



# nexaconnex

## Freelance **support** for **law firms**

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# What is NexaConnex?

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**NexaConnex is powered by Nexa, a fast growing alternative legal services provider.**

**– Quality lawyers**

Nexa has access to over 100 quality freelance lawyers, from ambitious associates right up to ex-partners of city law firms.

**– Quality infrastructure**

Nexa embraces remote working so our lawyers are available to work from anywhere in the world instantly.

**– Quality connections**

Nexa's collaborative approach has allowed it to build up valuable relationships within the legal industry globally.



Quality  
assured



# Case-by-case support

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**NexaConnex offers case-by-case freelance lawyers in the following areas:**

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## **Workstream support**

- Bolster tender applications
  - Deal with temporary surges in demand
  - Niche and speciality case support
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## **Short-term support**

- Temporary leave cover
  - Annual leave cover
  - Sabbatical cover
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## **Long-term support**

- Client secondments
  - Long-term complex cases
  - Multi-month support arrangements
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## **We'll take care of it**

- Avoid lengthy lawyer recruitment and vetting
- Liaise with one point of contact at NexaConnex
- Quick set up without back office red tape





# Service offerings

## NexaConnex's 4 support services for our mid-market law firm clients (LFCs):

Service	What is it?	Price guide
<b>Seconded</b> 	Solicitor placed with LFC plus access to NexaConnex support team	<b>Daily rate</b> £800 - £1,500
<b>White label</b> 	LFC gives one or more NexaConnex solicitors an email address and access (via laptop or remotely) to LFC systems to support LFC originated matters on a case by case basis	<b>Hourly rate</b> £175 - £410
<b>Outsource</b> 	NexaConnex solicitor(s) undertakes tasks or whole of matter support on Nexa Law's systems and the work is delivered back to the LFC (or direct to client)	<b>Hourly rate</b> £140 - £375
<b>Referral</b> 	Client or matter referred to NexaConnex and the ultimate client is supported directly by NexaConnex solicitor(s)	<b>10% of fee</b> offered to LFC

## Service offerings -

### What's included & how does it work?

	 <b>Seconded</b>	 <b>White label</b>	 <b>Outsource</b>	 <b>Referral</b>
<b>Collaborative firm support</b>				
Formal 'Collaboration Agreement' between LFC and NexaConnex	●	●	●	●
NexaConnex dedicated relationship manager support for LFC	●	●	●	●
£950 plus VAT set up fee payable by LFC	●	●	●	—
<b>Legal support</b>				
Partner level experience available	●	●	●	●
Paralegal support available	●	●	●	—
NexaConnex solicitor has direct client contact (with LFC consent)	●	●	●	●
Advice insured under Nexa Law professional indemnity insurance with Travelers	●	●	●	●
Additional or substitute NexaConnex solicitors offered as standard	●	●	●	●
Remote working	●	●	●	●
<b>Contractual &amp; Compliance</b>				
LFC able to end the service on 2 weeks' notice	●	●	●	●
NexaConnex bills LFC on completion of task or matter	—	●	●	—
IR35 compliant for LFC and their clients	●	●	●	●
LFC responsible for AML, CDD and other compliance	●	●	●	—
<b>Systems</b>				
LFC grants NexaConnex solicitor(s) access to LFC practice management system	●	●	—	—
LFC able to provide email address to NexaConnex solicitor(s)	●	●	—	—
NexaConnex works to LFC house style	●	●	—	—

# Case study 01

## Service line support for niche firm

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**We are the exclusive resourcing solution for a leading boutique law firm focused on fund and private equity-backed transactions.**

**The firm's corporate lawyers benefit from support from our employment and property lawyers who appear as if they are part of the firm for a seamless service to clients.**

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**"Nexa lawyers are agile, responsive and great value."**

– Banking team leader



# Adapting to a changing market

## NexaConnex helps your firm to adapt to a changing legal market



### Recruitment challenges

A desire for a better work/life balance has driven many lawyers out of the industry. This shortage of talent has caused recruitment processes to become harder as well as driving up average wages.



### Competitor activity

Every law firm is competing for talent and more are creating their own flexible resourcing platforms in a bid to maximise cost efficiency.



### Changing client expectations

Customers now expect immediate responses, instant outcomes and greater value. This applies to law as well as any other modern service.

# Flexible pricing

**Stay in control with our flexible pricing options**  
& become part of our community.

## Custom offerings

Have a virtual coffee with us about the assistance you would like from NexaConnex and we can put together a package deal for your consideration.

## Tailored to you

We know that “one size” does not fit all and we will tailor a pricing structure to suit your needs.

## Increasing efficiency

Our ongoing relationship allows us to keep tabs on whether you need more or less NexaConnex offerings helping you to maximise cost efficiency.

## As well as:

### Dedicated support

Receive a dedicated contact to handle any queries quickly and efficiently.

### Whitelabelling

Whitelabel our lawyers onto your team to bolster tender applications or add extra expertise to your website to attract more clients.

### Simple referral

Keep things straightforward and introduce us to your client as a simple referral with or without referral fee.

### LawTech advice

Get advice on the latest LawTech products that may help.



Seamless  
integration

# Recommended **partners**

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**Let us help you develop your practice**  
with introductions to our recommended partners:

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## **Innovation with AppRail**

App Rail gives non-technical law firm staff the capability to build high-quality, transformative Apps in days, not months.

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## **Contract review with Summize**

Intelligent, conversational software that supercharges your contract processes and unlocks the contractual insights.

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## **Company services with Kudocs**

A new company management software that helps to streamline company compliance, governance and filing obligations.

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## **E-Discovery with Luminance**

The leading AI platform for the legal profession, transforming the practices of over 350 organisations in 60 countries.

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## Case study 02

# Work streams outsourced by real estate firm

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**We provide on demand corporate transactional support to a leading real estate firm.**

**They can rely on our team as an outsourced provider of corporate support whilst the firm's specialist property lawyers concentrate on the more lucrative corporate deals.**

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**"The team had attention to detail and willingness to assist on all aspects of the deal. They played an integral part in achieving the transaction completion"**

**– Firm partner**

# Added **services**

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**NexaConnex also works with partners to provide the following additional services:**

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## **Experienced mediators**

We have a team of highly experienced mediators for use by our dispute resolution team.



## **Expert company secretaries**

Our company secretaries can assist with complex filing work and deliver support for listed clients.



## **Linguistic support**

Our lawyers have a wide range of international backgrounds and foreign qualifications to support with cultural and linguistic challenges of cross-border work.



# The process

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## How to access support from NexaConnex:

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### Contact us

Reach out to us at our email addresses on the final page and we will contact you to better understand your needs.



### Pick your lawyer

Following our conversation with you we will put together a list of lawyers and their CVs to send across for you to consider.



### Get started

We will fully brief your chosen lawyer before they begin, then, it's over to you!

## Case study 03

# Capacity support for busy commercial property team

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**We assisted the commercial property team of a thriving regional firm when they were overwhelmed with instructions.**

**With their lawyers at full stretch and no sign of instructions abating, the firm used us to deliver capacity support on a flexible basis.**

**Clients were referred directly to us to service with a non-poach agreement in place as standard to provide reassurance.**

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**“Our NexaConnex lawyer was responsive and knowledgeable and we’ll definitely be using your service again”**

**– Firm partner**



Choose  
nexaconnex

# Ready to contact NexaConnex?

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Get in touch with one of our following representatives to arrange a friendly chat and we will talk you through next steps.



**Matthew Dunne**

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**We look forward to hearing from you!**