

The Wagon Legacy – Driving Efficiency with Anaqua's WiseTime

The Wagon Legacy transformed its operations by adopting Anaqua's WiseTime®, the AI-driven, autonomous timekeeping solution. Previously reliant on manual and inconsistent time-tracking spreadsheets, the firm lacked the visibility needed for capacity planning and informed decision-making. WiseTime automated activity capture, streamlined time entry, and integrated with their practice management system, reducing administrative burden and increasing staff confidence through strong privacy controls. With accurate data now readily available, The Wagon Legacy can analyze workload distribution, refine flat-fee services, and make strategic, data-driven decisions to support future growth.

CHALLENGE

As the firm expanded, Founder and Managing Attorney Alex Varela faced a critical question: "How is time being spent?" Without accurate data, capacity planning and growth decisions were guesswork. The team relied on manual spreadsheets to track time, a process that was cumbersome, error-prone, and often neglected.

"I would look for data and realized time sheets weren't being updated on a regular basis. Without this information, I couldn't make informed decisions." — Alex Varela, Founder

For a flat-fee firm like The Wagon Legacy, understanding time allocation was essential to optimize workflows and improve profitability.



"WiseTime makes it so much easier. Instead of manually writing everything out, they just click and post. It's a game-changer."

Alex Varela

Founder and Managing Attorney
The Wagon Legacy



THE WAGON LEGACY

The Wagon Legacy is an award-winning estate planning law firm with three offices in California, United States. They specialize in wills, trusts, probate, and trust administration, serving retirees, pre-retirees, and families seeking peace of mind in asset protection.

SECTOR:

Law Practice

INDUSTRY:

Estate & Legacy Planning Law

HEADQUARTERS:

California, United States

"Before, I didn't know how long things were taking. Now, I have the data to make smarter decisions. In professional services, time is everything."

Alex Varela

Founder and Managing Attorney
The Wagon Legacy

SOLUTION

To solve these challenges, The Wagon Legacy implemented WiseTime, Anaqua's AI-driven autonomous timekeeping solution. WiseTime automatically captures activities, allowing team members to review and post time entries effortlessly. Key features include:



Autonomous Time Tracking:

Eliminated manual entry, saving hours of administrative work.



Privacy Controls:

Gave staff confidence by excluding personal sites and showing only posted data.



Integration Capabilities:

Enabled connection with practice management system PracticePanther.



Customer Support:

Efficient and responsive customer support ensured smooth adoption and usage.

BUSINESS OUTCOMES

The Wagon Legacy has already seen significant improvements:

- **Time Savings:** Staff no longer spend hours on manual tracking.
- **Better Visibility:** Management can now analyze how attorneys and paralegals allocate time, uncovering areas for optimization.
- **Data-Driven Decisions:** The firm plans to leverage WiseTime reports to review fixed-fee arrangements, refine service models, and scale operations.

Looking ahead, Alex anticipates using WiseTime insights to support growth initiatives and improve client offerings.

WHY ANAQUA?



The Wagon Legacy credits Anaqua's WiseTime team for exceptional support and accessibility:

"The support and responsiveness were incredible. Anytime I had a question, they were there—even across time zones." - Alex Varela

Anaqua's WiseTime addresses the unique challenges that law firms face when it comes to balancing productivity and profitability with clients' needs. Designed for high-performing legal environments, WiseTime seamlessly captures billable activities without disruption, increasing revenue while reducing the administrative burden of your busy team members. With the capability to integrate with your existing practice management or billing system, WiseTime ensures immediate ROI through enhanced billing accuracy, reduced profit leakage and increased client satisfaction.

For more information, contact info@anaqua.com



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