



Wiese & Wiese Inc.
attorneys | cost consultants

PRACTICE PROFILE

OF

WIESE & WIESE INC.
ATTORNEYS & COST CONSULTANTS

INTRODUCTION

The South African legal fraternity is historically a “gentleman's club” where only a selected few descending from a long line of “legal royalty” dared to enter. Armed with the legacy of a name and the buying power of the established client base, the bigger law firms tend to dominate by buying or suffocating smaller firms to maintain or enhance their market segment.

The face of the modern South African legal environment is however changing with the ever increasing admission of attorneys to the profession. The ever growing competition and desire of the market to get value for money is increasing, which creates an opportunity for correctly positioned smaller law firms.

The only manner in which law firms intending to service larger corporate clients will survive, is to remain relevant and conform to sound business principles of cost effectiveness without jeopardising professionalism and outstanding service. This is, in a nutshell, the value proposition of Wiese & Wiese Attorneys and Cost Consultants.

HISTORY OF WIESE & WIESE

The firm was established early in 2011 as a general practice, correspondent attorneys firm and legal cost consultancy firm. The firm was established without any financial assistance or loan from a third party and has managed to grow and establish itself as a healthy and successful firm with little exposure to creditors.

Wiese & Wiese was established by Hein Wiese and his wife Ilze Wiese. Ilze Wiese later joined the Liberty legal department as a legal marketing specialist and Hein Wiese persisted with the practice.

Hein has built a substantial practice boasting with tailor made legal solutions to its clients. Wiese & Wiese Attorneys and Cost Consultants prides itself on pilot projects to determine the exact needs of every client to customise the progression of each instruction from start to finish. The purpose of this is to standardise the workflow process of the client in question to ensure consistency of feedback and quality of work, to easily identify the exception to the rule.

The staff compliment of Wiese & Wiese currently consists of Hein Wiese (Director). He is assisted by Marlise Botha (Attorney and Associate), Liesl Pieterse (Attorney), Ehrard Wolmarans (final year candidate attorney), Laeken Veldhoen (Office Manager) and Pamela Van Der Zwaard (Bookkeeper) who are all assisted by a network miscellaneous support staff.

INSURANCE MATTERS

Hein Wiese will personally attend to insurance related instructions with the assistance of his team. Hein Wiese has 10 years' experience in short term insurance related litigation and is still actively involved in insurance related litigious matters on a daily basis.

He started his career at Hardam & Associates Inc (now Van Breda & Herbs Incorporated) in 2007, the exclusive attorneys for OUTsurance Insurance Company Ltd and Momentum STI. Here Hein gained his knowledge of Insurance Law and the Insurance industry. In 2011 he opened his own firm, and even though he has widened his practice to various parts of the Law, insurance matters still form part of his practice on a daily basis.

Hein Wiese has received instructions from Renasa Insurance Company on several occasions in the past on an ad hoc basis which he attended to successfully.

He is briefed on a regular basis to attend to the trials of subrogated recoveries and liabilities. Hein Wiese has personally conducted the trials of more than 400 recoveries and liabilities instituted and defended for and on behalf of various insurance companies.

By attending to trial personally without the assistance of counsel, we have built a certain rapport with our regular opponents based on mutual respect and understanding. We have experience in, but not limited to:

- Recoveries;
- Liabilities;
- Personal Injury Claims;
- Repudiations;
- Urgent Vehicle Releases;

VISION STATEMENT

To establish a competitive, prosperous and profitable law firm while maintaining the values of professionalism, honesty, integrity, honour, empowerment, respect, compassion and legal development.

MISSION STATEMENT

With our key focus on providing exceptional service, we are committed to building trustworthy relationships with all our clients through excellent customer service at reasonable and competitive rates with transparent billing.

