



Welcome to the Summer issue of our newsletter

It's certainly been an interesting start to 2023 in the property sector and, for our conveyancing clients, remaining compliant is not easy amid such market and legislative turbulence.

As a property partner, we are evolving faster than ever before to make sure our clients have access to the most innovative digital products available and can efficiently manage their caseloads. Our aim is to keep local marketplaces buoyant, and we can only do this by ensuring independent conveyancers are fully supported, compliant and able to reduce delays in transactions wherever possible.

Coming soon!



Scan here
to sign up >



Launching this summer, Compli: is our new in-depth compliance briefing, with expert articles written by leading property experts. Combining industry insights with hot topics and pertinent opinions, it's the compliance read you don't want to miss!

To sign up visit: bit.ly/CompliNews

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Summer Offers

Following on from the huge uptake during National Conveyancing Week we are continuing the offer to all X-Press clients, who will receive...

- Armalytix Source of Funds - 10 free searches per practice.
- Report on Title - every law firm is eligible to receive 20 free reports.

Compliance



Staying compliant remains a huge issue in the conveyancing and legal sectors. The SRA is continuing its crackdown and government is pushing to add a 'failure to prevent fraud' offence to the Economic Crime and Corporate Transparency Bill which is currently going through Parliament. This new offence could put white collar professionals – including lawyers and conveyancers – at risk of prosecution.

X-Press clients can rest assured that our platforms are protected by the highest levels of cyber security and a complete suite of reports officially recognised to prevent money laundering.

We now offer a full suite of options to enable you to fulfil your due diligence and compliance requirements and avoid SRA fines. **To make your working life even easier, the following are all available to order at the click of a button through ICOS, our online ordering platform:**

- AML checks
- Source of Funds checks
- Law firm ID checks
- ID checks
- PEP and Sanctions



Is time, accuracy and compliance a priority?

Streamline your conveyancing workflow and integrate your case management system with ICOS.

To help law firms overcome the cost of case management integrations, we are now partnering with boutique legal software solution providers. Building new integrations, so you don't have to.

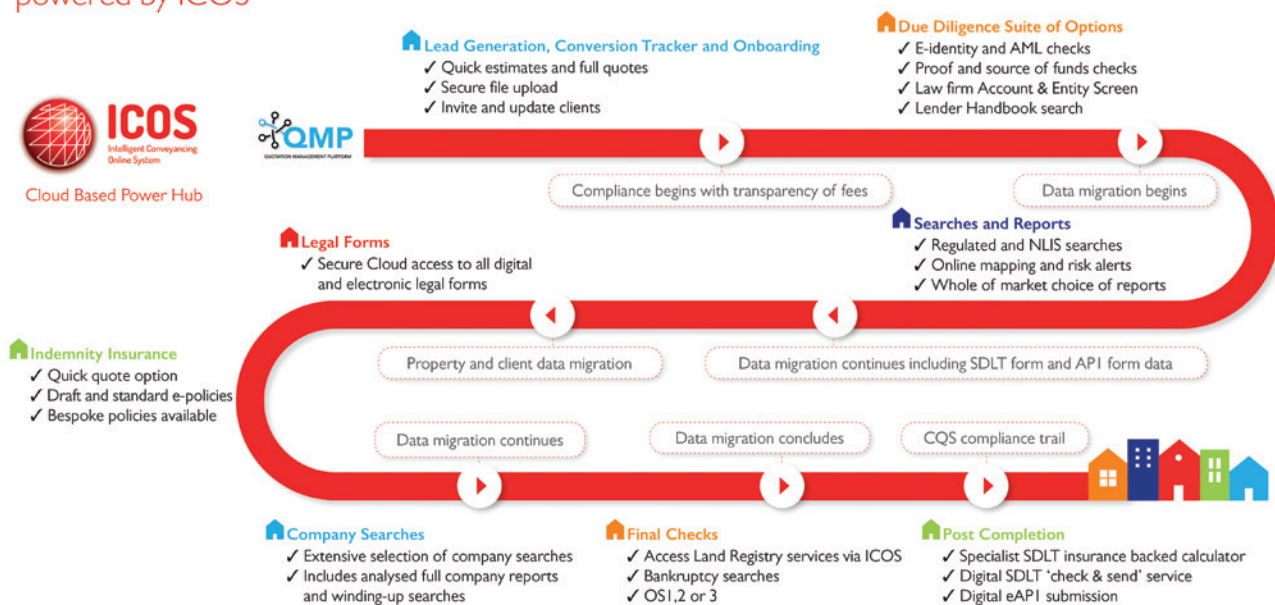
Available integrations now include:

Actionstep
Hoowla
Linetime
Proclaim
SOS
Redbrick Solutions
Tikit - Partner 4 Windows

The benefits of integrating your CMS with ICOS:

1. **Increased efficiency:** Integrating your case management platform with ICOS allows your team to quickly and easily order products and access services used in property matters.
2. **Improved user experience:** A secure, streamlined and consistent user experience with a single sign in. Multifactor Authentication (MFA) secures access to the ICOS portal from anywhere.
3. **Time saving:** Everything in one place and automation reduces the burdens for your back office teams.
4. **Easy access to services:**
 - Onboarding platform
 - Full suite of compliance products
 - SDLT & eAPI submissions including audit facility
 - A complete range of property searches
 - Legal forms suite
 - Indemnities suite
 - X-Press Pay: your clients pay direct for search reports
5. **Risk management:** Search reports and other valuable documents are stored safely, with reduced risk of human error.
6. **Dedicated support team:** Our expert team ensures that customer enquiries are handled quickly and efficiently.
7. **Bespoke:** Every integration is unique; we build a tailored solution to meet your firm's needs.
8. **Cyber secure:** Cyber Essentials and Cyber Essentials Plus accredited.

