



Case Study: Thomas Flavell & Sons



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Leases may be part of the day-to-day work for regional law firm Thomas Flavell & Sons but getting to a signed agreement still requires significant effort. Clarilis' Real Estate Plus solution allows their property team to produce agreements faster and deliver a better client experience.



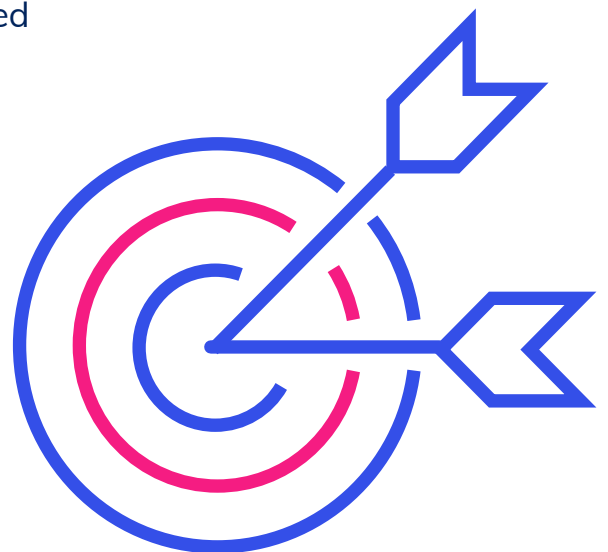
Introducing Thomas Flavell

Founded over 200 years ago, Midlands-based Thomas Flavell & Sons is a regional law firm with five offices across Warwickshire and Leicestershire. The firm provides legal services for both businesses and individuals and prides itself on seeking creative solutions for its clients in the ever-changing legal market.

The goal:

Using innovation to speed up lease transactions

Tenants, landlords and lawyers – all parties involved in leases want to get signatures on documents as swiftly as possible. However, leases take time and effort to draft and are then typically subject to extensive negotiation between landlord and tenant. Thomas Flavell & Sons decided to explore how technology could help streamline the process and reduce transaction time.



“We were spending an awful lot of time drafting and negotiating the lease documents with the other side. And the more time you spend on that, the more it cuts into the firm’s margin. Our clients wanted a slicker journey that allows them to achieve their goal at a realistic price. Everyone wants things done quicker and we decided to look at how innovation could help us along this journey.”

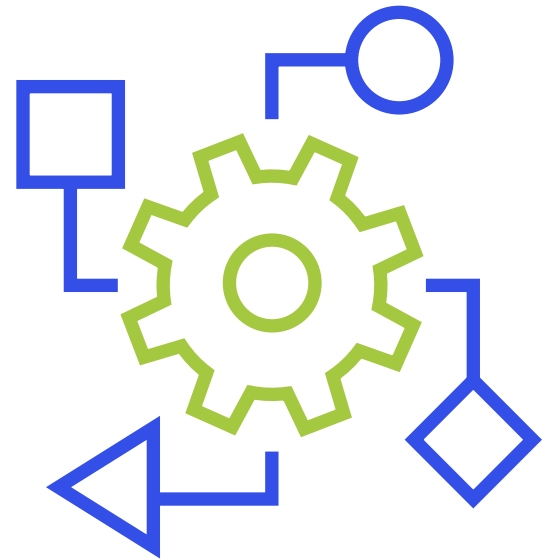
Jamie Connolly
Managing Director
Thomas Flavell & Sons Solicitors



The problem:

Finding a fit-for-purpose solution

Like most property lawyers, when it comes to leases, Thomas Flavell & Sons looks to deliver the speed and efficiency their clients demand, rather than being unnecessarily contentious. The landlord and tenant relationship has evolved over the years, and it's now widely acknowledged that clauses that are heavily biased toward either party are a hindrance to the smooth and speedy process of transacting in today's commercial property market. Thomas Flavell & Sons recognised that delivering a streamlined lease process required the use of automation to drastically cut the drafting time, based on precedents that remove unnecessary negotiation.



“We tried another product prior to using Clarilis. We felt let down by this solution, as it still involved us having to spend a large amount of time manually drafting. We also found that a lot of the time, the agreements were landlord weighted, and therefore there was an awful lot of amendment required. This actually led to transactions taking longer.”

Jamie Connolly | Managing Director | *Thomas Flavell & Sons Solicitors*

The solution:

Fully automated and maintained real estate documents

The Clarilis Real Estate Plus solution gives commercial property lawyers pre-automated, fully-maintained, high-quality market standard real estate documentation.

Clarilis Real Estate Plus contains precedents from both the Model Commercial Lease drafting committee (with representation from a wide range of top tier commercial real estate practices) and Gowling WLG (who is also a member of the MCL committee).

Like many law firms, Thomas Flavell & Sons find these standardised leases provided a balanced contractual starting position, thereby reducing the negotiation required.



“We were aware of the MCL and have been for many years, but we’d noticed a lot of firms were adopting these standardised leases rather than other precedents that are available. The MCL lease is a much more reasonable, fairer starting lease and that’s exactly what’s needed to bring down negotiation time and therefore reduce transaction times.”

“We have numerous fee earners using Clarilis – all give it excellent feedback. Producing the lease and ancillaries in one platform saves us so much time as a practice. The fact that Clarilis also does the housekeeping and keeps the automation up to date means that we don’t have to, which means you’ve got more time to help our clients.”

Jamie Connolly
Managing Director
Thomas Flavell & Sons Solicitors

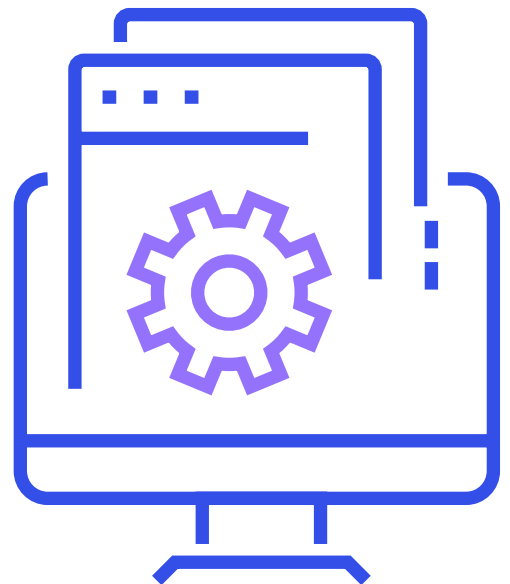
The outcome:

More time, more value-add

Thomas Flavell & Sons' primary goal was to increase the speed they could execute leases for their clients. By both speeding up the drafting process, and reducing the need for unnecessary negotiation, the Clarilis MCL suite unlocks significant time-savings. This enhances client experience and protects profit margins when working on a fixed fee basis. But the benefits have been far wider than just speed and cost. By both speeding up the drafting process, and reducing the need for unnecessary negotiation, the Clarilis Real Estate Plus solution unlocks significant time-savings.

“We found the Clarilis automation has dramatically reduced the time it takes us to prepare the draft lease and send out the ancillaries to other solicitors. And this has also reduced the actual transaction time, which means that we can take on more matters.”

Jamie Connolly
Managing Director
Thomas Flavell & Sons Solicitors





Talk to us now

To see how Clarilis can generate results that will ignite enthusiasm for technology in your business.

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