

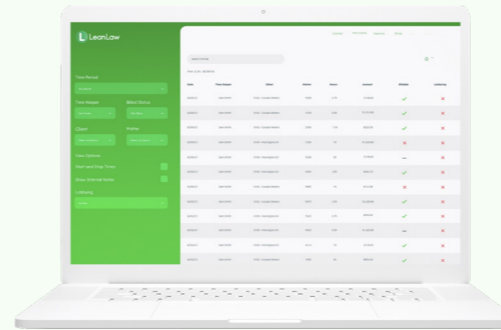
## The Challenge

Alicia Wood, Controller and Firm Administrator for Burkhalter Law in Atlanta, Georgia, sought a modern billing solution to automate their workflow and boost cash flow, moving away from the unpopular legacy software, Tabs3.

They aimed to find a cloud-based alternative that could streamline timekeeping, invoicing, and provide valuable operational insights.

## Benefits of LeanLaw

- LeanLaw uses QuickBooks Online as the source of truth - continual synchronization means only one set of data
- Reports give real-time insight into attorney compensation
- First-class onboarding and easy user-interface makes for productive attorneys



## The Solution

LeanLaw provided the answer, offering a 300% increase in cash flow and reducing 20 hours of monthly financial workflow hours. This change also led to greater efficiency, enabling attorneys and staff to create, review, and approve invoices remotely. It allowed the firm to foster a culture of timely time entry and billing approval, resulting in faster client payments and improved cash flow.

Alicia attested to the significant benefits of LeanLaw, including deep integration with QuickBooks Online, customized workflows, easy access to distribution reports, a real-time two-way sync, and automated payment processing. Ultimately, LeanLaw reduced the time spent on invoicing dramatically and brought substantial efficiency to the firm's operations.



**300%**  
Increase in Cash Flow



**20 Hours Less Work**  
Each Month in  
Financial Workflow



**Saved 15K/year**  
with LeanLaw's  
automated workflows



“We’ve used LeanLaw for a year and a half and we’re able to invoice our clients quickly and electronically, and they pay us faster, which increases our cash flow. Rather than shuffling hundreds of sheets of paper, LeanLaw has allowed me to redirect my attention to working on the business.”

- ALICIA WOOD - FIRM ADMINISTRATOR, BURKHALTER LAW