



Free.  
Different.  
Efficient.



Law Firm in  
Paris and London

# Let's reinvent the way we practice law

Squair, founded in 2018 by Olivier Lopez and Damien Gorse, opens the doors for a new kind of Law Firm. Meet the two founders.



## What led you to launch Squair?

**Olivier Lopez:** Through my experiences in Paris and New York, I was able to observe the weight of hierarchy and internal politics, the difficulty to adapt work methods to both the pace and new requirements stemming from digitalisation. I witnessed the lack of transparency, in particular regarding remuneration, and slow career progression.

**Damien Gorse:** I wanted to work differently, embrace the societal shift and aspiration, shared by a number of lawyers, to find a better balance between my professional goals and life aspiration.

# 200

active clients in 2019, a third of which are foreign based companies.





**What are the advantages, the cornerstones of this model?**

**O.L.:** Our values are not so different from those shared in team sports, such as rugby which I am particularly fond of. In order to win, one must first and foremost enjoy playing. It is also essential to be able to rely on a team in which he or she will have the chance and freedom to be invested and find the relevant support when required.

**D.G.:** At Squair, all the partners enjoy the high-tech tools and resources needed to develop their activity and provide the best support to their clients. They can also rely on a first-rate practice structure with offices in Paris and London, and excellent administrative support. Squair has even



**YOU WANT TO ACHIEVE YOUR CAREER GOALS WITHOUT GIVING UP YOUR ASPIRATIONS. ALL YOU NEED TO DO IS TURN THE PAGE.**

created and developed a tailor-made software allowing every lawyer to manage their activity and billing in the best possible way.

**In the end, what is Squair exactly?**

**O.L.:** Fair and “Square”, like our relationship with our partners, like our determination to help you advise your clients by providing you with the best means to succeed.

**D.G.:** : I would add that “Air” as a reference to the lean structure and the complete freedom given to each partner. While handling your cases and running your practice with full autonomy, you benefit from a structure and the resources you need to bring greater added value to your clients. This makes all the difference.



## (FINALLY) WORK WITH COMPLETE FREEDOM

Avid to provide the best work environment, Squair allows you to work with maximum flexibility and minimum constraints. At Squair, you practice from anywhere you want, whenever you want, and above all, as you wish... So you can perform at your best and bring responsive tailor-made support to your clients.



SQUAIR GIVES ME **THE FLEXIBILITY I NEED** TO MANAGE THE DIFFERENT PROJECTS I AM WORKING ON AND **TO PROVIDE BESPOKE SUPPORT TO MY CLIENTS.**

Lucas Sebban, Squair Partner

## TEAMWORK... ACCORDING TO YOUR NEEDS AND YOUR GOALS



Squair brings together lawyers with complementary profiles, in tune with the reality of society. The diversity of the team members' backgrounds will enable you to find the support and expertise you need, when you need it to achieve the objectives you have set for yourself.

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38 years old

the average age of the lawyers joining us

## YOU HAVE ACCESS TO HIGH VALUE ADDED SERVICES



A top tier structure, a brand, relevant marketing tools, access to a pool of trainees, online documentary resources, Microsoft Office, Cloud, invoicing software, channels to make exchange of information more fluid and dynamic, collaborative project management solutions... We give you the means to develop your business and offer the best solutions to your clients.

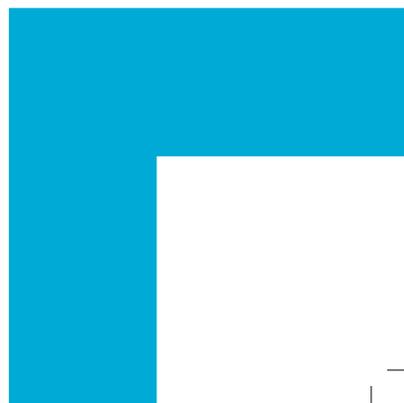
## NO FIXED COST, TRANSPARENT FEE ALLOCATION RULES

Set your own goals and don't be accountable to anyone. You are free to adopt the fee and billing policy that you feel is appropriate for your clients, considering the matter at hand. This flexibility is one of the founding principles of Squair. It is made possible by the fact that the partners are not charged any fixed costs and the implementation of a simple and transparent fee allocation rule, distributing to the partners involved in a case between 75% and 99% of the fees collected.

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60%

of Squair's partners are women



# The tools and resources you need to develop your business

At Squair, you benefit from the best human and material resources to grow your business and provide high value added support, without ever having to give up your freedom.

As a full-service firm, Squair brings together a team of lawyers with complementary backgrounds and expertise in Business law. Through its offices in Paris and London, the firm provides an administrative support you can always rely on. Partners at Squair work in or share their time between Paris, London, or Valence, and enjoy this new way of working every day with efficiency and flexibility.

## EVERYTHING IS THOUGHT TO OPTIMISE EFFICIENCY

In order to achieve this, Squair's lawyers have access wherever they are, to the major legal databases, knowledge bases, relevant digital tools (Office 365 Suite, docusign, deepL, etc,...), court mailbox pickup. Professional rankings, media communication, press relations, networking events... you benefit from Squair's notoriety and are provided with individual marketing tools. "As a Squair Partner, I benefit from the resources and the brand of a top-tier law firm. My clients can therefore enjoy the

responsiveness of a large firm, regardless where I am working from" says Yuliana Colorado.

In order to deliver a bespoke support to your clients, more aligned with your vision of our profession, Squair first and foremost thought about your freedom. It is by getting it back that you will be able to deliver the best legal advice. By minimizing constraints, Squair allows you to focus

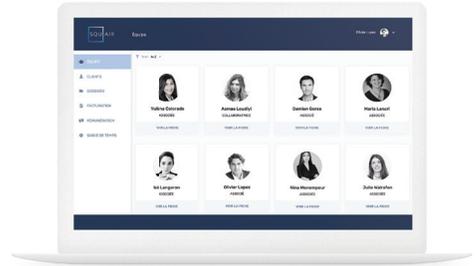


I ENJOY BEING PART OF A TEAM OF LAWYERS DRIVEN BY **A CERTAIN FREE SPIRIT** BY ALSO **BY A COMMITMENT TO EXCELLENCE**. I JUST LOVE THIS ENERGY.

Julie Walrafen, Squair Partner



on your expertise. On your own or with the support of a team with complementary expertise. You choose the way you enjoy working. Because we know that what is good for you, is necessarily good for your clients!



SQUAIR? IT IS A NEW MODEL OF LAW FIRM WHERE **WE CHALLENGE OURSELVES ON WHAT IT MEANS TO BE A LAWYER AND WHAT IT SHOULD MEAN TOMORROW, IN ORDER TO BEST SERVE OUR CLIENT.**

## A TAYLOR MADE SOFTWARE JUST FOR YOU

Squair created, designed and developed a software allowing its partners to manage their activity and their billing in an optimal way.

- Exploring Squair lawyers' profile
- A client and case creation module that specifies who originated the case as well as the lawyers working on it, allowing to automatize allocation of the remunerations
- Time entry or allocation of flat rates
- Tracking of the time spent/billing for associates and interns working on cases
- Generating invoices
- Tracking of the collection of fees and allocation of remuneration
- Dashboard allowing you to monitor your performance



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Would you like to join us  
and design your future at Squair?  
Let's meet soon!

