

Smokeball Case Study: Culleton Lawyers

NEW SOUTH WALES



Introduction

My name is Martin Culleton and three years ago I became the founder of my own law firm, Culleton Lawyers. My firm has grown quickly over the years, increasing in headcount and eventually, I had the opportunity to acquire a different firm to further expand my legal services.

The challenge

The merger of two firms meant that we now had a headcount of 13 and two different legal practice management software. I found that operating two different systems hindered collaboration and efficiency between team members. The acquired firm had an outdated practice management software, whereas the one my firm was using had its own issues. These two systems presented significant challenges for a budding new team. It was essential for us to have a single, comprehensive and streamlined solution.

The solution

A colleague mentioned Smokeball Legal Practice Management Software and we were so impressed by the software after a demo that within the week we made the switch even though we had to continue paying for our other two software until the licenses expired.

The migration and onboarding experience

The migration process from two different practice management software over to Smokeball was surprisingly smooth. We took our time and gradually transferred our data, ensuring a seamless transition. Unlike horror stories we had heard from other firms struggling to migrate, we found the onboarding experience with Smokeball to be hassle-free. The support provided by the Smokeball team was exceptional, and any questions or concerns were promptly addressed. We appreciated the user-friendly interface and discovered new features on the dashboard every week.

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Martin Culleton
Principal
Culleton Lawyers

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The results

Since the switch over to Smokeball, our firm of 13 employees has witnessed significant improvements in efficiency and productivity. One standout feature for us is the AutoTime. It has revolutionised our approach to tracking billable hours, eliminating the common issues of missed time entries and incomplete records- and saving us up to 4 hours each week on time otherwise spent completing manual timesheets and billing. Smokeball's filing system also proved invaluable, allowing us to organise files according to our preferences and easily retrieve information when needed. The software's financial tools, such as managing trust account entries and disbursement descriptions, have simplified our accounting processes.

The Smokeball dashboard has also become the central hub for our firm's operations. With its intuitive layout and real-time updates, we gain valuable visibility into our tasks, messages, opened files, and more. This comprehensive overview enables us to focus on growing the business and make data-driven decisions.

Recommendation

I highly recommend Smokeball to other law firms seeking a comprehensive and user-friendly solution. I have already referred several colleagues and neighboring firms to Smokeball, showcasing the positive impact it has had on our practice. As someone who values reliable and intuitive software, Smokeball has exceeded my expectations. It has empowered Culleton Lawyers to operate efficiently, enhance profitability, and maintain a healthy work-life balance.

-Martin Culleton, Principal, Culleton Lawyers

"At Smokeball, our mission is to help lawyers grow the value of their business, which is the basis for everything we do. We exist to help firms realise the potential in their business, and to get them back to practising law rather than pushing paper and chasing timesheets."



**Hunter Steele, CEO
- Smokeball**

Contact us to see how our best in class legal practice management software will transform your law practice on **1300 33 55 53** or **info@smokeball.com.au**