



**The power of simplicity:
How a marine
technology business
saved over 100 hours
and improved speed by
20x**

This success story focuses on a global leader in the marine industry that provides high-quality boats and marine engines to customers in various countries. As a company dedicated to excellence and efficiency, this marine tech business sought a legal operations solution to simplify their legal processes, generate meaningful reports, and offer a user-friendly experience.

The Challenge

This global leader in the marine industry faced challenges with their enterprise legal management (ELM) system, TeamConnect. This system was complex and difficult to learn. Not only did this cause low adoption by the legal team, but managing and maintaining this complex system consumed precious time and resources that could have been spent on higher priority tasks.

As a large global business with complex operations, they faced a significant challenge with their ELM system that needed to be solved. The implementation process was troublesome, leading to an inability to connect data and provide meaningful reporting. As a result, the department struggled to gain visibility into their spend and matters, leading to increased costs and workloads. Unfortunately, using TeamConnect did not save them time and money, but instead required additional time and resources to support and use the system due to its complexity. This marine tech company knew they needed to make a change.

Our previous system was clunky and not intuitive, requiring numerous clicks to create or make changes to a matter. It really was a pain to use.

- Business Systems Analyst

How SimpleLegal helped

The marine tech leader, having experienced poor adoption with their previous ELM solution, made ease-of-use their top priority when evaluating new options. SimpleLegal stood out immediately with its user-friendly interface and robust reporting capabilities, impressing the team. They also sought to avoid the complications of their previous implementation, desiring a supportive and knowledgeable team for the entire process. SimpleLegal delivered just that, offering straightforward implementation with a cohesive team, clear processes, and a transparent timeline, avoiding unnecessary complexity.

SimpleLegal has figured out the magic when it comes to implementing ELM. Our implementation was so anticlimactic... I was waiting for something to break because that's how it's always been, but everything went smoothly without any issues. They get it.

- Commercial Paralegal

SimpleLegal also filled the reporting gap that the marine company had with their former ELM solution. Robust reporting capabilities, specifically the flexibility to create and use custom fields to track important data points, gave the team critical transparency into their spend and operations. Best of all, leadership was impressed by the amount of data the legal department had access to in order to make decisions.

The Results

Implementing SimpleLegal streamlined the renowned marine product manufacturer's manual invoice process, reporting capabilities, and introduced structure to overall departmental operations, resulting in:

100+ hours saved in system administration

95% reduction in weekly hours spent managing manual invoices

20x improved speed of uploading manual invoices

Reports created in minutes, where it would previously take over an hour to build

Operational efficiency is further supported by cost savings. The marine tech business relies on SimpleLegal to easily track discounts and deductions to hold law firms and vendors accountable.

As their Business System Analyst puts it,

The relationship between the finance and legal teams has improved, as they know that payments are being sent on time and nothing is being missed.



About SimpleLegal

SimpleLegal provides a modern legal operations management platform that streamlines the way corporate legal departments manage their matters, track and interpret spend, and collaborate with vendors and law firms. SimpleLegal combines e-Billing and spend management, matter management, vendor management, and reporting and analytics into one comprehensive application to optimize legal operations and the management of the entire legal department.

For more information visit: www.simplelegal.com