

CASE STUDY

How Gravitas Legal
saves 37 mins per day
by using Flowace's
Automated Timesheets



INTRODUCTION

This case study tells you the story of a modern law firm called Gravitas that saves 37 minutes from their daily working hours by deploying Flowace to their work. Now let's dig deeper into their whole journey with Flowace to know how they ensured that their team of talented lawyers only focuses on the valuable tasks.



GRAVITAS LEGAL

Gravitas Legal is a law firm that was founded in 2015. They have offices in New Delhi, Mumbai and they offer a full suite of services across a broad range of areas & helps their clients navigate the fast-changing legal market, managing reputational and commercial risk.

Gravitas has the upside of having a team of intelligent lawyers but there was only one downside. They had to, unwillingly, put their time and energy into the tasks that are repetitive and made no sense. One such task was filling their timesheets manually. Also, the company was unsure about the actual man-hour that an individual team member was putting into working on a project.

And this was when they got to know about Flowace. Without wasting a single minute after that they quickly deployed Flowace's automatic time management solution into their working system and the rest is history.

The challenges that Gravitas Legal faced before Flowace

Time entry and counting billable hours are the most crucial part for every legal firm. Since a lawyer works on multiple matters simultaneously in a day, we were finding it very tough to recall every activity that a member spent on a particular matter.

Due to this we often ended up underbilling our clients in return for the work we were doing for them.



Ashni Gupta

Business Development and Corporate
Communications at Gravitas Legal

From Flowace's archive's

Time entry records are the essence of a legal firm. But Flowace founders Tarun Kodnani & Varun Kodnani noticed that the lawyers had to memorize everything or maintain a manual log somewhere to fill in their timesheets every day. And even after so much struggle, they couldn't recall the tiniest of the tasks they did in a day for a particular client.

And to change this chaotic situation, they came up with an idea to build an automatic timesheet creation software that can make a lawyers' life much easier. So, this was a sneak peek into the inception of Flowace. Continuing with Gravitass' story...

Previous tools that were used by Gravitas Legal

Before Flowace, Gravitas was using Uberall to track time and filling timesheets. But with time they realized that Uberall was too costly for a small firm like Gravitas. This is why they were searching for a more cost-effective solution.

How did Gravitas Legal discover Flowace?

Gravitas found out about Flowace via Google search. They were reading blogs and visiting different websites. But most of the tools were either not fully automatic or they were out of their budget. Eventually, they came across a blog that had featured Flowace. They enquired about the tool by approaching the Flowace team and rest is history.

We were searching for a budget-friendly time tracking tool that could fulfill our requirements without having us compromise on the quality. And finally we found Flowace



Ashni Gupta

Business Development and Corporate
Communications at Gravitas Legal

Why Gravitas chose Flowace?

When we reached out to Flowace, they were quick to respond and made it easier for us to understand the tool in brief.

We had a demo meeting and it was amazing to know that Flowace tool was more than just another time tracking tool.



Ashni Gupta

Business Development and Corporate
Communications at Gravitas Legal

Things that assured Gravitas Legal about Flowace:

- Responsive customer support
- Billing and expense features
- Fully automatic time tracking system

How Gravitas Legal uses Flowace

Timesheet Autofilling:

Time entry records are the most crucial part of any law firm. Hence, Gravitas likes the “Timesheet Auto-filling” feature of Flowace the most.

Our team started enjoying Flowace from the first week of its free-trial itself. We asked them to leave their feedback so we could make a decision to buy the paid plan. They told us that they didn't have to memorize everything they did during the entire day. And they could keep track of even the tiniest tasks that are often forgettable under a hectic schedule.

Timesheets got created automatically and seamlessly for us in the background as we carried on with our work



