



## how KMSC fully adopted dealcloser across its entire corporate department.

### background.

#### *about KMSC Law.*

KMSC Law is a well-established law firm, practicing in Alberta, Canada. It serves several areas of law, including corporate commercial law, civil litigation law (excluding family law), commercial, agricultural and residential real estate law, and surface rights work. Between its four offices, the organization has close to 80 employees, including lawyers and support staff.

#### *about Todd.*

Todd Strang plays a major role at KMSC as a senior corporate solicitor and partner. He manages the firm's processes, information technologies (IT), and the corporate department—all while meeting with clients and actively practicing. In May 2017, Todd discovered dealcloser at a legal education seminar. Shortly thereafter, Todd adopted the deal management platform in his practice—at which point others in the firm started to use it as well.

**80**

employees

**4**

offices

**100**

years in practice

### before dealcloser.

Prior to using dealcloser, the lawyers at KMSC were no strangers to technology—in fact, they often used programs and platforms to automate various firm processes. Though the programs they adopted made it easy to generate documents, they didn't solve the greater issue of getting those documents **signed, assembled and reported on**.

And let's not forget—once a deal is closed, **clients inevitably call weeks or months later requesting documents**. As we know, going through hundreds of indexed papers and scanning them over to the client is not a good use of anyone's time. This recurring problem sparked the question of whether there was a way to speed up the document organization and retrieval process.

When Todd joined KMSC in 2004, the company was 30% the size of what it is now. And what's more—KMSC doubled in size over the past five years. This **steady growth raised concerns over the firm's older processes**, and that there had to be a more efficient way of doing things.

And that's where dealcloser came into play.

## after adopting dealcloser.

### time savings.

After adopting dealcloser, it was clear that there was significant time savings for the staff at KMSC. For commercial share purchase or asset sales, KMSC estimates that a minimum of an **8-hour day or two are saved per deal** by reducing tedious scheduling work. Without a doubt, **hundreds of total hours** spent on non-value added work have been saved using dealcloser, and KMSC **anticipates higher numbers** with continued use of the program.

### most valuable feature.

Though Todd is passionate about many of the features that dealcloser offers, his favorite is the **PDF closing books** that dealcloser generates with the click of a button. Todd greatly appreciates the ease of finding the right file at the right time, instantaneously. Between his nearly 600 clients and other management responsibilities, Todd is constantly trying to extinguish the next fire. Using dealcloser, he is able to **find the required information quicker, without needing to ask for assistance.**

*"We closed a deal that had **numerous documents and signatories in four different cities.** After the deal was done, one of my partner's asked, "how did you do that?" **The answer: dealcloser.**"*

### full adoption.

Initially, Todd was the sole user of dealcloser. However, as other KMSC staff and lawyers started to adopt and integrate dealcloser into their workflows, they were all able to complete their responsibilities and tasks in a **significantly shorter time.** The quality of work remained high (and in some ways even improved) and everyone **experienced less frustration and avoided having to deal with mountains of paper.** Other lawyers at the firm noticed this level of productivity and efficiency and wanted to experience the same benefits. As such, dealcloser quickly spread throughout KMSC.

## dealcloser usage.

**YEAR ONE**

2018 (testing)  
11 deals completed

**YEAR TWO**

2019 (adopting)  
342 deals completed

**YEAR THREE**

2020 (fully-adopted)  
698 deals completed  
and counting...

