

From Empty Field to Finished Facility, Boutique Real Estate Firm JAP Uses Litera Transact to Manage Deals Effortlessly

OVERVIEW

José Antonio Pérez, the founding partner of boutique law firm JAP in Barcelona, Spain, is always looking for ways to automate work processes to free up lawyers' time for more complex legal work. The lawyers at JAP focus primarily on large, complex real estate transactions for sectors including logistics, hospitality, and healthcare. One recent transaction involved the largest inventory building ever leased in Spain—an 18,000 square meter facility. José Antonio explained, "Most of the time we'll start with an empty field and then, over several years, we'll help our client purchase the land, build it up, lease it out, and finally sell that finished building to a third party."

Managing all of those transactions—from non-binding offers and due diligence through sale and purchase agreements, construction agreements, lease agreements, and so on—was often time-consuming and laborious. José Antonio saw how much valuable time he and his lawyers were wasting shuffling and searching for documents and managing signatures. He noted, "I always thought there should be an online checklist, something where we could share documents and track versions without emailing constantly."

SOLUTION

The search for a better approach brought José Antonio to Litera Transact. He immediately saw the potential for generating online checklists, establishing secure, access-controlled deal rooms with up-to-date document versions, and obtaining and tracking electronic signatures. "Now," he said, "we do almost everything in Litera Transact."

RESULTS

The switch to Litera Transact has paid off in more ways than José Antonio initially expected, producing at least three notable benefits.

1

Litera Transact's online checklists make it easy to communicate about deals and monitor their status.

One of the challenges around the way JAP manages transactions is the variety of people involved. “We’re a small firm, with only three lawyers,” José Antonio explained. “We advise in some pretty big real estate projects that tend to be quite complex, so we create a team by bringing in outside counsel for specialized matters like zoning.” Keeping all of those people on the same page could be a challenge—until Litera Transact.

Now, José Antonio said, “When we start a deal, we go straight to Litera Transact to create a checklist and we invite everyone we can: the client, notaries, our counterparts and their lawyers, and any outside counsel. By creating that space to work together, we can avoid all those emails about the checklist—people can just make comments directly in the list.”

Litera Transact also makes it simple to keep track of the deal’s progress, particularly around signatures. “Monitoring signatures is horrendous if you don’t have an app that can do it for you,” José Antonio noted. “You never know who’s signed what when or which version they were signing.” He added, “Even people who aren’t used to working with technology like this have signed their documents with no problem. And on the rare occasion when there has been an issue, Litera’s customer service has been terrifically responsive in finding a way to resolve or circumvent the problem.”

2

Litera Transact’s protected workspaces make collaboration simple and transparent.

Because the team at JAP works with so many different parties, collaboration is key. José Antonio described one recent example where he established different deal rooms for each stage of a major redevelopment. “This was a great success story: a lifecycle project where we managed the whole thing in Litera Transact from beginning to end,” he explained. “We wrote a non-binding offer for the land, the client purchased it, and then we managed the build, lease, and resale all in one Litera Transact project.” Over time, JAP used Litera Transact to create new folders, add people, and change individuals’ access levels so that everyone could access the documents they needed to see and nothing more. “At the end, we have the entire story of this land—and all of the associated documents—in one place. Litera Transact made life much easier; without it, we would’ve lost all that concise history in endless emails.”

3

Litera Transact saves time by managing document versions effortlessly—without searching through emails.

José Antonio noted how many documents were involved in a real estate transaction and how time-intensive it was to try to keep track of document versions through emails. “You have all these email chains up and down and all these different attachments with different versions,” he explained. “You never know what the last version was or which version you should be looking at.” JAP has a strong focus on using technology to save time, so this state of affairs didn’t sit right with José Antonio. “I’m a pretty techy guy, so I kept asking what could help me save time with this. I don’t have time to dig around through emails looking for the last version of something.”

“Using Litera Transact to draft transaction checklists is much easier and has spared us considerable time. You write the checklist and then Litera Transact does the work for you.”

José Antonio Pérez
Founding Partner,
JAP

Now that JAP uses Litera Transact for all of its deals, José Antonio doesn't have to waste his time or his associates' time searching for document versions. "One recent success story involved a complex land transaction that was being financed by a group of investors, with multiple parties to the deal and numerous documents and annexes to finalize," he explained. "We built a checklist in Litera Transact and had everyone confirm their documents. After a quick review, everyone agreed that the schedules we had were correct—and we saved easily 20, 30, maybe as many as 100 emails with different versions."

"With Litera Transact, I have more free time to think about whatever it is that deserves my thought—and that's not tracking down a document version," José Antonio said. "This is just the way we work at JAP. Everyone here knows you have to open Litera Transact to run a deal. It's become part of us, and I cannot imagine our practice without it."

About JAP

JAP is a boutique law firm specialized in real estate law that is particularly sensitive to business needs and to the markets where it practices. JAP is present in the events industry, hotel & leisure and healthcare and is known for versatility and ability to attack complex projects requiring organization and control but creativity and hard work in narrow time spans. Small does not mean alone but build-to-suit. Jap builds his own team for each particular project by selecting the key partners for each project amongst Jap's network of experienced professionals. JAP is also a technology driven firm with firm commitment to innovation.

About Litera

Litera is the leading provider of software for law firms and document-intensive organizations across the globe, helping them satisfy client demands. Our document drafting products empower users to create, proofread, compare, clean, and distribute high-quality content quickly and securely, from any device, while our transaction management platform converts the manual, tedious process of managing transactions by creating a secure, collaborative workspace and automating the entire signature process.