



**"OnLAW® PRO is really helping us with our strategy** of being a deeply knowledgeable, boutique trusts and estates firm."

– Gary Winter, President

## CEB Stories:

### Gary Winter and Lawvex



#### Boutique Firm, Boutique Research Solution

CEB is an integral part of Gary Winter's tech stack, and of his thriving boutique trusts and estates practice. Find out more about CEB solutions at [ceb.com](http://ceb.com).

“We're a much larger customer today, but even as a solo back then, when I had a question about billing or subscription or whatever, I could reach someone on the phone, and have a conversation. It didn't need to be a long one, but it just felt like the service we were receiving and have received for years has been consistent; it's been thoughtful and collaborative and kind. That's meaningful to us.”



### The Story

Gary Winter's California firm made the switch to a California research solution after reevaluating his contract with a national legal research provider.

- Gary Winter has used CEB since he started law school in 2003, first as a clerk, then as an associate and a partner. CEB resources came with him when he went out on his own.
- He made the switch to OnLAW® as his firm's primary research solution when he evaluated his tech spend and decided to jettison data he wasn't using.
- Now OnLAW PRO is an integral part of the success of his growing California law firm, helping him with day-to-day research, routine and not-so-routine case matters, and bringing new attorneys up to speed.

“Some of the large data providers don’t quite get some of the nuances of California-specific matters, and you end up having to buy a lot of data that you don’t really need and don’t want to use just to get California. It’s confusing for staff. CEB’s more niched and California-specific.”

“It just takes minutes. You get a set of results, you can jump in there quickly, identify the statutes, and get the action steps to your paralegals, who can pull the right forms.”

“OnLAW PRO does enhance our competitive advantage, mostly because you can get so many different things. With the volumes we have access to, and the citator, it’s a really great value when you look at the price point per lawyer.”

### The Challenges

Prior to 2010, Lawvex used CEB’s OnLAW® for legal research alongside a national legal research product, but Winter was tired of paying for resources the firm didn’t need—and frustrated by unsatisfactory dealings with the large corporation.

He didn’t need much of the data he was paying for, and he especially didn’t need the hassle of trying to reach an actual human on the phone. When an agreed-upon discount from the corporation was not honored, it was the last straw.

He made the choice to go with CEB for most of his legal research needs, and when CEB introduced OnLAW PRO in 2019, he upgraded for the integrated ease of use.

### How CEB Helps

In bringing new attorneys and staff into his growing firm, Gary Winter is impressed by CEB’s California-focused secondary sources and primary law research tools.

- CEB secondary sources help the firm with the kinds of cases they don’t encounter every day.
- Since Lawvex has cases in a number of California counties at any one time, having access to OnLAW PRO’s searchable local rules is a big help.
- CEB’s TrueCite™ citator is “top of the line” and easy to use for the occasional litigation matter the firm handles.

### Superior Results

CEB’s OnLAW PRO, with its wealth of California-focused resources, is helping Gary Winter execute his growth strategy for his thriving central California firm, attorney by attorney and case by case.