

Company Net is a leading business consultancy and software development house with nearly 15 years of dedicated experience in helping organisations improve business performance and successfully manage change through the intelligent application of technology. Dedicated to building upon the Microsoft platform to help businesses throughout the UK achieve financial growth, we enable our customers to increase revenue, reduce costs, and improve customer service to gain competitive advantage.

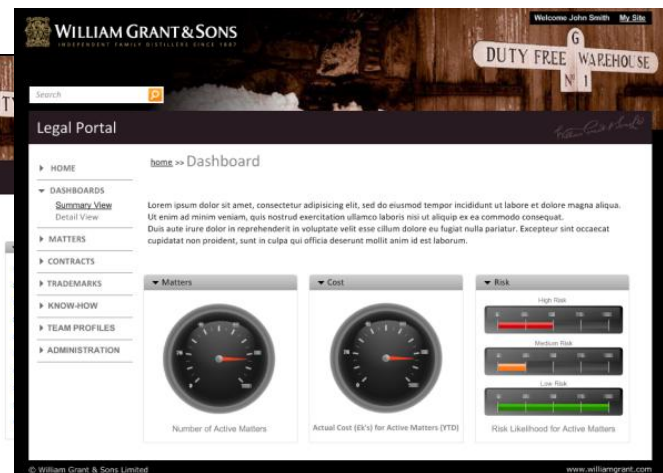
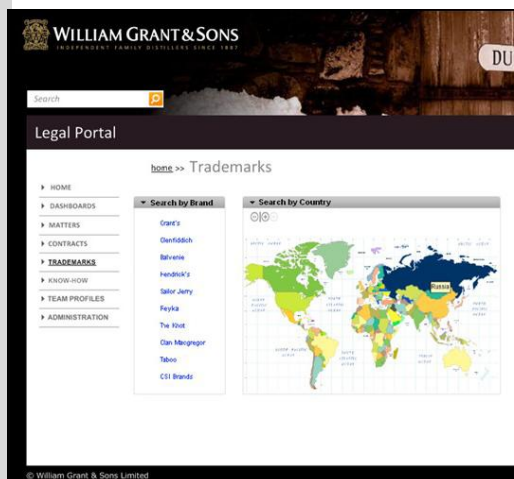
Case Study



Established in 1887, William Grant & Sons' (WGS) is a premium spirits company, with brands distributed in up to 180 countries around the world by its wholly owned subsidiary companies, joint ventures and third party distributors. With the company growing strongly in world markets, the WGS legal team was expanding and becoming increasingly global. Spread over three locations – Glasgow, London and New York – the team needed to improve its ability to share information, work across borders and monitor performance. A need was identified for a technology solution that would better enable WGS to manage their legal matters.

Based on Microsoft SharePoint 2007, Company Net delivered a Legal Portal Solution.

The system was launched in January 2010 and has already started delivering clear business benefits.



William Grant & Sons' Matter Management System Requirements

The WGS legal team wanted the ability to pro-actively plan and organise their workload more effectively and efficiently. They wanted to capture key information such as costs and legal risks easily, and have the visibility to make instant decisions about where to focus their legal resources. They also wanted to legally empower the business.

This vision was to be realised by delivering a Back Office Legal Portal in which members of the Legal Team could collaborate and manage their day-to-day activities and a Front Office Legal Portal which would allow William Grant & Sons' staff outwith the Legal Team to gain knowledge, insight and visibility of the Legal function.

“Company Net has delivered a system that gives us what we need to enable us to manage legal risk and support our business more effectively”

**Steve Weatherley,
WGS Commercial Counsel**

Our Solution

Company Net and WGS adopted a highly collaborative approach to designing and implementing the solution, which was built on the WGS SharePoint 2007 architecture established on an earlier development project. A key requirement was the full participation of WGS leading to a successful knowledge transfer process from Company Net to WGS staff, resulting in a high level of self sufficiency and low support costs.

Our solution comprised:

- **A secure, flexible and visually enticing environment in which the Legal Team can effectively manage their workload, share files, provide visibility of performance and progress as well as encourage the sharing of information and knowledge across the team.**
- **A highly controllable security model to ensure that information is only accessible by those who have appropriate permission/authorisation.**
- **A Matter Management system that allows all Matters to be recorded and their related information (such as contacts, contracts, legal maps, costs and email correspondence) stored securely.**
- **Click and drag of emails from a team member’s Outlook Inbox into the relevant Matter.**
- **Performance dashboards which allow measures such as risk, cost and progress to be easily viewed.**
- **A workflow/email alert engine to guide and enforce the successful progression of certain routine types of Matters.**
- **Contract and Trademark Management systems that allow digital versions of Legal Contracts and the Trademark portfolio to be stored, shared, searched and annotated, through an interactive graphical map interface.**
- **Legal Risk calculators which help to assess the risk of particular contracts and disputes.**

Business Benefits & Achievements

The Legal Portal delivered the WGS Legal Team’s vision and was designed, built and implemented within a four month period. It is now available as a SharePoint Application Product thus enabling it to be deployed within a matter of weeks. It helps the team to provide even better legal services to their colleagues. It has:

- **Created a Team Calendar to give the legal team better ability to work collaboratively.**
- **Provided visibility of what the members of the team are working on and other key performance data, both to the WGS Legal team as well as external WGS stakeholders, to enable better informed business/legal decisions.**
- **Enabled the team to more accurately record and monitor the costs of using external law firms, including their ability to stay within budgets.**
- **Created a much more user friendly and visual way to display the group’s Trademark and Contracts portfolio, which helps in discussions with sales and marketing colleagues.**
- **Enabled the team to store contracts digitally and to annotate those contracts in order to give subsequent readers of the contracts a better understanding of why particular clauses were drafted and to highlight key dates for future action.**
- **Provided self assessment tools to calculate and validate contract and litigation risks.**
- **Reduced the administration burden and provided an audit trail of progress.**

FOR MORE INFORMATION PLEASE
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