

# A CUSTOMER SUCCESS STORY: AL TAMIMI & CO

with  
**Zane Anani**  
Professional support lawyer

1.

Zane Anani, a professional support lawyer at Al Tamimi & Company, discusses how legal research tools Practical Law and Westlaw have helped the firm's lawyers to improve client services and identify new business opportunities across the Middle East.

## The business case

Al Tamimi has become one of the largest law firms in the Middle East and, as a result, we now provide strategic legal advice across a variety of sectors and jurisdictions. As our business grew, we found that we needed access to comprehensive and regularly updated legal research and legal know-how resources in order to ensure we are up to date on key legal developments affecting clients. Practical Law and Westlaw have become a necessity in supporting our firm's cohesiveness and ensuring all our lawyers have access to the same expert information.

2.

## The user experience

Westlaw and Practical Law provide excellent access to legislation, cases and practical know-how that support matter and case management across a range of sectors. We received valuable support from Thomson Reuters in rolling out the platform across the firm, which has helped our lawyers to make full use of the legal research tools available to them. Today, our lawyers can work more efficiently and effectively by referring to legal precedents, expert opinions and contract templates for each of their practice areas.

Our lawyers have also benefited from a wide range of legal commentaries as well as the standard documents and guides. The easy-to-use resource has been a real asset in providing reliable English translations of legislation and cases that affect different industries across the region. There is a lack of high quality practitioner's books in English within the region, so our lawyers have found Practical Law and Westlaw to be extremely useful resources.

“Practical Law has been a **game changer** for our law firm”

# 3.

## The return on investment

Lawyers at Al Tamimi, like elsewhere in the world, have to engage in continuing professional development to maintain and develop their legal skills and knowledge. Practical Law has been a game changer for our law firm because it helps our lawyers to improve current awareness by accessing expert legislative updates and up-to-date resources on legal issues affecting industries across the region. Our lawyers can then quickly analyse that information and deliver legal services that are customised to our clients' specific needs and circumstances, wherever they are based. We have also seen the benefits being passed on to clients, especially in terms of adding value and increasing business opportunities.

Our investment in Practical Law and Westlaw has served us well during the Covid-19 pandemic, when our lawyers have worked remotely across the Middle East. The expert legal know-how and intelligent legal data available through these resources has helped our lawyers to maintain the excellent standard of quality that corporate counsel naturally expect of us. Going forward, I expect the Westlaw and Practical Law platforms will help us to increase efficiency within our firm and allow our lawyers to spend more time on learning and development activities that will strengthen their legal skills, sectoral expertise and client services.

**“Practical Law and Westlaw have become a necessity in supporting our firm’s cohesiveness”**

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### ABOUT AL TAMIMI & COMPANY

Our clients are at the heart of everything we do. Founded in 1989, we are the largest corporate law firm in the UAE and throughout the Middle East with more than 350 professionals in 17 offices across 9 countries. We're determined to use our knowledge, experience and intellectual rigour to find innovative solutions to overcome complex business challenges. We actively encourage diversity and inclusion, enabling us to attract and retain the best talent, to ensure our clients succeed. We're an integrated global corporate law firm with significant depth and resources, offering a full suite of legal solutions to deliver world-class legal advice in key global sectors.

**For more information, visit [tamimi.com](https://tamimi.com)**