Ashni Gupta

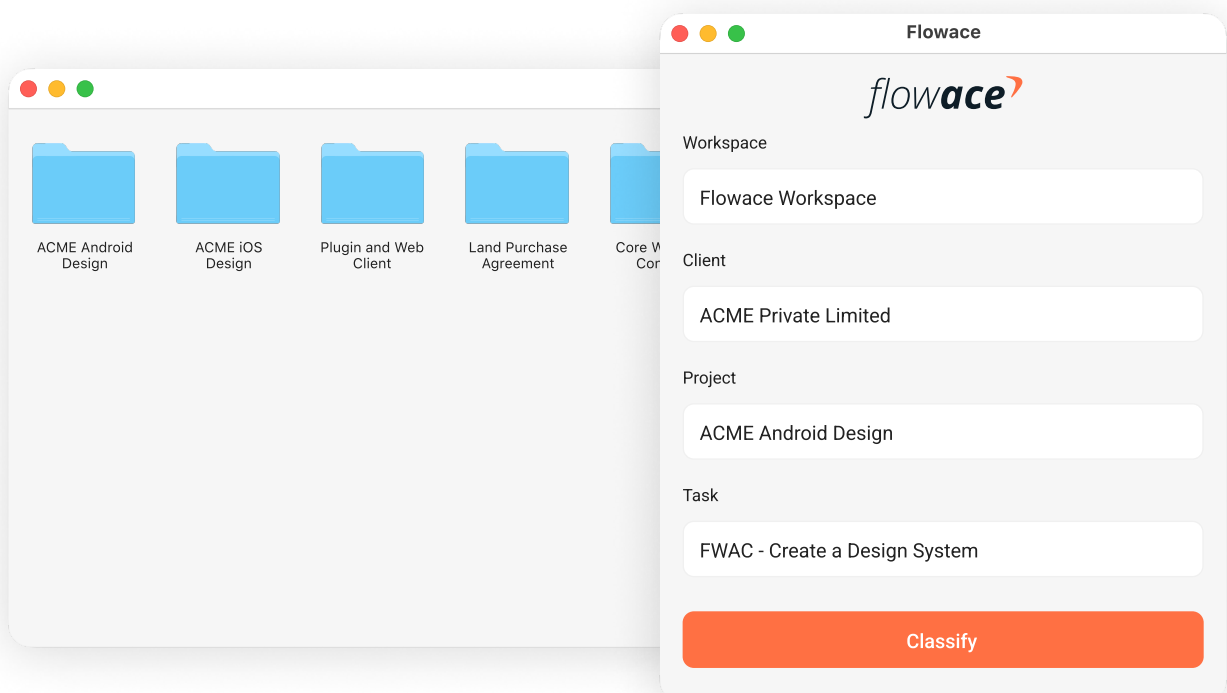
Business Development and Corporate
Communications at Gravitas Legal

How Gravitas Legal uses Flowace

Bubble Based Classification:

Lawyers usually work on multiple matters for multiple clients on a daily basis. This is why time records get super complex for a law firm like Gravitas itself. And this is what Flowace wants to change.

- Flowace bubble lets Gravitas team members pre-divide the task they were about to do, without going back-and-forth to the Flowace dashboard.
- Not just the tasks, but this auto-classification from the Flowace bubble also auto-arranges your work according to a matter/project hierarchy.
- It helps a user avoid forgetting things they did on a particular day and provides accurate data.
- The auto folder classification method records time spent on documents without a single manual input.

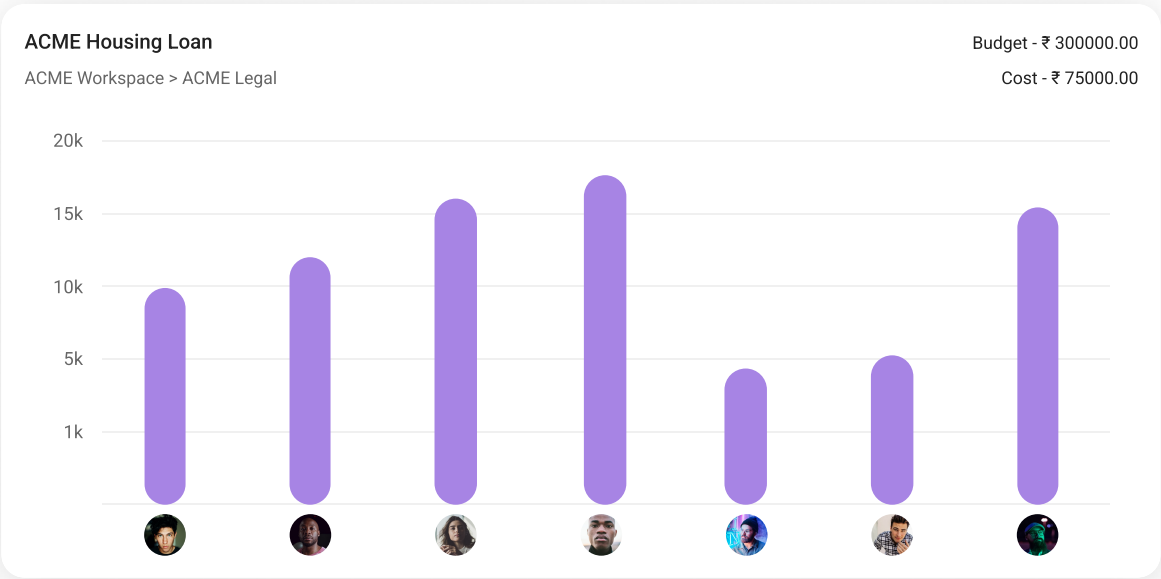


How Gravitas Legal uses Flowace

Billing and Invoice Management:

