



Take the straightest line,
get the fastest answers

Gawan Lo is the sole associate at Hong Kong based firm Wan Yeung Hau & Co. Here, he explains how **Lexis® Practical Guidance** has enabled him to add value to the firm, cut his research time down by half and, happily, how he no longer has to travel to the High Court library to conduct research.

“ *The work-flow solution has cut my research time down by as much as 50%, and this enables me to dedicate that time saved elsewhere.* ”

Gawan Lo, Associate, Wan Yeung Hau & Co

Overview

Gawan Lo, Associate

Wan Yeung Hau & Co, Hong Kong

Wan Yeung Hau & Co is a Hong Kong based boutique law firm specialising in corporate and transactional work. Gawan Lo, the sole associate, recognised early on the towering impact that technology can have for a small firm, inasmuch as creating a competitive edge in the rapidly changing legal marketplace.

Gawan is a one and a half-year qualified solicitor, but given that he witnessed (firsthand) a watershed moment in the legal landscape, he took it upon himself to usher in constructive change; by incorporating **Lexis® Practical Guidance** into the firm's infrastructure.

Embedding Lexis® Practical Guidance across the firm

Noting a vacuum in the firm's research tools, Gawan suggested to the partners that they invest in the **Lexis® Practical Guidance** platform to save time, boost efficiency and of course, to make his job easier! Prior to Gawan's insistence on investing in **Lexis® Practical Guidance**, research was done on a more traditional, time-consuming basis, with trips to the High Court Library being par for the course whenever further information was needed. As a result of the new digital tool, convenience, cost-efficiency and accurate information have become part of the company's everyday tapestry.

“ *I use Practical Guidance for shareholders agreements and benefit hugely from the tool's easy to use interface. In fact, I have been single-handedly responsible for all our fee-earners leveraging the tool on a frequent basis* ”

At Wan Yeung Hau & Co, **Lexis® Practical Guidance** has been accountable for streamlining in-house research systems and “keeping the firm up to date on developments and trends,” according to Gawan. Because of its user-friendly interface, Gawan was able to “educate” the partners on its capabilities. Gawan frequently uses **Lexis® Practical Guidance**, which conveniently bundles the information together so that knowledge is quickly cemented from a one-stop easily accessible hub.



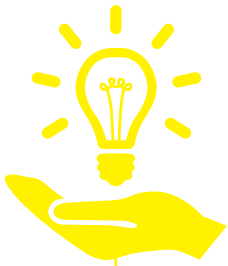
Building a framework and mitigating risk through uncharted territories

Being the sole associate at the firm, Gawan is “expected to handle whatever comes his way.” Migrating away from his mainstays of civil and criminal litigation can sometimes take him out of his comfort zone. **Lexis® Practical Guidance** gives him a reliable go-to resource where trustworthy commentary from experts in the industry converge. Importantly, in an industry where accuracy is the gold standard, **Lexis® Practical Guidance** mitigates risk through the use of quick and easy to use reference tools.

“*I’ve recommended **Lexis® Practical Guidance** to my peers at other firms as a way in which to incorporate certainty and clarity into their advice – as well as quality.*”

By tapping into the work-flow solution, he can conduct both cursory and deep-dive research on the nuances of IP and probate law and importantly leverage local content – an exclusive feature of the **Lexis® Practical Guidance** platform. In addition, the checklists that Gawan can access from **Lexis® Practical Guidance** give him the tent-poles he needs to frame his advice. “*The information is authoritative, accurate and up to date,*” he says.

Before subscribing to **Lexis® Practical Guidance**, Gawan found it “very difficult to find templates, as he hadn’t had much drafting expertise and needed guidelines.” For him, the particular features of **Lexis® Practical Guidance** he found “most useful included the practice notes and templates for their convenience and usefulness.” As a result, “the firm’s template and precedent system” has been considerably augmented.



Wan & Co’s winning edge

According to Gawan, one of the ways Wan Yeung Hau & Co competes is by keeping its overheads low. Gawan acknowledges that one of the biggest challenges for him is to prove that he can add value to the firm. By capitalising on online offerings such as **Lexis® Practical Guidance**, he is inspiring the firm to stay innovative and to build repeat business and clients’ trust.

With clients’ expectations at an all-time high, lawyers are under considerable pressure to be on top of the changes to the law and provide quality solutions in a 12-24 hour time frame. For both Gawan, and the firm as a whole, **Lexis® Practical Guidance** has been a ‘game changer’ and worth the initial outlay when compared to the everyday return on investment.

Want to forge a new pathway for your legal work?

- **Lexis® Practical Guidance** provides the foundations that are needed to frame a practitioner’s advice – whether it’s in an area of expertise or an unfamiliar sector
- The added advantage that **Lexis® Practical Guidance** brings to the table is the ability to deliver large firm’s resources and capabilities to a smaller, niche practice



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