

Press Release  
For Immediate Release

## **Legal software suppliers to work closely with Land Registry on key policies regarding its new Business Gateway portal**

### **Cooperation between the LSSA and HMLR will help to ensure that fees required to access the Business Gateway will be fair for all**

The Legal Software Suppliers Association (LSSA), the UK industry body for legal systems developers and vendors, has today announced that it is working closely with HM Land Registry to ensure that charges being levied for access to its new Business Gateway portal will be acceptable to everyone concerned. Under current plans, firms will be able access the Business Gateway only after paying an annual fixed fee, regardless of their size or how often they will require access to the service.

The LSSA is well-known for setting and maintaining professional standards within the legal software industry, and also manages areas of mutual interest between lawyers and software providers. The LSSA also has numerous links with legislative bodies – including the Land Registry, the Law Society and the LSC – and is committed to developing clear channels of communication so that law firms can gain the maximum benefit from their selected software solutions.

**"We are very happy to be working with the Land Registry in order to ensure that the benefits of e-conveyancing are made available to everyone in the industry,"** says Dominic Cullis, Chairman of the LSSA. **"Although we are excited by the potential of HMLR's new Business Gateway, we feel confident that volume take-up for this service could be improved by offering greater flexibility to the law firms who require access. To this end, an effective dialogue has now been opened up on both sides, and we are delighted that the Land Registry is willing to consider the views and suggestions being presented by the LSSA, especially with regard to pricing."**

In particular, the LSSA is hoping that a "per transaction" charge for access to the Business Gateway can be accommodated within LR's existing technology structure, so that any relevant costs could be charged as disbursements. According to the LSSA, this approach would make the Business Gateway more attractive to end-users, and therefore encourage more widespread take-up within the industry. As an alternative, an annual charge based on the number of transactions made could also be considered.

The Business Gateway is essentially a B2B technology platform that will allow law firms to access Land Registry services by using their Case Management System. The first services released on

the Business Gateway will be aimed at the remortgage market, but conveyancers will be able to submit Official Searches and request Official Copies of the Title from the Land Registry. In addition, the system will allow conveyancers to create an Electronic Charge, which can then be signed electronically by the Borrower through the Portal.

As such, the Business Gateway is expected to greatly improve the conveyancing process by enabling data to be submitted directly to HMLR from within a law firm's case management software, thus eliminating the need to enter data into two separate systems. In addition, submission data can be checked prior to acceptance by HMLR – with any errors flagged and returned for immediate correction – thereby ensuring that only data submitted in the correct format is accepted for processing.

For all of these reasons, some estimates claim that up to 15 minutes per transaction could be saved by using the Business Gateway over other submission methods. As a result, it is expected that an increasing number of additional services will be available over time via the Business Gateway as the market continues to progress towards the vision of a fully electronic conveyancing system.

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**About the Legal Software Suppliers Association (LSSA)**

The Legal Software Suppliers Association (LSSA) is the UK industry body for legal systems developers and vendors. Representing most of the leading UK suppliers, the LSSA sets and maintains professional standards within the legal software industry, and also manages areas of mutual interest between lawyers and software providers.

The LSSA also has numerous links with legislative bodies - such as the Land Registry, LSC, and the Law Society - and is committed to developing clear channels of communication so that law firms can gain the maximum benefit from their selected software solutions. For more information please visit [www.lssa.co.uk](http://www.lssa.co.uk)