



THE PIONEER

SAPTARSHI (RISHI) CHAKRABORTY
Senior Associate, Nerland Lindsey

As a business lawyer, Rishi believes it is critical to challenge the status quo, and take an entrepreneurial approach that allows him to truly know and understand his clients' needs.

HOW RISHI USES PRACTICAL LAW

Rishi immediately connected to Practical Law when he was first introduced to it as an associate at Norton Rose Fulbright, where he was an associate. By the time he was invited to join Nerland Lindsey, where he made sure that Nerland Lindsey first subscribe to Practical Law before he accepted an offer to join the firm.

"I asked the firm to subscribe to Practical Law and the firm obliged," says Rishi. "Since then, it's been a wonderful addition to our knowledge management content."

With Practical Law, Rishi and his colleagues have readily available content that always reflects the current state of the law.

"It is incredibly important that lawyers have access to current information, standard clauses and market data points. For a firm of our size, you can't have a dedicated team just doing knowledge management. That's where I think Practical Law is really levelling the playing field for firms of our size when we go up against the bigger firms.

"At the firm now, you'll see lawyers in the morning come in the office and open up Practical Law and leave it open all day."

HOW PRACTICAL LAW HELPS RISHI

Practical Law's Practice Notes contain annotations with in-depth targeted analysis of legal practice points, model documents and clauses with embedded detailed drafting notes, negotiating tips, opposing positions, and alternative clauses.

"It almost seemed to me that I was able to go into the back of the mind of the drafter and understand why a certain clause was written in a certain way, as opposed to what my existing precedent bank says," says Rishi, adding that the whole process is intuitive and easy to learn.

Clients demand that their lawyers be trusted advisors who are efficient and thoughtful when handling their work. Rishi believes that Practical Law not only helps make him a better, more informed lawyer, but it also improves his practice and helps him give his clients the best service possible.

COMPANY PROFILE

Name: Nerland Lindsey LLP

Location: Calgary, AB

Practice Size: 35-40 lawyers

Specialties: Corporate and securities law, corporate governance, mergers and acquisitions and corporate finance

Website: nerlandlindsey.com

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