

CASE STUDY

How a leading Montreal boutique firm punches well above its weight class.

The logo for Blue HF Legal, featuring the text 'BLUEHF' in a bold, sans-serif font with a diagonal slash through the 'H', and 'LEGAL' in a smaller font to the right.

Blue HF is a business and technology law firm based in Montreal.



CASE STUDY OVERVIEW

Blue HF is a Montreal-based business and technology law firm, delivering big firm quality at a fraction of the cost. For their managing partner, Julien Saulgrain, it's about never compromising on quality and always finding new and innovative solutions to best serve their clients.

MinuteBox solved two immediate needs:

1. The scanning/digitizing and onboarding of their corporate minute book binders.
2. A database that stores, manages and maintains all of the relevant minute book data that the firm consistently relies upon.

“This is the future of the practice of corporate law.”



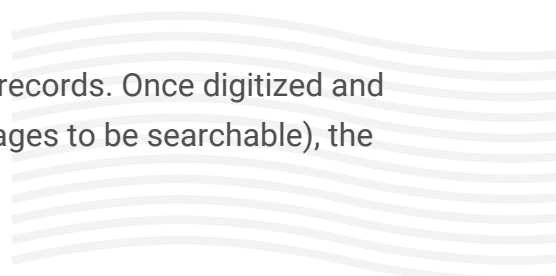
Like many law firms, prior to adopting MinuteBox, Blue HF could only find/access their minute book records by tracking down and sifting through minute book binders stored in their downtown Montreal office. Worse yet, the process of finding, updating and sharing client corporate record information was getting in the way of the meaningful and value-added work that Blue HF customers have come to expect.

For a law firm so deeply dependent on technology and client service, the Blue HF legal team sought out a better way.

“Within one week of using MinuteBox, it was clear that there was no going back.”

Following a procurement process, MinuteBox was chosen in 2018 as Blue HF’s entity management platform firm-wide.

The process began with an on-site scanning of Blue HF’s paper records. Once digitized and OCRed (Optical Character Recognition, which allows scanned pages to be searchable), the Blue HF minute books were then uploaded onto MinuteBox.



A DIGITAL LIBRARY OF EVERY MINUTE BOOK

Within a few days of being onboarded to MinuteBox, the Blue HF team was able to access and share their minute books in the cloud. This information would have otherwise been relegated to office bookshelves or dormant on the lawyers' desks.

Almost immediately, the team saw a reduction in costs and increases in efficiency in managing their minute book collection.

"I knew how powerful the storage component was but I was unaware just how amazing the database is. It's a game changer."



**Managing
Partner**

Julien Saulgrain

THANK YOU, MINUTEBOX!

"We needed a tool that was flexible, easy and secure. MinuteBox accomplishes all of that and more."

MinuteBox is the entity management platform trusted by professionals like Julien and his team at Blue HF.

A new revenue source.

ANNUAL CORPORATE MAINTENANCE IS SOMETHING BLUE HF CAN NOW DO PROFITABLY AND EN MASSE.

A FLEXIBLE DATABASE TO STORE AND MANAGE HUNDREDS OF RECORDS

Blue HF needed a tool that was secure enough to meet their highest standards, powerful enough to meet their exacting needs and easy enough for anyone to use.

MinuteBox immediately afforded the Blue HF team with a new tool to deliver cutting edge legal services.

The key to the success of this project was in Blue HF using both the MinuteBox storage and database solutions in a single unified platform. MinuteBox reduces the time, energy and cost spent locating client minute book information. Knowing that the information is secured behind industry-leading cybersecurity ensures the data is always safe and available.

“This is the future of the practice of corporate law. I cannot see how we could serve our clients in the way we do without a platform like MinuteBox. This is the future”.

