

ESTERASE



www.esterase.co.uk

Delivering commercial advantage in the legal sector

Esterase provides strategic and practical support to small and medium sized organisations working in the legal sector and looking to improve their competitive position.

From Accounts to HR, from business development to office procedures and more, we supply dedicated expertise across the organisation to meet the challenges you face. We deliver clear benefits whether on one off projects or when providing long term complete management solutions, allowing you to focus on supporting your clients.

The Challenges

If increasing PI costs, potential changes to legal aid provision and contingency fee arrangements were not enough, the implementation of the Legal Services Act 2007 and the resultant changes in codes of conduct that regulating bodies are now introducing will add yet further challenges to those working in the legal sector.

There is already increased competition in a tightening market. The businesses that flourish will be those who provide an outstanding service. However they will also need to be the ones with the most commercially sound organisation and administration.

Effective marketing and business development will be critical for success, but so too will the need to keep tight control of overheads and fixed costs. All this must be managed while ensuring that procedures and policies match regulatory codes and full compliance is achieved.

The Services

Esterase can deliver a complete business management and practice management service or we can support you on individual projects. In particular we can assist with:

- Financial control, management of accounting processes and client accounts
- Credit control and cash flow management
- Creative marketing strategies and their implementation to build the client base and develop market share.
- Development of future strategy and business plans
- Preparation of compliance plans for solicitors practices
- Developing and implementing robust but practical practice procedures
- No-nonsense risk management
- Administration and technical support for Compliance Officers, allowing them to deliver their responsibilities to their full potential.
- Provision of non-exec/independent support and mentoring to Partners and Management Committees to support them in

Esterase Ltd

3 Newport Road, Hardmead, Bucks. MK16 9JR

Direct Tel.: 07813 605242



A Complete Solution

Esterase specialises in providing a complete business / practice management solution. After an initial **free of charge** one day review of your current operation we will provide you with a proposal typically based around our three phase approach:

1. Provision of a dedicated executive to carry out the immediate practice/business management role, deliver short term organisational improvements as required and prepare a comprehensive future strategy document.
2. Review of on-going management requirements. This typically leads to the provision of strategic advice at board / non-exec level plus support by a dedicated manager to deliver daily routines.
3. Provision of expert teams on costed and agreed projects to enhance the medium and long term development of your organisation.

The Benefits

We believe that there are a number of significant benefits that will be gained by working with Esterase:

- Access to a highly experienced executive team at a cost and timetable suited to your business;
- Provision of executives committed to your organisation and capable of delivering strategic change and commercial advantage;
- Significantly reduced fixed overheads when compared to permanently employing an experienced Practice or Business Manager.
- Reduced risk of failed appointments and lost transition costs.
- Provision of services by a professional organisation with PI cover.
- A highly experienced but flexible resource to support your incumbent clerking and administration teams and help to further strengthen your commercial & financial position.
- The ability to increase or decrease the level of support required to match your organisation's true requirements and cash flow limitations.

Compared to the traditional route of adding a permanent employee at a substantial fixed cost to the organisation's overheads, our suggested route is an innovative method for recruiting committed high level expertise whilst reducing the financial risk.



Who we work for

Client confidentiality is crucial so we do not publish references. However we will on occasion ask an existing client whether they would be willing to be contacted in order to give a personal reference on our performance. However some examples of specific projects delivered by our Consultants are as follows:

- Full practice management support of a niche 3 partner solicitors practice. Including strategic support at Partners meetings, accounting and finance control, marketing and web development. We also help to supervise the practice procedures, IT systems, offices and HR issues of the practice.
- Preparation of an in depth strategic report for a Chambers in the North West identifying options on office locations and future strategic directions.
- Development of a knowledge based marketing strategy for a legal consultancy in the Construction sector. This led to significant growth in revenue streams by maximising synergies and the building of a database currently with over 42,000 industry contacts.
- Board level support and management of the financial due diligence process for two professional services companies leading to successful delivery of the acquisition process.

What next?

Our team are dispersed across the UK and commonly with their clients. However, we strongly believe in direct contact with our senior consultants. These are the best people to understand your organisation and what support you may require.

So for an initial discussion on a particular project or for an introduction to the complete service that we can offer please contact the following consultant:

Alex von der Heyde

Direct Tel.: +44 (0) 8455 199 149

Email: enquiries@esterase.co.uk

Or for more general information visit us at www.esterase.co.uk