



“Thanks to Kleos, my law firm is more agile and efficient, and can respond to enquiries more quickly.”

Just three months after switching to Kleos and deploying across 5 locations, lawyer Sebastian Deubelli is pleased with the results.

Based in Landshut, Germany, Sebastian Deubelli’s law firm specialises in copyright law, media law, trademarks, design rights, patents and social media law. Having outgrown the solution the firm used at the time, Deubelli began his search for a new practice management software.

Since the start, the firm relied on Microsoft Outlook and the document management software DoRIS Legal for all its communications and administrative tasks. Dealing with emails was taxing and time-consuming. Although the staff could access the firm’s server when they were away from the office, by connecting to a Virtual Private Network (VPN), it rarely worked in practice as no more than three people could work outside the office simultaneously. As the firm’s owner, Deubelli wanted to provide a reliable way for himself and his staff – some of whom have long commutes to the office – to work from home or on the go when needed. In short, it was time for some new software.

A reliable cloud solution provider with a commitment to continuous development and improvement

Deubelli wanted to ensure that the selected provider can operate the system reliably in the long term, with minimum downtime. He says, “Kleos has already been in use across Europe for several years. In my view, it’s highly unlikely that they would not continue to develop and improve the system going forward. That’s why Wolters Kluwer caught our attention.”

Email management in Kleos is seamless

Deubelli is a big fan of the Outlook integration that comes with Kleos. He says, “Sometimes I feel like being a lawyer means spending your whole day replying to emails. Kleos helped me a huge amount in this respect.” For instance, instead of taking several different steps, with Kleos he can forward multiple documents to a client in just a few clicks. More rapid responses and communications means more satisfied clients.

Smooth transition to Kleos

Deubelli says, “We looked at the cloud solutions currently on the market and had faith in our online research. In particular, it was important to us that there were online tutorials available because we knew we definitely wanted some official training in the product. Since it’s difficult to find a time when the whole team can be in the office, we wanted the flexibility to access online training.”

With a good gut feeling about Kleos, he was even more impressed with the free trial offer. Deubelli says, “As the owner, I made the decision, but we communicated extensively with our employees to let them know we would support them with training sessions. During the trial phase, I tested a lot of things and I can honestly say that without Wolters Kluwer’s onboarding process for Kleos, webinars for training and coaching, I wouldn’t have been able to transfer a single client document to the new system,” The transfer of documents and files to the new system was seamless. Deubelli continues, “Thanks to the intuitive interface and clear functionality, the transition to Kleos and its rollout in the law firm ran extremely smoothly.”

Today, the law firm is more agile and efficient

“Thanks to Kleos, today we can work from home just as easily as we work in the office,” says Deubelli who is so pleased with his choice. “So many tedious things that we used to have to do manually are now automated. Working with templates and accounts receivable, being able to create templates ourselves, and all the other things that can be automated using Kleos in conjunction with Outlook, have made us much more efficient.”

The firm now uses Kleos Connect to collaborate with external lawyers and for encrypted file transfers. In the future, he also hopes to use this function in communications with clients.

Kleos helped establish decentralised working in Deubelli’s law firm and allow staff to work from home, while increasing the firm’s efficiency and ensuring his team remains available to clients.



Sebastian Deubelli, Lawyer

“I love the Outlook integration in Kleos – it is an extremely efficient combination. I do the vast majority of my legal work in Kleos. It has become my virtual office.”

Image: Alexey Testov – www.testov.de



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