Gravitas uses Flowace to manage their invoice lifecycle to bill their clients more accurately. With Flowace, they get the exact data on billable hours and this helps them to avoid any underbilling or overbilling their clients. They have been able to reduce revenue leakages due to inaccurate time capturing phenomenally.

Project	Budget	Cost	Invoiced Amt	Received Amt	Margin %
Ask Fund <small>ACME Workspace > ACME Legal</small>	₹ 10000.00	₹ 5000.00	₹ 15000.00	₹ 15000.00	50%
Cancellation of LL Metropolitan <small>ACME Workspace > ACME Legal</small>	₹ 15000.00	₹ 10000.00	₹ 10000.00	₹ 10000.00	33.33%
Accounting for IMS Transactions <small>ACME Workspace > ACME Legal</small>	₹ 20000.00	₹ 2000.00	₹ 30000.00	₹ 30000.00	50%



The results

Gradually, when Gravitas's team became more accustomed to the tool, they did a time audit to calculate the ROI of the investment they had made on Flowace. And the results they got were mindblowing!

From the first day itself, we started noticing that our work was getting easier because of Flowace.

As timesheets are generated automatically, the team didn't have to worry about remembering everything and they could focus solely on their tasks

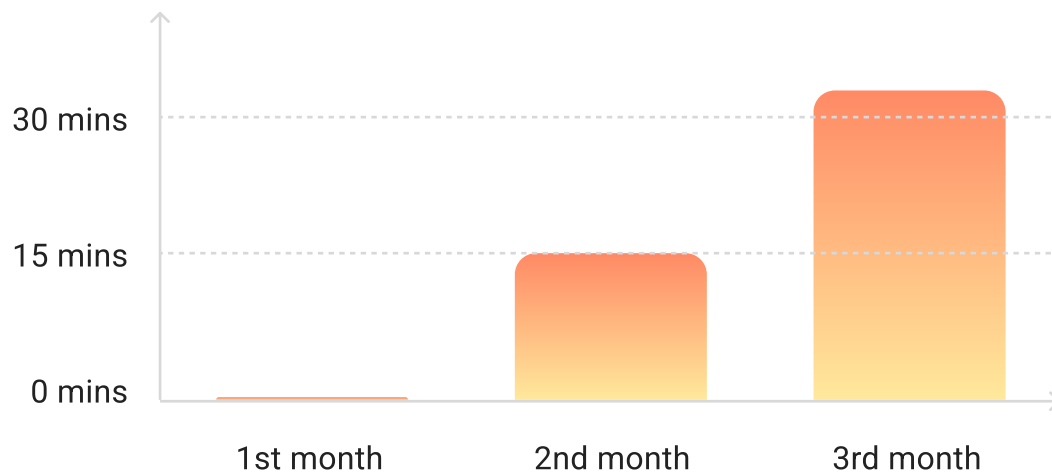


Ashni Gupta

Business Development and Corporate
Communications at Gravitas Legal

The results

Key Results Gravitas assessed after using Flowace:



- **First month:**

Introductory month i.e., no time audit.

- **Second month:**

Time audit result- the Gravitas workforce collectively saved 78-80 min per week i.e., more than 15 min per day.

- **Third month:**

Time audit result- workforce collectively saved 183.7 min or 36.74 min per day. That is approx 37 min per day.

- 100% transparent and accurate billing & invoice lifecycle because of the Flowace bubble matter classification.

Conclusion

Gravitas noticed a gradual increase in its productivity growth after deploying Flowace. But the patience of a few days led the Gravitas team to reach new heights and fetch more transparency to their system.

Whether they're working from home or from their offices, they find absolutely no hurdles in their paths while ensuring a good working environment.

Accelerate Your Firm's Productivity and Profitability With Flowace

Now that you know the whole story behind Gravitass' success in efficiency with Flowace, it's time to skyrocket your firm's productivity and profitability as well.

If you want to know more about the Flowace functionalities, allow us to show you a LIVE product demo.

[Book a demo](#)

Or, directly get in touch with our team:
support@flowace.in