

# Delphi Securely Manages and Shares Client Files, Documents and Emails with Ease

Leading International Law Firm Files Legal Documents with the Courts with Downloadable Links, Saving Time and Money



## Industry:

- Legal

## Challenges:

- Opted against DropBox and Box because of concerns about security and maintaining confidentiality
- Needed to securely manage and share massive amount of files, documents and emails
- Solution needed to be easy to use

## Solutions:

- iManage Share addresses pressing security and governance concerns
- Keeps emails, files and documents in one secure location
- Provides an audit trail

Delphi is one of the top commercial law firms in Sweden, focusing on all fields of business law, with a corporate practice involving numerous mergers and acquisitions and an extensive practice in banking, finance and capital markets. With approximately 185 employees, and clients based primarily in Scandinavia, Europe and North America, they work closely with law firms globally and regularly assist clients on international matters.

## Challenge

As part of their day-to-day routine, Delphi lawyers needed to share documents and collaborate with their clients. Unfortunately, the firm did not have a company-wide solution for managing and sharing the massive amount of files they deal with on a daily basis with a growing roster of globally based clients. The firm considered Dropbox and Box, popular cloud-based file storage and sharing solutions, but opted against them because of concerns about security and maintaining confidentiality of client files.

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“We are getting the highest levels of security and we wouldn’t have got that with any of the other competitive offerings we considered.”

— **Henrik Jarnberg, Head of IT, Delphi**

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#### Benefits:

- Lawyers can file documents directly with the courts
- Ensures security for clients' highly confidential documents
- Saves time and money
- Easy to use – just a few clicks from any location

#### Products:

- iManage Share

Henrik Jarnberg, Head of IT at Delphi, looked into the issue and took his findings to management, and together, they realized they had a problem. With massive amounts of client emails, files and documents typical with a growing law firm, the challenge was to provide their lawyers with a file sharing solution that was easy to use and satisfied Delphi's data governance and security needs.

#### Solution

The 185 professional users at Delphi found their match in iManage Share, a solution that addresses their pressing security and governance concerns, as they need to share time-sensitive, confidential emails, files and documents with their clients on a 24x7 basis, whether working from the office or from their mobile device over the weekend. Jarnberg noted, *"our lawyers needed this information all stored together in order to work efficiently, so they could access and share everything for a particular client or case all in one place."*

*"Security and governance concerns are always top of mind to the firm. And with iManage Share we have an audit trail, so we're able to see who has downloaded/received a file and we can set encryptions and passwords – in comparison to an email trail, where you don't know if you emailed the wrong person by mistake or if the wrong person opened it,"* said Jarnberg.

With iManage Share, the firm has security standards set in place and are assured their documents and emails are going to the right person.

#### Benefit

The lawyers at Delphi adopted iManage Share quickly – the firm has 100% usage. *"Five minutes after we implemented iManage Share, the lawyers said, 'you can go now, we can manage this on our own, we got this!' They started securely sharing files with clients right away. There was no adjustment period, intense training or talking them into adopting it – they just loved it from the very beginning,"* added Jarnberg.

Another key element Delphi put in place was the ability to share files directly with the courts. This used to be a tedious process, involving time-consuming printing as well as expensive courier services, as the files are highly confidential and very large in size. But now, with iManage Share, the lawyers can simply submit a downloadable link from any device or location, just a few clicks and they are done, saving time and ensuring security.

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#### 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. More than 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.

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