

“The RegTech Associates team really deliver on what the client needs. They are not like other consultancies – they really understand the market and deliver impactful results”

*Mark Dibble  
Director of Innovation, HighQ*




HighQ

#### About

HighQ empowers leading law firms and corporate legal teams to transform the way they work and deliver legal services, uniting internal and external teams with social collaboration, secure file sharing, project management and more, improving data security, efficiency and productivity. The HighQ platform is flexible, user-friendly and integrates with other leading-edge technology to provide a seamless user experience and maximum return on investment. Founded in 2001, HighQ was acquired in July, 2019 by Thomson Reuters.


#### The Problem



HighQ has a well established global customer base in the legal marketplace and a growing reputation amongst corporate legal teams. Seeking further growth, HighQ were exploring new revenue opportunities in adjacent marketplaces.


Because of their significant presence and knowledge of regulations and the RegTech market, RegTech Associates was engaged to explore how HighQ could expand into the financial services, regulation and compliance market.

#### The Solution



RegTech Associates worked flexibly with HighQ to define the market entry strategy – conducting market sizing, competitor research and use case development and validation. HighQ were so impressed they asked RegTech Associates to bid (successfully) for the following phase of work, which involved a unique iterative approach for developing the product, messaging and sales pipeline in parallel through a series of sprints.

#### The Results



HighQ and RegTech Associates began working together in summer 2018 and having designed the product and defined the messaging framework, now have a long-term strategic partnership to bring the HighQ solution for Regulatory Change Management to market with the objective of building client revenue in 2019/20.