The Matter Management Journey, powered by ICOS



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We are delighted to announce our new partnership with LMS to deliver Confirmly, a fast, trusted and secure law firm identity checking technology.

Confirmly allows the provision of real time monitoring to law firms by harnessing LMS Panel Link and specialist data to verify bank account details. It reduces the risks associated with money transfers and allows the quick and easy gathering of information from trusted third-party sources.

All X-Press clients now have access to Confirmly through our online ordering platform, ICOS.

Full client onboarding solution

Our new Quotation Management Platform (QMP) offers clients bespoke flexibility; from a simple quick estimate calculator to satisfy SRA and CLC transparency rules, through to a full client onboarding solution and case tracking platform.

Whether leads are generated from referrers, your website or direct customer enquiries, QMP quickly produces and manages bespoke conveyancing quotes branded to YOUR law firm. From initial quote through to ID and fund checks, TA6 forms and search bundles, everything is focused on providing your law firm and clients with a seamless conveyancing transaction.

QMP is also now fully integrated into **Redbrick Solutions**, meaning firms already using this case management system can swiftly access and complete quotations through QMP.

Contact our team to find out how you can enjoy QMP for free.



Meet the team - Emma Stanton, Head of Learning and Development



Emma leads the X-Press Academy, our inhouse training and leadership department, and provides a vital link between our head office and local teams.

Emma brings together our network through group workshops and webinars, alongside mentoring and coaching sessions. It is Emma's job to keep everyone up to speed on training and leadership plus our latest products and innovations. She works closely with our company directors, marketing and IT teams, as well as suppliers, to ensure the network is highly skilled and confident in delivering the unparalleled service that X-Press is renowned for.

Diary dates

We continue to run regular training events, including webinars and in-person training seminars, keeping our clients up to date with developments and trends in the conveyancing sector.

Over 30 CPD events across England and Wales are now in the diary for 2023, featuring industry experts Richard Snape, Stephen Desmond and Ian Quayle amongst others.

Book via our website or contact your local X-Press Legal Services' office to reserve your place.

Coming soon: Look out for our new Webinar replays in ICOS. A great chance to keep your professional knowledge up-to-date and catch up on any webinars you may have missed.



Stephen Desmond



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Demand for X-Press' services leads to further growth



Frances Brown

Lee Colmer

We are thrilled to report several new office openings and expansions over the past few months. Extending our geographical reach, we have welcomed two new office owners – Frances Brown in Surrey and Lee Colmer in Kent.

Originally from Australia, Frances has a background in property and business intelligence and is already busy working with 12 local councils!

Former barrister's clerk, Lee has a keen eye for detail and an established reputation within the Kent business community.

Having spent the past 11 years growing her X-Press business, Steph Hector has expanded her region to encompass all South Wales. Russ Welch continues to deliver great results in the North West and has extended his region to include Cheshire West & Chester, Wirral and North East Wales.

Find your local X-Press office

Our network of offices across England and Wales continue to provide the best quality support to our clients.

Bristol, Bath & Somerset
01454 416 710

Central, SW & NW London
0203 771 3840

Cornwall & Devon
01503 263 927

Cumbria
01228 406 385

Central Midlands
0330 159 5365*

Derbyshire & Nottinghamshire
01977 355 015

Durham
01916 593 567

East London
0330 159 5364*

Essex, Herts & Cambs
0330 159 5356*

Fylde Coast, Lancaster & Cumbria
01524 548 815

Gloucestershire
01453 707 664

Greater Manchester & Cheshire
0161 641 6503

Hampshire
02380 981 273

Home Counties & Hampshire
01993 226 999

Kent
01322 912 015

Lancashire & Bolton
0330 159 5315*

Leicestershire, Warwickshire and Worcestershire
01788 574 706

Lincolnshire
0330 159 5367*

Norfolk & Suffolk
01603 964 143

North & West Yorkshire
01423 889 331

North Cheshire, Merseyside and Manchester
01925 393 333

South & West Yorkshire
01422 361 115

South Wales
02920 865 348

Sussex
0330 159 5366*

Surrey
01483 399 241

Thames Valley
01865 306 852

West Midlands & Staffordshire
01902 255 058

Wiltshire, Swindon & South Gloucestershire
01454 279 994

Wrexham, Cheshire West & Chester
01925 737 081

X-Press Legal Services (Head Office)
01925 393 333

*local call rates apply

If you have any questions about our services, please contact hello@xpresslegal.uk / **01925 393 333**.



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