



# LAVAN TAKES ITS CASE TO FOXIT PDF EDITOR PRO —AND NEVER LOOKED BACK



**CASE STUDY**

Like most law firms, Lavan's legal specialists handle large numbers of documents every day, and in the digital age this means a PDF editor is one of their go-to tools. Legal staff use features such as reading, merging documents, adding pages, deleting pages, editing text, highlighting text, signing, and redacting, all in a typical day.

For years, Lavan relied on the Nitro Pro PDF editor, which provided all the basic functions, but didn't offer integration with NetDocuments, their Document Management System (DMS). Lavan was the first law firm in Australia to choose NetDocuments, a secure SaaS cloud system, which is now commonly used in the legal sector. Integration with PDF editing software was important as it would enable users to work on PDF files from their NetDocuments accounts and make changes to their PDF documents, via a secure device, from wherever they were.

## **Nitro says no, while Foxit says go**

With the need for NetDocuments integration increasing, Lavan's Manager of Information Systems, Marco Marcello, asked Nitro on several occasions if they would develop a NetDocuments integration, however Nitro continued to say no.

Not surprisingly, Lavan decided to look for a new solution that included a full suite of PDF editing features as well as the integration they required. They ruled out Adobe Acrobat because the costs were high and it provided no extra benefits to the firm.

A team member who was already using Foxit's free PDF Reader, and enjoyed its user-friendly interface, recommended Foxit PDF Editor Pro, Foxit's professional PDF solution. A quick look at Foxit PDF Editor Pro's product page convinced Marco that it should be added to the product evaluation list. "All the required features were there—including the integration with NetDocuments.

Since 1898, the Lavan name has been synonymous with one of Western Australia's most distinguished legal families and the independent law firm they created. The Perth-based firm offers specialised knowledge, local networks and firsthand understanding of the Western Australian business community to its clients. With one of the largest litigation teams in Western Australia, they provide legal advice on a wide variety of topics, including aged care, Asian investment, banking and finance, construction and infrastructure, corporate and commercial law, education, employment and safety, energy, family law, government, insolvency and reconstruction, intellectual property, liquor licensing and hospitality, media and defamation, mining and resources, oil and gas, planning and environment, property and leasing, sports, tax, wills and estates and private wealth.

## Foxit PDF Editor Pro provides the DMS integration they need, and more

Foxit PDF Editor quickly made its way to the shortlist with Marco citing speed, stability and ease of use as standouts. The next step for Marco and his team was to run a trial of Foxit PDF Editor with 15 people across various legal teams.

Initially, Lavan had intended to provide the test group with training but Foxit PDF Editor was so intuitive and similar to their previous PDF editor that it wasn't needed. "The group was able to use Foxit PDF Editor right away, immediately enjoying its speed and ease of use, which was what they wanted most," said Marco. "Speed and simplicity may seem like obvious requirements but they often get overlooked by software suppliers. Having advanced features is not much use if users can't perform the common tasks quickly and easily. You only get one chance at a first impression." Foxit PDF Editor gave Lavan the good first impression they were looking for.

Lavan trialed Foxit PDF Editor for six weeks and with the help of the dedicated Foxit support team's fast turnaround time, their IT team ironed out a few details during the trial, then implemented Foxit PDF Editor Pro without needing to provide additional training—and without receiving any user complaints.

## Foxit PDF Editor Pro continues to transform how Lavan works

Now, about 100 of Lavan's employees use Foxit PDF Editor to quickly edit and make changes to PDF files, combine and delete pages, redact privileged or confidential information, make notes, create PDF forms, perform OCR, search documents, email them to solicitors, and much more. Plus, with Foxit PDF Editor's integration with NetDocuments, Lavan's staff members can work on PDF documents from their NetDocuments accounts, so the changes they make are instantly saved to the cloud-based DMS and those PDF files are accessible anytime, anywhere.



As for the future, Lavan expects Foxit PDF Editor to assist with the move to a fully paperless office. They also plan to use Foxit PDF Editor to create "deal books," which are indexed e-file collections used with mergers and acquisitions, linking them with NetDocuments for updates and management. An upcoming Foxit PDF Editor release will provide this functionality. The firm also plans to take advantage of the PDF editor's ability to integrate with DocuSign, which is already used by Lavan.

"Foxit PDF Editor Pro delivered on its promises," said Marco "and the deployment was quick and painless."