

MITRATECH

“I was impressed.”

How Gokare Law Firm increased revenue by 300%

It's not every day you come across success stories where revenue is boosted by over 300%. But making processes more efficient delivers serious results. The Gokare Law Firm (GLF) is a premier metro-Atlanta based law firm that's been providing its clients with outstanding legal solutions since 1999, primarily in the area of Business Immigration Law.

GLF was introduced to INSZoom in 2010. Manjunath Gokare, Attorney at Law at GLF, also a regular at AILA (American Immigration Lawyers Association) national conferences, spotted INSZoom as exhibitors every year. After seeing the demo, GLF with its partner firm, he was impressed by INSZoom and its capabilities.

An opportunity for growth

Prior to 2010, GLF was working with a case management software that offered only form-filling capabilities. The absence of a complete immigration case management solution resulted in manual data collection and entry, increased case production time and reduced efficiency. As a result, the firm could not take on more cases.

The absence of a complete immigration case management solution resulted in manual data collection and entry, increased case production time and reduced efficiency.

The firm's vision was to add more clients to their portfolio. This would be possible with a complete immigration solution that offered not only forms but immigration forms and questionnaires, comprehensive case management, automation of processes, prospect management, billing, stakeholder engagement & communication, reporting and integration with other tools.

Manjunath Gokare identified INSZoom as the immigration software which provided all these features and could catalyze GLF's growth.

A quick turnaround for fast ROI

GLF agreed to implement INSZoom. INSZoom seamlessly migrated data back to GLF from the partnership in less than two weeks. The case managers were trained to use INSZoom, customize questionnaires based on the firm needs, configure petitions and so on. GLF went live with INSZoom in a span of just 30 days.

Manjunath Gokare mentioned: "I was impressed with how sincere the people at INSZoom were. They were open to suggestions and inputs to enhance the product further...they are customer-focused with a great customer support team."

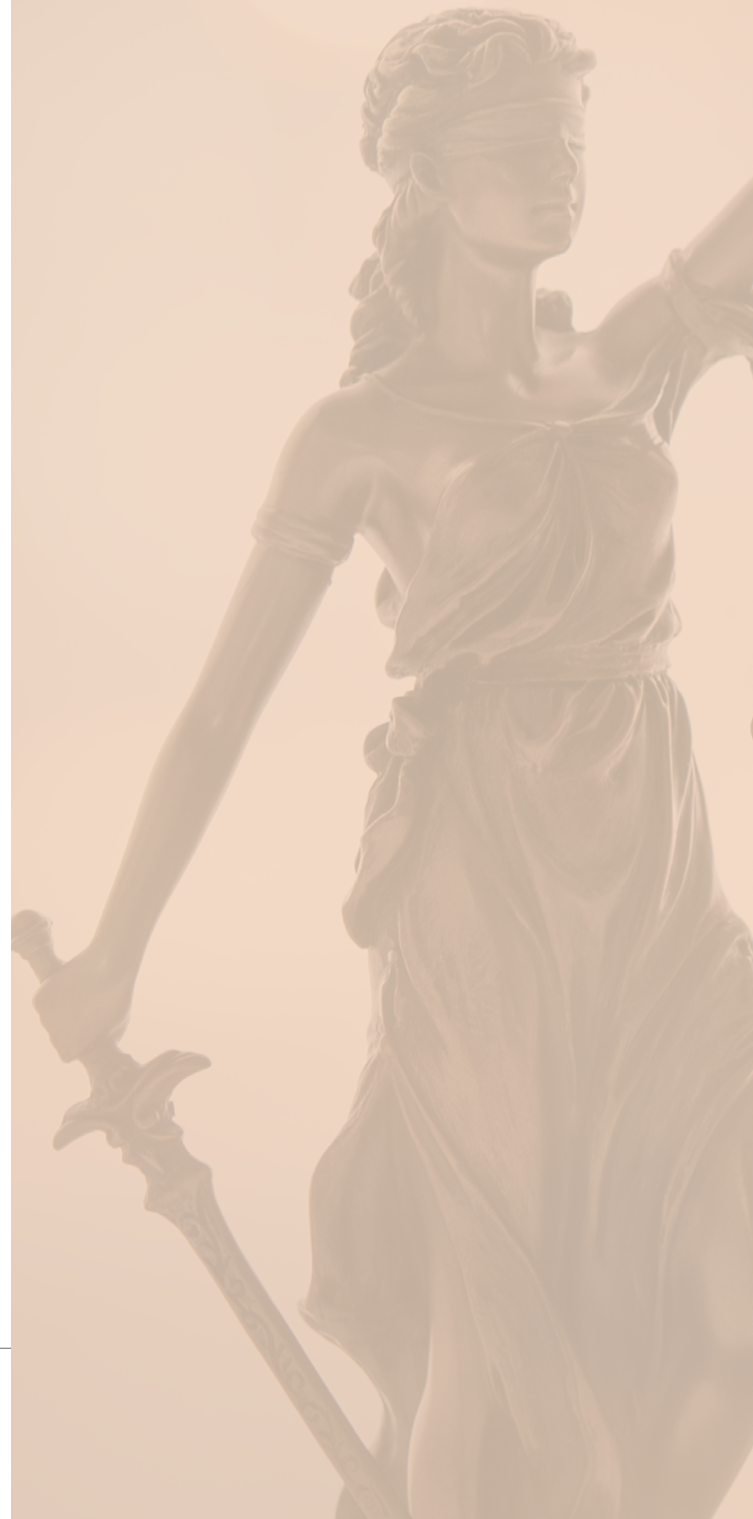
INSZoom turned out to be a profitable solution for GLF and became its immigration technology partner. Earlier, GLF relied on manual processes, with zero automation in the data collection process, no questionnaires and no e-filing.

"I was impressed with how sincere the people at INSZoom were."

Automating for efficiency

With INSZoom, GLF was able to automate the entire data collection process, efficiently use form questionnaires and customize them, use e-Filing to populate data on government websites, run reports, track priority dates and expirations. Within two years of implementing INSZoom, GLF was able to add more clients to their portfolio and process more cases. Since 2010, GLF has witnessed a 100% increase in staff strength. "INSZoom is a trusted partner for GLF," says Gokare.

Since 2010, GLF has witnessed a 100% increase in staff strength... The implementation resulted in a 300% increase in revenue.



The INSZoom implementation resulted in a 300% increase in revenue. INSZoom helped GLF so much that they were able to add an international office in 2016 called GLF LPO in Bengaluru, India.

About Mitratesh

Mitratesh is a proven global technology partner for corporate legal, risk & compliance, and HR professionals seeking to maximize productivity, control expense, and mitigate risk by deepening operational alignment, increasing visibility, and spurring collaboration across their organization.

With Mitratesh's proven portfolio of end-to-end solutions, organizations worldwide are able to implement best practices and standardize processes across all lines of business to manage risk and ensure business continuity.

Mitratesh serves over 1,500 organizations worldwide, including 30% of the Fortune 500 and over 500,000 users in 160 countries.

For more info, visit: www.mitratesh.com

