

The Law Firm

Visionary Law Group Swifts to Modernized
Mail with a Virtual Mailbox



ORGANIZATION

Visionary Law Group

INDUSTRY

Legal

MISSION

Visionary Law Group LLP has one simple goal in mind: To change the way the Workers' Compensation industry functions. They offer aggressive and thorough representation but unlike many of the larger firms and provide clients with the information and personal attention they deserve.



Our pain point was eating up time and value – we would rather be in court than opening and scanning paperwork"

Summary

Visionary Law Group is a worker's compensation firm that's found a steady path to success by heavily investing in creating a world-class experience for their clients. Chris Lyle and Ethan Pease strove to create a practice that gave clients more information and personal contact than the other larger firms.

Challenges

Over the last three years, the California-based firm rapidly grew and took on several new clients. They wanted the growth but started having difficulty keeping up with time-consuming administrative tasks like mail management. Crucial information constantly arrived at the office. They had to open and catalog countless discovery documents, medical records, case mail, opposing counsel correspondence, and certified deposition records.

They knew it would be easier to work with digitized and searchable documents. However, the partners didn't have the time to scan their own mail and documents while still maintaining the customer service they wanted to provide. It all became unmanageable. "Our pain point was eating up time and value – we would rather be in court than opening and scanning paperwork," says Chris Lyle, Partner at Visionary Law Group.

The Problem at Large

Despite the spread of digital documents and e-signatures, the legal profession remains a paper-heavy industry.

According to Clio's 2018 Legal Trends Report, lawyers can spend up to 6 hours a day—a whopping 70 percent of their time—on administrative tasks.

Documents contain critical pieces of information that need to be easily discoverable. This leads law firms to spend countless hours and dollars on in-house scanning and digitization. Even large firms waste resources and money on in-house mail processing solutions, like a mailroom or in-house scanning services.

This makes it hard to spend time on meaningful work successfully closing cases, catering to clients, or finding new billable opportunities. Virtual lawyers and individuals do not have the resources or time to be spent on the manual handling of mail. Important documents are being mailed to attorneys and law firms that need to be handled with time sensitivity and easily accessed.

Solution

Partners Chris Lyle and Ethan Pease realized they wanted a solution that would handle managing their mail from intake to digitization. After some research, they landed on Earth Class Mail's fully digital mailroom.

Earth Class Mail ensures the firm's critical medical records are securely received, digitized, and stored. Additionally, Visionary Law Group can deposit any mailed checks directly to their bank account from the Earth Class Mail inbox. Earth Class Mail also has transparency related to price and features.

Earth Class Mail now handles all of the paper documents and postal mail the partners receive at one of the 80+ virtual addresses the service offers. Their mail is now received, scanned, and turned into digital high-resolution, keyword-searchable documents. They are then uploaded to Earth Class Mail's user interface for easy access and sharing.

Results

Visionary Law Group was able to scale and grow its business with Earth Class Mail aiding in reducing administrative costs. Earth Class Mail has aided in the efficiency in growing their business. "More and more documents came in and we were able to grow and scale because of Earth Class Mail," says Lyle.