



De Grandpré Chait Leverages iManage for Secure Sharing of Documents Between Attorneys and Clients

Productivity Improves with Seamless Integration Between iManage Share and iManage Work



Industry:

- Legal

Challenges:

- Attorneys need to share electronic copies of contracts and other legal documents with their clients
- Opted against DropBox because of concerns about security and maintaining confidentiality

Solutions:

- A solution that would easily integrate with its existing work product management system, iManage Work
- iManage Share streamlines secure sharing with familiar iManage work interface

Benefits:

- Seamless integration with iManage Work
- Easy to use; enables attorneys to independently create collaboration spaces

De Grandpré Chait is a leading real estate law firm with extensive expertise in other areas of practice, such as construction law, taxation, litigation, labour and employment law, and business law. Serving companies of all sizes, this mid-sized firm, with 180 employees including more than 70 attorneys based in Montréal, Canada, is also affiliated with two international legal networks, Interlaw and Lexwork International, that provide access to lawyers based in more than 175 major cities in Canada, the United States, Latin America, Europe, Asia, South Africa and Australia.

Challenge

Easily and Securely Sending Documents to Clients

With specialties in real estate, construction, taxation, litigation and business law, attorneys at De Grandpré Chait often need to share electronic copies of contracts and other legal documents being drafted with their clients. The firm considered DropBox, a popular cloud-based file storage and sharing solution, but opted against it because of concerns about security and maintaining confidentiality of client files.

“iManage Share gives us a clear competitive advantage over our competitors. By enabling our attorneys to be more productive and efficient, we are improving client satisfaction, while meeting their demands for security and confidentiality. Because iManage Share is intuitive to use, and integrates seamlessly with iManage Work, we’ve been able to reduce management overhead and our total cost of ownership for our work product management system.”

— Ben Di Marco, De Grandpré Chait’s CIO

Products:

- iManage Share
- iManage Work

About iManage

iManage is the leading provider of work product management solutions for legal, accounting and financial services firms and the corporate departments they serve worldwide. Every day iManage helps professionals streamline the creation, sharing, governance and security of their work product. Nearly 3,000 organizations around the world — including more than 1,800 law firms — rely on iManage to help them deliver great client work. Headquartered in Chicago, iManage is a management-owned company.

Learn more at
iManage.com/products



Solution

iManage Share Streamlines Secure Sharing with Familiar Interface

In early 2015, De Grandpré Chait was working on a large litigation case and needed an effective and secure way to collaborate with its co-counsel and clients. They wanted a solution that would easily integrate with its existing work product management tool, eliminating the need for employees to learn a new document sharing system. The firm purchased iManage Share in May 2015 and within just two days had it up and running. The ease of deployment was one of the primary reasons De Grandpré Chait selected the iManage solution.

"iManage Share provides us with an advantage because it is closely linked to iManage Work," said Kris Koudounis, a paralegal at De Grandpré Chait.

The trend toward more outsourced legal services and growing client expectations is forcing firms like De Grandpré Chait to seek ways to easily make content available outside traditional document management systems, while maintaining governance and a matter-centric view of the content. *"To some degree, our attorneys had been resistant to share their work product,"* said Ben Di Marco, De Grandpré Chait's CIO. *"Our clients are really driving the adoption, and our younger attorneys are more accepting of these types of collaboration solutions."*

With the initial litigation settled, De Grandpré Chait has expanded iManage Share for use in other matters. For example, the firm has more than 600 collaboration folders for a single client, that were created in bulk for the attorneys. Nearly 20 attorneys were initially given access to iManage Share. Most of them are using these existing collaboration folders. But they also can create new folders on the fly when they need to provide documents to clients, and share specific documents via a secure link.

Benefit

The attorneys using iManage Share appreciate its ease of use and ability to provide a high level of security when sharing information, particularly for litigation clients and corporate clients, who often require access to multiple versions of contracts.

For example, Ms. Koudounis noted the initial litigation use case for iManage Share required sharing documents with another law firm without giving access to each other's networks. De Grandpré Chait created a shared folder in an iManage Share cloud-based workspace with subfolders that exactly matched the workspace hierarchy for each firm. The folder contained thousands of documents, which either firm could securely access. *"It was like a shared matter workspace – very simple to create and use,"* she added, noting that one attorney likened it to sharing a file cabinet.

Attorneys are saving significant time, too, compared to the way they previously shared documents. In the past, attorneys or paralegals had to export each document to the desktop one at a time, copy them to a USB key and then send it to client. iManage Share enables users to simply drag and drop files to shared cloud workspaces or it automatically suggests when to send large attachments as a secure sharing link to reduce load on email infrastructure.

The availability of an iManage data center in the United Kingdom also is a benefit to De Grandpré Chait because it enables them to alleviate any concerns about data sovereignty when collaborating with other international law firms.