

Thomson Reuters Practical Law Canada



About Segev LLP

- Full business law firm
- Headquartered in Vancouver, British Columbia
- Offices in Toronto, Calgary, and a presence in the US
- Delivers exceptional level of client care
- Adds value in niche practice areas from gaming and gambling to tech and IP

Practical Law Canada drives career advancement

David McHugh, Partner, Segev LLP

David McHugh, who's been practicing law at [Segev LLP](#) for eight years now, recently became a partner with the firm. His practice runs the gamut from business law to mergers and acquisitions, technology contracting, and employment law.

He started using Thomson Reuters® [Practical Law Canada](#) at the beginning of his career on a trial basis and immediately saw that it could bring value to his career. "The materials were just excellent compared to anything else I had seen," recalls McHugh.

At that time, he'd been wanting to expand into employment law. "So, I made the pitch to the firm that Practical Law would give me the tools—and confidence—I needed to begin an employment law practice."

His pitch was strong. He got the firm to subscribe. And now McHugh heads up the employment practice area at the firm.

An extensive, up-to-date toolset

McHugh isn't the only user of Practical Law at Segev LLP. It serves the needs of articling students, junior lawyers, and partners alike. Users leverage capabilities like practice notes, precedents, and checklists. It also keeps everyone current on the law. "That's one of the great features of Practical Law," says McHugh. "You're always confident that the materials are constantly being updated," which ends up saving both time and effort.



A precedents library beyond all others

At this stage in his career, McHugh turns to Practical Law primarily for its precedents library. “I’ve compared it with a lot of different precedents out there, and the Practical Law precedents are by far the strongest I’ve seen,” says McHugh. “They’re very close to what you need as a final product.”

But this feature, which includes annotations, also proved useful at the start of his career. Junior lawyers don’t always know why each clause is included in a contract. “And you don’t want to be bothering senior lawyers with questions like that,” says McHugh. “[Practical Law] gave me a real leg up being able to understand why clauses were included or what the negotiation points might be.”

Expansion into niche practice areas—on demand

Practical Law Canada gives McHugh and other lawyers at Segev the tools and information they need to serve their clients successfully, even in situations that aren’t exactly straightforward.

When cannabis was first legalized in Canada, recalls McHugh, “We started having a lot of cannabis-related clients that were growing and then needing to distribute their product.” This was a new area for everyone at the time. But McHugh and his team leveraged Practical Law

distribution agreement precedents, checklists, and practice notes. “Having these materials gave us a really strong foundation to put together strong guidance for our clients.”

Technology contracting is another area where McHugh and team have been able to leverage and modify Practical Law resources to serve client needs. “No matter which side of the transaction you’re on, you have great materials available in Practical Law to put together an excellent contract,” says McHugh. “If I’m negotiating a contract that’s not a Practical Law contract, I can still look at the Practical Law precedents and use some of the clauses from those precedents to negotiate a better position for my client.”

Fewer write-downs and more billable hours

While Practical Law drives greater efficiency in his everyday practice, the biggest piece, says McHugh, is that “there’s far less written-off time, because the time spent to get up to speed on some area of law is so much quicker.”

Before Practical Law, if he had to familiarize himself with a new area of law, he wouldn’t be able to bill for the time required to get up to speed. Practical Law, however, provides the checklists needed to get lawyers moving through the entire process with confidence. And that, says McHugh, “ultimately frees up more time for billable hours.”

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