WHAT WE OFFER

The firm offers the following:

- Debt Collection
- Small business structures and dispute resolution
- Labour Law
- Litigation
- Correspondent Attorneys
- Will and Estate Planning

Wiese & Wiese Attorneys is an established and financially healthy firm who is equipped with a fully functional infrastructure and supporting staff. The firm has an established client base, however, remains hungry for new clients and, in line with our mission statement, strive to impress them and retain a constant level of exceptional service.

Wiese & Wiese Attorneys has substantial experience in Magistrate's Court and High Court Litigation. We pride ourselves in the fact that we attend to our own trials, unless circumstances dictate otherwise. We are also proud to say that we attend to our own High Court appearances, unless the complexity and time of the matter should dictate otherwise. This practice results in a substantial saving in disbursement on fees paid to counsel for court appearances.

We are situated in Pretoria within the jurisdiction of Pretoria Magistrate's Court, the Pretoria North Magistrate's Court, and the High Court, Pretoria. All the above courts are serviced from a single location, which means that we do not need to appoint a correspondent attorney for any of Pretoria's Magistrate or any High Court matters we attend to which again results in a substantial saving in correspondent fees.

We add further value to our clients by incorporating a Legal Cost Consultancy firm to our litigious matters. All Bills of Costs are drafted internally and taxed which again adds to costs being saved for the client as these instructions need not have to be outsourced.

We see ourselves as a new breed of attorneys that are always AT the office even though we are not IN the office. Technology permits us to be in touch at all times, to check e-mails and attend to any urgent matters if they should arise.

Wiese & Wiese attorneys are a level 4 BBBEE contributor. As a prospective service provider, we undertake:

1. To treat every instruction with the necessary due care it deserves;
2. To personally attend to instructions and not to entrust any matters to paralegals or candidate attorneys;
3. To answer any query within 24 hours;
4. To be accountable and honest;
5. To always act in the best interest of the client; and
6. Ultimately add unmatched value to the client's business.

SYSTEMS AND TECHNOLOGY

The firm has implemented an electronic paperless file management system, which includes, but is not limited to the following:

- Automated reminders on files;
- Electronic diary system of files;
- Detailed electronic notes system; and
- Compulsory feedback to clients on a regular basis.

Electronic system as aforementioned enables the attorneys to manage and monitor the staff by way of exception and monitor their productivity electronically without losing productivity.

Furthermore a daily updated electronic trial date register is kept and more importantly before commencing with an instruction the prescription of the matter is entered into the system, which automatically alerts one of the partners when such matter nears prescription.

All documents are scanned and saved in the electronic file system, which system is backed up daily to an off-site storage system to minimise the risk of loss of any data.

Finally, we have implemented an automated billing system, which bills in terms of the agreed fee structure with the specific client associated to the file. Clients get billed on a monthly basis. The taxed or agreed cost of successful matters are billed to the debtors account and also recovered by our firm.

FEE STRUCTURE

The firm's fee structure is based on the Magistrate's Court and High Court tariffs as stipulated in the rules of the Court, however, customised fee agreements can be reached with a specific client.

NEW INSTRUCTIONS

No instruction is too big or too small for us. Within 24 hours of receiving a new instruction we will acknowledge receipt thereof and favour you with our reference. It goes without saying that the necessary will be attended to immediately by either defending the matter or issuing summons.

Unless extraordinary circumstances arise, we will issue summons within 7 days of receiving the new instruction. As close of pleadings is the key to obtaining a trial date, notice of bars will be delivered as soon as the plea is due. After the close of pleadings we will immediately deliver our necessary pre-trial notices and apply for a trial date. Throughout this process, the client will be kept up to date with the latest developments.

We strive to finalise matters as quickly as possible with best possible outcome for the client.

Updates can be requested as the client pleases, once a request is received, we will revert within 24 hours.

CLOSING

We thank you for granting us the opportunity to favour you with our abbreviated company profile. If there are any questions, please do not hesitate to contact us. We are also more than willing to arrange a meeting on your request, upon which request we will avail ourselves.

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