Indonesian start-up invests in efficiency from day one with the iManage Cloud

summA Law Firm hits the ground running with industry-leading document management that will scale as the firm grows

summA

Industry:

- Legal

Headquarters:

- Jakarta, Indonesia

iManage footprint:

- iManage Work 10 in the Cloud

BUSINESS NETWORK SOLUTIONS

About Business Network Solutions

Business Network Solutions (BNS) was founded in 1996. Since then, it evolved to focus on legal, consulting, accounting verticals and SMEs, helping customers to optimize their digital workplaces to be more efficient, secure, and cost effective.

The trail-blazing founders of summA Law Firm were not taking any chances on the success of their firm; they knew professionalism would be key to enabling their ambitious start-up to compete with international players. The partners made security, efficiency, and accessibility a top priority, implementing the same world-class document management as the prestigious firms they had worked in and alongside, prior to founding their own firm. To lay the foundation, they enlisted the services of iManage partner, Business Network Solutions (BNS) almost immediately after the firm's launch. BNS helped summA set up a centralized platform that provided effective version control and data governance, from the beginning, with Work 10 in the iManage Cloud. summA attributes its rapid growth to giving its clients a distinctively pleasant experience for clients — both in deals and beyond.

summA Law Firm was established by two seasoned lawyers with a native understanding of Indonesia's dynamic legal landscape. Headquartered in Jakarta, summA provides legal services spanning Debt Finance, Corporate M&A, Disputes, and Restructuring & Insolvency. The firm has since grown to three partners, bringing around 45 years of combined experience, including shared tenure at the Indonesian office of a leading global firm. summA's mission is to remain at the summit of legal excellence, delivering exceptional legal services with a focus on clarity and precision. Blending international standards with local knowledge, summA makes top-tier legal counsel accessible to a broader range of clients.

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> We never doubted for a second that investing in the infrastructure used by global law firms from the outset was the right decision for our firm.
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> **Rivan Supriadi**
> Founding Partner, summA Law Firm

The business challenge

Compete with international law firms from day one

summA Law Firm (summA) founders Rivan Supriadi and Risnan Yosal "cut their teeth" at a large and prestigious international law firm. They envisioned bringing that same level of legal excellence to an array of clients by making services more affordable and accessible, and they went out on their own to make that happen. Rather than spending their startup resources on luxury office space to impress their peers, the founders focused on the client experience. They reasoned that investing in the world's leading document management platform would be a quicker route to leveling the playing field between themselves and their better-known competitors.

"We work with Magic Circle firms, who all use iManage. We can work together more efficiently if we're all using the same platform," says Risnan Yosal, Founding Partner at summA. "We believe providing familiar tools and technologies that make work easier makes us more attractive to prospective hires; we've grown from two to six employees in less than a year."

Beyond familiarity, the firm needed a platform that supports hybrid working, version control, and access management. Yosal explains, "Even at a small firm, we don't all need to be privy to every matter. Upholding client confidentiality is non-negotiable."

summA used Microsoft OneDrive for the first few weeks of business, until the iManage platform was up and running.

"Using OneDrive underlined our need for proper document management," recalls Rivan Supriadi, summA's co-Founding Partner. "We had to save a new version every time we edited something, manually add a version number, and clutter up the drive with numerous iterations of the same document."

The partners spent valuable time searching the shared drive for documents, with no guarantee they'd found the latest version. "A common directory and standard naming convention makes life so much easier," Supriadi adds. "Our decision to invest in the right infrastructure from the get-go has facilitated a smooth transition for all partners and team members, all of whom come from the same international firm that has used iManage for years. As a group of iManage experts, we are now rediscovering the ease of working with iManage — enhanced by a summA-tailored setup."

The solution

Make productivity easy for everyone

"With support from their partner, Business Network Solutions, summA was up and running on the iManage Cloud platform just two months after they launched.

When we decided to start a business together, after spending nearly a decade at the Jakarta office of a Magic Circle firm, our number one priority was to equip ourselves with an IT infrastructure that we were both familiar with. iManage was at the top of that list. So, when we looked for an implementation partner, we checked out their iManage credentials first," says Supriadi. Business Network Solutions has a strong history and partnership with iManage.

