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## **CUSTOMER STORY:** **Helmsman LLC**

 Lexis Advance<sup>®</sup>

 Practical Guidance

Successfully navigating the high-stakes worlds of shipping and commodities requires specialist expertise.

### Meet Helmsman LLC.

Founded in April 2019, Helmsman has grown to become a leading law firm with a deep and dedicated focus on shipping and commodities. In Singapore, London and Hong Kong, their team of lawyers and specialist consultants advise on shipping practices, commodity transactions, financing, and dispute resolution around the globe.

Helmsman is the first port of call for some of the world's largest commodity traders, protection and indemnity clubs, shipowners and charterers. Many of them are long-term, repeat clients who seek Helmsman's counsel on various aspects of their businesses.

Along with transparency, integrity and care, Helmsman LLC serves all with **Plain, Practical advice**.

Over the past 12 months, the firm and its lawyers have been awarded many accolades, including:

- Singapore's Best Law Firms 2022 in practice area of *Arbitration, Mediation and Disputes Resolution, Manpower & Employment and Maritime & Shipping*, The Straits Times.
- Chambers Asia Pacific 2022 recognised Managing Director, Ian Teo and Director, Maureen Poh for various categories under the practice area of *Shipping: Domestic: Litigation*.
- Legal 500 ranked Helmsman LLC in area of Shipping: Local Firms and quoted, *"The team is professional and friendly, especially in the shipping industry,"* and *"Person in charge is very nice and helpful, can easily understand what we want and act quickly."*
- Benchmark Litigation 2021 also ranked Helmsman LLC in the category of *Shipping and Maritime Firm* for litigation and disputes.

## LEGAL EXPERTISE

Plain practical advice. It's not just their motto – and they're more than just award-winning lawyers who

represent clients in court, arbitration or transactions. The team at Helmsman believes that knowing the letter of the law is one thing. But being able to apply the law in a way that gets results is another, more valuable skill entirely.

This is why they live and work to provide fit-for-purpose, commercially viable counsel, based on years of understanding the intricacies of their specialised fields of practice (particularly in shipping and commodities) and of English, Singapore and Hong Kong law. It's advice that works hard, day in, day out, problem solving for better outcomes. And their informal, responsive style means they are there for the clients when they need us, no matter what time zone they're in.

The COVID-19 pandemic presented unprecedented challenges, but was fortunately a period of significant growth for the firm. It has not only thrown up novel legal issues from time to time. It has also revolutionised the way the team at Helmsman works and emphasised the importance of adopting legal tech at the work place – so anyone can work and collaborate anytime anywhere, bearing in mind the government's safe management measures.

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

When the firm started out, it was important to be invested in legal tech from the outset – to be cheaper, faster and better. Cloud storage and management of documents eradicated the need for any physical storage of documents – which was particularly important for a start-up that did not have the luxury of space. Legal research tools were, as always, an essential practice of any disputes or transactional practice.

Fortuitously, at about the time the firm was founded, the Law Society together, with the Ministry of Law, Enterprise Singapore and the Info-Communications Media Development Authority of Singapore, launched the 'Tech-celerate for Law' initiative – which provided substantial funding support for Singapore law firm to adopt legal tech solutions.

The team at Helmsman firmly believes adoption of legal tech solutions is fundamental to the success of any legal practice, and is a key driver of improving productivity. Cloud storage and management of documents and legal research tools are but basic solutions today. It is important to

continually keep-in-step with clients, some of whom who are at the forefront of technological change and advancements.

## WHY LEXIS ADVANCE<sup>®</sup> & PRACTICAL GUIDANCE?

In choosing a legal research platform to support the firm's work, LexisNexis solutions were first in their minds, as the lawyers at Helmsman were familiar with the platform, and confident that they were investing a company that was often the first mover in the legal technology space.

The breadth of solutions offered also meant that each of their lawyers would be equipped with a solution that provided a solid starting point to areas of law that they may be less acquainted with, ie Practical Guidance, as well as a research tool that allowed them to deep dive into a matter as needed, through Lexis Advance.

The benefits of being able to access all of their material anytime, anywhere, on one reliable platform was also key, as Helmsman prioritises efficiency, and practicality, so that they are always able to provide their clients with plain practical advice anywhere, anytime.

## AT A GLANCE

Helmsman LLC continues to turn Lexis<sup>®</sup> Advance and Practical Guidance for three key reasons:

1. **The Southeast Asian Advantage:** Lexis Advance & Practical Guidance are two legal research tools with a rare focus on local law – both for dispute resolution as well as transactional matters. In Helmsman's view, Practical Guidance till today remains an excellent, fairly up-to-date, repository and database of precedents for Singapore law-governed commercial agreements.
2. **A Practical Primer:** Practical Guidance's Practice Notes, in-depth practical commentaries on key issues with step-by-step guidance, provide a practical primer enabling the team to get up to speed fairly quickly on practice areas which they may be less acquainted with, and help them deliver plain, practical advice to their clients.
3. **Multi-jurisdictional Search:** Lexis Advance's multi-jurisdictional case law search functions are easy to use and navigate; this allows research to be done easily and efficiently.

***“Lexis Advance<sup>®</sup> & Practical Guidance equips users with a rare Southeast Asian advantage, with up-to-date content on one platform from Malaysia, Singapore, and Hong Kong.”***

**Discover Lexis Advance<sup>®</sup> & Practical Guidance by requesting a demo or trial today!**

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