



## CLIENT TESTIMONIAL: QStory

*Fiona Coleman, COO*

As a start-up, the big issue for us was costs: we simply could not afford the legal bill that typically comes with legal support in setting up a company.

Our needs were vast at the time; we needed all the documentation ranging from employee contracts; customer contracts, NDAs and corporation docs to be in order but a traditional law firm would have made for a hefty legal bill. 360 Business Law sent us a marketing brochure in the post, and since we were setting up this SaaS business, their model seemed to align with ours and meet our requirements.

For us, having the Service as a Service quarterly charge was really helpful to our cash flow. On top of this, having expert legal counsel available all the time has been a huge bonus. Prior to working with 360 Business Law, we were hesitant to instruct lawyers for fear of the one-off costs for a simple query. In some cases, we would muddle along ourselves using templates because we knew if we rang up a lawyer, we would start to incur one off fees that we simply could not justify. Having the 360 Business Law team on hand takes huge pressure off the business.

Now, we're fully supported legally day and night - for a small business, it makes all the difference. From a cost perspective, it's so much easier to operate. The responsiveness of 360 Business Law is near enough like having your own legal counsel in-house at a fraction of the cost.



I enjoy working with them as people; they are helpful and reliable. Bob, Amanda and Duncan, for example, all understand our business, our customers, our mission and the tech market on a whole. This expertise coupled with the continuity of their service and the subscription model are three of the primary reasons why I would recommend 360 and already have to others in my industry.