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> **Risnan Yosal**
> Founding Partner
> summA Law Firm

To reduce the learning curve, summA replicated the folder structure used at their previous firm, adapting as needed to meet the needs of a lean start-up. Folders are automatically created at the click of a button to ensure they follow the standard format. It also gives lawyers and associates the freedom to focus on other tasks.

BNS used native iManage integration to connect Microsoft 365. The partners established a new document naming convention, which they explained adds credibility when they interact with clients.

summA recruited new associates and an office manager, who are all familiar with iManage. "We're a firm of iManage experts, but everyone has their own way of navigating the platform," says Supriadi. "While no two colleagues use iManage in exactly the same way, we're all more productive than we'd be without it."

When the firm works on financial deals for clients, everyone collaborates in iManage, from participants and banks to syndicates and borrowers. Changes to documents are clearly tracked with who changed what, and it's easy to find the latest version in the client's folder. Associates are responsible for making sure relevant documents are moved to what they call the "bible directory" and shared with the rest of the team. When a matter progresses through the tiered billing system, that's clearly reflected in the folder structure for easy billing. This international-standard practice not only distinguishes summA from local firms but also ensures accountability in the work process.

The business outcomes

Comfort that we're on the best platform

In its first year, summA established an impressive baseline of productivity and efficiency that helps it stand out from the crowd and grow its fledgling business. "iManage is instrumental in streamlining our backend processes, from client onboarding and billing to creating folders and working on a matter," says Supriadi.

Automated folder setup reduces the risk of human error and saves 15 minutes per case. Because everyone follows the same data governance policies and naming conventions, the partners feel the firm speaks with one language.

"iManage is straightforward, and that's comforting," Supriadi adds. "We can focus on legal work in a familiar platform knowing all our security and access management needs are met."

Recruitment is a big part of a growing law firm. By recruiting staff proficient in iManage, summA is creating a powerhouse of legal minds who can all hit the ground running and help them compete with established firms. Recent growth at summA includes the arrival of Richele Suwita, a new Corporate M&A partner from a Magic Circle firm. This adds another iManage expert to the team and further reinforces the firm's commitment to staying ahead of the competition, including international law firms in Jakarta.

"Advertising that we use the same document management system as global firms gives us prestige as a start-up," Yosal shares. "Clients feel reassured that they're getting a top-quality experience, while we at summA know we can shake things up and work differently to keep the client front and center."

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Risnan Yosal
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The iManage platform and integrations help to create a frictionless employee experience. Lawyers and associates can maintain version control, the office manager can keep files in good order, and everyone can see the full document history so there's no chance of opening the wrong file.

"If you want to work in a seamless hybrid environment, iManage is for you," comments Supriadi. "And trust me, you'd be busy doing admin without it!"

Supriadi has greater confidence in his ability to access any necessary documents securely from anywhere and from any member of the team. If someone is off sick or on vacation, for example, the files they were working on are still accessible in iManage. "There's no need to chase them up, no reliance on individuals remembering to upload things, and no single point of failure that could risk upsetting a client," he adds.

"We're really proud of starting our firm in our own way," reveals Yosal. "From the beginning, we challenged the idea that success should be measured by how expensive your office looks. For us, success meant investing in people and infrastructure that deliver results. iManage shows our clients we mean business, and so far, it's paying off. Clients have told us how happy they are with our service, that it rivals the experience they've had with international firms."

While iManage is the standard at large international law firms, summA is blazing a trail in the local Indonesian market and inspiring lawyers thinking of founding their own firm. "iManage is where start-ups should be investing," concludes Yosal. "We've achieved so much in just eight months, and we couldn't have done it without iManage."

Looking ahead

summA expects iManage to grow from a document repository into a firm management system in the future. As well as changing how they use the platform, they plan to use iManage Share to simplify document sharing across Indonesia.

"We want something simple that creates an audit trail of every action," confirms Supriadi. "iManage Share will make restrictions on file size a thing of the past, but it still gives us the flexibility to send a sharing link if that's what the clients prefers. Just another example of how iManage adapts to our needs rather than changing the way we work."

iManage

Making knowledge work