



DAVID &  
PAULIAN advocates  
& solicitors



SHAUN PAULIAN  
MANAGING PARTNER

## CUSTOMER STORY: D&P Law Group

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David & Paulian (branded as: D&P Law Group), established in 2020, with two partners with more than a decade of experience each, in firms and in-house, set on growing a regional full-service law firm with dedicated teams focusing on three distinct practice areas: Corporate; Disputes; and Property. Despite the struggles from the pandemic, the Firm has grown monumentally over the past two years, from 3 lawyers to 12 (total headcount of 16); and a 450% increase in clientele, practice areas and revenue. In addition to expanding the team, and onboarding a third partner in that time, D&P has grown a dedicated team of support staff with specialised roles and functions including: Finance; Investment; Business Development; and Marketing.

Diversity is one of the core strengths of the team at D&P Law Group, and the talented team bring versatile and notable training backgrounds to the table. The Partners at D&P Law Group place great emphasis on nurturing their talented team members to be able to handle the versatility of work, be agile to face evolving client needs and be inspired to grow with the practice and business, paving the way for it's potential future leaders.

D&P Law Group is evolving into governance through employee-owned practices, in the belief that having motivated, inspired teams with a democratisation of their individual and collective voices, the Firm can achieve far greater things in the times to come. D&P Law Group believes that the team is stronger and better together with the efforts of the whole.

## LEGAL EXPERTISE

D&P Law Group's Corporate team specialises in M&A transactions and have undertaken several sizeable ones in 2021/2 in the areas of automotive, e-commerce and security. The team also continues to grow their start-up and SME portfolio. The Disputes team specialises in corporate-commercial disputes being either boardroom or shareholder tussles involving elements of corporate criminality like fraud or breach of trust. The Property team focuses on either high-net worth property transactions; or project transactions for new commercial or residential developments.

The Firm's clientele and regional presence has continued to grow through the pandemic from the rise in blockchain technology adoption, and their portfolio most notably includes Fintech, Web3.0 and Digital Assets, as they advise global companies on governance, regulatory, and contractual matters; riding a wave of development and growth in the

Meta space. As pioneer-legal advisors on these subjects, D&P Law Group's customer base broadens on a weekly basis. Introspectively, as a practice and as a business, the Firm has diversified into new areas and the pandemic has compelled their teams to be more explorative and innovative in the advice they give and the solutions they provide.

Now, as we emerge from the COVID fog, D&P Law Group believes that the Firm is stronger for it, and the emergence has reinvigorated their efforts to continue to expand throughout the ASEAN region.

Their recent achievements include being finalists in the prestigious and coveted ALB Malaysia Law Awards 2022 in the categories of: (1) Rising Law Firm of the Year; and (2) Transactional Boutique Firm of the Year; and Shaun Paulian was nominated for (3) Managing Partner of the Year.

## ON DIGITAL TRANSFORMATION: WHERE ARE THEY NOW AND WHAT'S NEXT?

The Partners at D&P Law Group identified that a considerable portion of their employees' work hours were spent on tasks and processes that could be automated or streamlined using legal tech and/or an AI-driven solution, such as task management, legal research, document and contract precedents, diary management, billings and collection, and more.

Additionally, the Firm is cognisant that the legal fraternity is veering towards stagnation or regression in tech adoption.

With the key priorities of productivity and efficiency of management in mind, the Firm has onboarded a variety of solutions that facilitate and support legal resource, data analytics and business enhancement.

From a business perspective, when selecting a digital solution for their practice, the Partners at D&P Law Group place greater weight on the value that the solution may bring to the team, and by extension, their clients, over costs of implementing the solution across the Firm.

The ability to integrate with other existing solutions is also a key factor for the Firm. Seamless integration and management of administrative tasks in turn allows for every member of the team at D&P Law Group to respond to client queries quickly, efficiently, and accurately.

## WHY LEXIS ADVANCE®?

In a legal tech solution, D&P Law Group sought a platform that would support their team of lawyers in the following ways:

1. Liberalise time of the lawyers from administrative tasks to be able to focus on producing consistent qualitative results for their clients;
2. Enable them to access legal resources and data more readily to poise them for more informed growth across their practice areas; and
3. Enable them to develop lateral skillsets, giving them an edge to explore, adopt and adapt to the advancements of legal tech and AI-driven solutions.

Lexis Advance facilitated not only significant savings of time spent on research because of the ease with which one can now extract information, but interestingly, D&P Law Group has also found that their associates are able to develop independence and self-sufficiency in working on a matter—at an earlier stage than they did before.

The Firm also attests that Lexis Advance allows them to dissect complex legal questions into simple solutions, the motto of their Firm.

## AT A GLANCE

D&P continues to turn Lexis Advance® for three key reasons:

1. The **Intuitive and User-Friendly UI/UX**, which has proven to be equally accessible across the Firm's hierarchy, from interns to partners alike;
2. The ability to add **Highlights** to case reports and secondary materials, for quick and easy future reference; and
3. The **Red Search Box** feature and **Improved Algorithms** have significantly simplified the end-to-end research process.

Most notably, Lexis Advance and its full suite of features can easily be accessed through any mobile device, anytime, anywhere—even in Court!

***“Lexis Advance® is an essential aid to ALL legal practitioners, juniors and seniors alike.”***

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