

Farella Braun + Martel LLP, a leading Northern California law firm, switched to BoostDraft from a traditional proofreading software



Farella Braun + Martel LLP (Farella) is a distinguished, mid-size law firm based in San Francisco, providing legal services for business transactions, litigation, employment, energy, infrastructure, and other verticals in the Northern California market. For over 60 years, Farella has reliably helped a range of sophisticated clients achieve their strategic business and legal objectives.

Firm

Farella Braun + Martel LLP

Headquarter

San Francisco, California

Firm size

Medium



As the Director of Technology at Farella, Jordon Flato oversees the entire technology stack to support his team's

software, security, and hardware needs, including purchasing, onboarding, troubleshooting, and training. With BoostDraft, lawyers at Farella are able to ease the tedium of drafting and reviewing contracts so lawyers can focus on what they do best: strategic legal work.

Challenge

For the transactional attorneys at Farella, contract drafting requires careful attention to details such as section references, definitions, and formatting to ensure each contract is tailored to the deal at hand. Farella attorneys were finding they spent a lot of time catching inconsistencies versus focusing on driving the clients goals for the project.

“We want our attorneys to focus their time and expertise on where it matters most.

While they had popular proofreading software in place, the firm had just completed a strategic move with extensive cleanup and security initiatives. Jordon had to consider alternatives to the software the team already used.

Solution

Jordon was searching for an alternative that would pair the critical capabilities the team had come to rely on with a pricing model that made sense for the firm. Efficiency, ease of onboarding, implementation, maintenance, and customer support were also key factors in the decision-making process.

BoostDraft arrived at the perfect time, offering an efficient solution for contract drafting that seamlessly meets the team's needs with a reasonable, cost-effective pricing model.

“It was an easy choice once I saw how well it fit with what we were giving up and what we would get. It was a no-brainer.

Jordon mentioned three key benefits that made him decide to try BoostDraft:

Flexible pricing

Through a collaborative effort between lawyers and software engineers, BoostDraft has designed flexible product pricing to move beyond the typical high-cost plans of traditional legal tech products. BoostDraft's Value for Money approach offers flexible pricing for all sizes of businesses so that users can maximize their ROI.

Market-leading functionality

Jordon noted that BoostDraft solves unique pain points that most solutions aren't solving — it wasn't just another vendor doing the same thing as everyone else. With BoostDraft's intuitive interface and features including definition and section reference pop-ups, along with high-quality proofreading, Farella users can quickly catch details that are easily overlooked — such as confirming the correct day of the week for a key date. BoostDraft also simplifies accurate citation of references and ensures consistent formatting across every document.

Continuously evolving to go above and beyond

Unlike the previous vendor, Jordon noted that BoostDraft's team truly listens to users, adjusting features and deploying updates to accommodate unique challenges. This commitment to responsiveness and practical value made a strong impression on Jordon and the lawyers at Farella.

“Your team took our feedback seriously and implemented those changes very quickly. It was remarkable and gave everyone a lot of confidence in the product.

Jordon also highlighted two points where the team realized additional value during and after implementation:

Seamless transition

As an MS Word plugin, BoostDraft was easy for Jordon to deploy to the lawyers at Farella. Jordon advertised BoostDraft through the firm's internal software center, allowing interested lawyers to quickly download and install it themselves. Lawyers throughout the firm soon adopted BoostDraft and found it immediately useful, telling their colleagues to try it as well.

“Once we decided to use it and brought it in house, it didn't take much. It's very easy on the technical side.

Simple maintenance

BoostDraft's automatic updates provide a low-maintenance solution for Jordon and his team, allowing them to focus on their work without the hassle of software upkeep. By handling updates seamlessly in the background, BoostDraft ensures a smooth experience with minimal troubleshooting and no interruptions, freeing up valuable time and resources for legal professionals and IT operations managers.

“The fact that the software updates itself has been a big help. My team has not had to think about it very much for updating and troubleshooting.

Results

Since the firm implemented BoostDraft, its benefits have quickly spread among the lawyers at Farella through word of mouth, resulting in more users requesting licenses. Their satisfaction and insistence on using BoostDraft highlight just how much value the Farella team is getting from its investment.

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“The users themselves are encouraging their colleagues to start using it, rather than us trying to push it on them and convince them to use it. That’s the real sign that something will get its foothold and make its mark. I know that it’s a software I want to continue to invest in because it’s spreading by word of mouth.

**Ready to see how efficient
BoostDraft can make your team?**

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