

Smokeball Case Study

Murray Grills, Owner, Regional Conveyancing, VIC



Regional
CONVEYANCING



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Regional Conveyancing is a licensed conveyancing office with over 20 years of conveyancing experience, we deal with both residential and commercial property transactions. We installed Smokeball conveyancing software back in July 2017 and all team members are now using the program.

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Before switching to Smokeball, we had outgrown our previous system, we were losing a lot of valuable information and doubling up on information as the synchronisation between programs was poor. We decided to hunt for a solution. Smokeball was recommended to us by InfoTrack, a technology company that provides property searches for conveyancers and is one of Smokeball's integration partners. Based on that referral we decided to book a product demonstration.

During the demo, the most obvious advantage of Smokeball was its ability to save your firm significant time. It was evident that we would spend far less time on various administrative tasks. Completing forms would no longer be fiddly and the risk of error would be greatly reduced through the legal document automation. We believed Smokeball would be the best tool to assist with running our conveyancing business, so we decided to sign up.

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The cloud technology and live data synchronisation the software provides is phenomenal. All our data is available immediately on all devices in any location. The live and automatic data synchronisation allows all our staff to work seamlessly on the same matter without any delay. We can back up our data locally with a click or we have the option to request a copy anytime.

Smokeball's PEXA integration is also outstanding, it will assist practitioners' transition to 100% electronic conveyancing with ease. You can easily create and manage your PEXA workspaces, with all your property matter information within the workspace. The integration allows you to complete your conveyancing matter electronically from start to finish, avoiding the hassle of printing, collating, scanning and posting. Saving you time and the need to re-key data, as all your matter information will pre-populate.

However, I have found the best thing about Smokeball is that they listen to your feedback and actually implement change. There were certain features that we liked in our previous program, so through discussions with the Support Team, some of these improvements have been made in Smokeball. The end result is that we have been creating the perfect conveyancing program.

To sum it all up Smokeball is simple and intuitive software designed specifically for conveyancers. It's the best tool to assist with running your conveyancing business. Also taking into consideration the digital shift it will definitely help you adapt to these changes.