

Helping Our Customers Win



ENSafrica is the largest law firm in Africa, with over 600 practitioners and a network of offices and experts across sub-Saharan Africa.

The firm has a mix of specialist practices, including expertise in tax, regulation, financial services, insurance and shipping. Within the shipping sector, the firms' clients include Protection and Indemnity (P&I) clubs and liner operators, as well as fishing majors.

ENSafrica subscribes to shipping law services from Lloyd's List Intelligence, including The Law Reports and the Lloyd's Maritime and Commercial Law Quarterly (LMCLQ), which are accessed via the i-Law knowledge platform.

Q: What challenges were you looking to help colleagues address with our solutions?

It's essential for Tony and his team covering the shipping sector to have a reliable and comprehensive reference source covering the legal developments and precedents that pertain to the cases they take on for their clients. For example, if they are working on a case involving a dispute between a yard and a buyer, they need to know the relevant case law in comparable disputes that have taken place not only in the specific jurisdiction but around the world.

Prior to adopting the services from Lloyds List Intelligence, Tony and his team - like their counterparts in other maritime law practices - mostly used hard copy legal reference books to search for this type of case law information and other relevant developments, across a wide range of topics and jurisdictions. This approach had a number of disadvantages. In particular, the process was time-consuming and the information they were able to access could become out of date or incomplete between annual updates.

Introducing

Tony Norton

**Executive -
Shipping, Ports and Logistics**

South Africa



Tony heads up the Shipping, Ports and Logistics Department at ENSafrica, with responsibility for the firm's business in the maritime sector. A widely respected legal practitioner with 33 years as a member of the Maritime Law Association of South Africa, he has acted for the owners and operators of vessels as well as the various trade associations that represent their interests, their insurers, mortgagee banks and ships' agents.

“The breadth of coverage in i-Law works well for us as a multi-practice law firm, it gives us that wider perspective across the various areas within maritime.”

“We can research the broader picture with a good degree of confidence that we're efficiently capturing what's needed and then dive into the detail on the specifics of a case or article.”

What are the most important features and capabilities of the service for you and your organisation?

Quick access to the wide range of maritime law information Tony and his team need, using the search functions, key terms and indexes within the Lloyd's List Intelligence i-Law platform

Comprehensiveness within maritime law and across the sector, with an extensive library and archive to enable reference to a wide range of cases, articles and conventions

Up-to-date information and coverage, which is refreshed regularly via the news services and updates to reference materials

The ability to quickly understand the overall picture and key developments of interest as highlighted in the law reports and quarterly updates, coupled with the availability of in-depth detail where needed, meaning Tony and his colleagues can drill right down to what they need to know in relation to a specific convention or article

Trustworthiness and reliability, meaning the team at ENSafrica have confidence in the accuracy and credibility of the materials they access

“The reputation of the Lloyd’s List authors is impeccable. They are trusted authorities in maritime law.”

How would you describe the impact of these services?

To remain competitive and meet clients' expectations in the maritime sector, it's essential to work quickly and efficiently, while researching and analysing the wide range of information relevant to every case. This means that the services ENSafrica uses from Lloyds List Intelligence, by providing rapid and reliable access to a wealth of up-to-date maritime law resources, have become a highly-valued resource that supports Tony and his team in delivering for clients.

“I have the service open all the time. Quite simply it enables us to do our job.”

To find out more about how our services can help your business win please contact us:

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