the Legal IT Show, www.legalitshow.com on 10th & 11th February 2010.

About DirectLaw

DirectLaw - www.directlaw.co.uk - an Epoq product, enables small and medium sized law firms to service clients and compete technologically by using Web-enabled automated document assembly. The service allows solicitors to work virtually and seamlessly without the need for IT resources, thus levelling the playing field for law firms wishing to be able to compete with new entrants to the market. Firm’s using the system will be able to quickly create an online store and give themselves a new and convenient distribution channel for their clients.