



## MAVA PARTNERS CASE STUDY:

Automated Legal Services Industry,  
United States

# SCALING FROM START-UP TO SALE

a legal services  
automation story



### OVERVIEW

The legal services industry has been thoroughly disrupted by web based automation and filing of common forms. Marketed as “self-directed”, the consumer directs the service provider to file on their behalf with crafted electronic forms appropriate for the jurisdiction. Accessibility, convenience, and accuracy have been enhanced while service is provided at lower cost than consulting with a personal attorney.



MAVA Partners supplied development resources and strategic advice to power our growth, and was always ready with the next resource.

SENIOR MANAGER, AN INDUSTRY LEADING LEGAL SERVICES FIRM



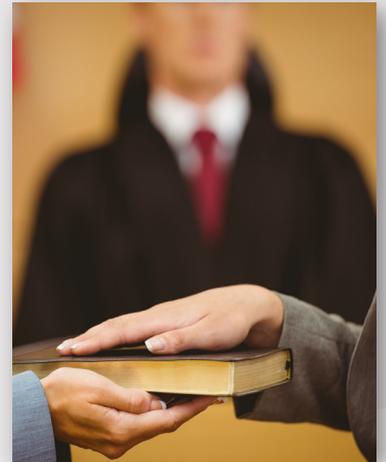


## ONE SITUATION (OUT OF SEVERAL)

A promising start-up in the self directed legal services vertical outgrew their initial offshore development partner. They needed a new team that would be fast, flexible, and reliable with low turnover. Easy scalability was key.

## THE MAVA PARTNERS SOLUTION

Starting with a code review, MAVA Partners worked alongside the client's new CTO and sourced experienced developers to transition their operations to a stronger PHP framework, supplied quality assurance personnel, handled dev-ops, and took over front-end specialty work. Quickly gaining cadence and strong throughput, the team became integral to the client's rapid growth, scaling along without having to wait. Even after several years, MAVA was able to maintain a low attrition system that minimized training downtime. When the client sold itself to a larger industry player, MAVA's team could not be beat by anything in the new regime, continues to thrive, and looks to expand.



SEINOR MANAGER  
An Industry Leading  
Legal Services Firm

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Even after selling the company and a round of consolidation, because of MAVA's proven development value, retention rate, and scalability... we requested more developers from them!

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