
Law firm Johnson Hana targets the US and UK following €3.5m funding

Johnson Hana has a network of more than 1,000 lawyers, legal technology specialists and project managers to handle its work.

Ireland's first on-demand lawyer company, Johnson Hana, has announced it has raised €3.5 million to fund future growth in Ireland and to support expansion to the UK and the US.

The company, which was established in 2016 by barrister Dan Fox, handles routine legal processes, such as discovery, commercial contract reviews, data access requests and other procedures, for its clients.

The firm has a network of over 1,000 qualified lawyers, state of the art legal tech and project managers which it uses to manage large legal, complaints and compliance related data projects for corporates and law firms.

Johnson Hana provides an alternative to the traditional model of legal solutions bringing lower costs, transparency and greater flexibility to clients.

Fees charged to clients are up to 50 per cent lower than traditional law firms or large consultancy businesses, while lawyers within the network enjoy more flexible and family-friendly working conditions when compared to traditional law firms.

CEO Dan Fox said the company intends to use the funds to support the growing business in Ireland and expansion to the UK and US markets with a particular focus on growing its team of subject matter experts in litigation, contracts, property and privacy.

"In Ireland, we've had to create an entirely new market for alternative legal delivery from scratch, whereas in markets like the UK and US, the sector is already there which will make it easier for us to establish a presence. We've seen good momentum through the year to-date and we recently secured framework deals with both Coillte and Ervia," said Mr Fox.



“Thankfully Covid-19 has not been a major disruption to our operations as remote and flexible working was already at the core of how we work. Also, clients are more value conscious than ever and they want to ensure that they are getting a high quality and cost-effective solution,” he added.

Johnson Hana also “insources” lawyers on variable length contracts for the legal departments of companies and state agencies. This “insourcing” facility allows legal departments to respond to fluctuating demands for legal work without the need to make permanent expensive appointments.

In the past, Johnson Hana has worked with some of the country’s leading companies including Bank of Ireland, Ryanair, Twitter, Airbnb, and Tesco, and earlier this year, the firm signed multi-year framework deals with government agencies Ervia and Coillte.

Main image (left-right): Alex Fox, chief commercial officer; Dan Fox, founder and CEO; and Paul Ryan, chief financial officer. Photo Chris Bellew/Fennell Photography 2020

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