



Case study —

Lacourte Raquin & Associés

Interview with David Sorel, Managing Partner

A fully electronic AML process for Lacourte Raquin & Associés

“RegLab has saved us a significant amount of time and improved both our internal processes and our client relationships.”

Lacourte Raquin & Associés set out to make its anti-money laundering process more efficient, secure, and workable in daily practice. We spoke with David Sorel, Managing Partner at Lacourte Raquin & Associés, about the impact of the RegLab application on their process, client relationships, and data management.

Before working with RegLab, Lacourte Raquin & Associés managed their KYC process manually. They sent emails to clients to request their KYC information, which was quite time-consuming. It also raised internal questions, particularly around data storage and GDPR. “We needed a more structured and client-friendly approach”, explains David Sorel, one of the three managing partners at Lacourte Raquin & Associés (alongside Jean-Jacques Raquin and Vincent Guinot). “One that would reduce internal complexity while strengthening compliance”.

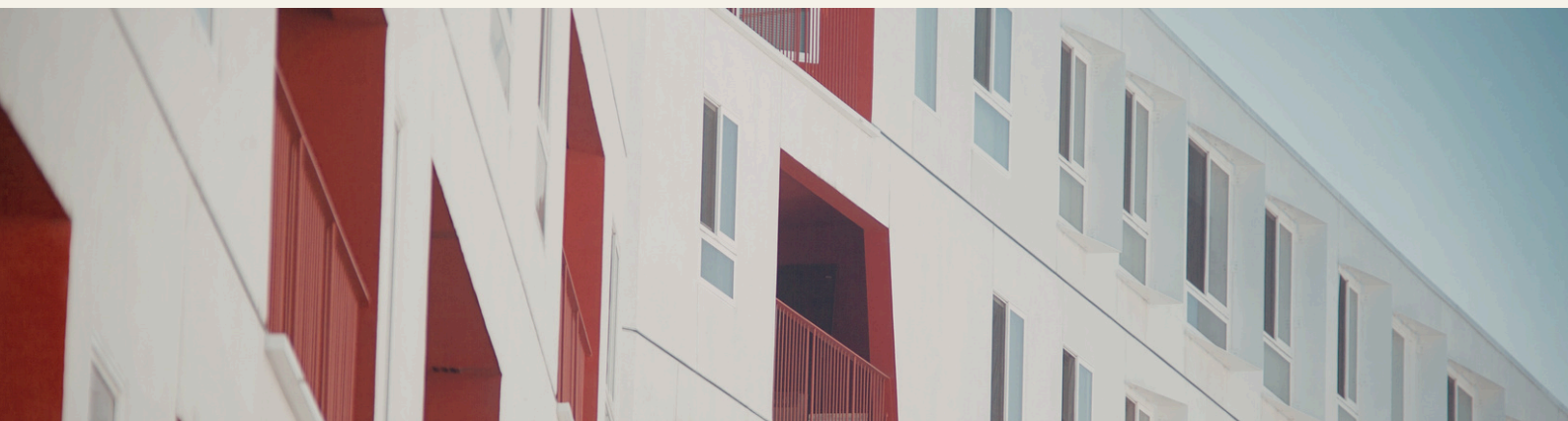
Improving client relationships through automation

One of the main reasons for choosing RegLab was the impact on client interaction. “Asking clients repeatedly for identification documents can create friction,” says David Sorel. “With RegLab, we can position these requests as part of an automated, legal requirement.”

This shift allows the firm to take on a different role in the relationship. “Instead of asking for documents, we ensure everything is complete and step in when something needs to be resolved. That’s a much stronger position to be in, especially in our line of work.”

Greater confidence in data security

Data protection played a key role in the decision-making process. “With RegLab, we store far less personal data ourselves, which immediately reduces our risk,” says David Sorel. “The platform’s certifications were a strong signal for us. It allows us to reassure clients that their data is handled securely. Now, when clients ask about data security, we have a clear and credible answer.”



More time for core legal work

RegLab has brought structure to internal workflows without increasing complexity. “The process is now managed through one central platform,” David Sorel explains. “I know that the right people are handling the right matters, and that the process is being followed consistently. That level of control and oversight is extremely valuable. Automating the process frees up time to focus on the actual legal work: the matters that require our expertise.”

“Automation gives us back time to focus on our core work.”

A platform that supports decision-making

For Lacourte Raquin & Associés, the value of RegLab lies in both structure and efficiency. “The platform ensures that we ask the right questions,” says David Sorel. “In addition, the integrated screening and monitoring, such as checks on politically exposed persons and adverse media, save us a significant amount of time.”

Rather than replacing professional judgement, RegLab supports it. “It does most of the groundwork. Instead of spending time on research, we can focus on deciding whether to proceed with a matter based on the insights provided.”

Local support as a key differentiator

In addition to the platform, the firm values the collaboration with RegLab’s local team in France. “Having local experts who understand the regulatory landscape in France is crucial. Being advised on this topic is at least as important as having the platform.”

“Local support makes a real difference.”

“The local support in France is excellent. They are responsive, proactive, and available when needed,” says David Sorel. “For us, it’s important to have real people to talk to. They visit us, they understand our process, and they support us when it matters. That makes a big difference in day-to-day operations.”

This also proved valuable when updating the office policy. David Sorel says: “Drafting office policies is not something we do every day, so having that support is invaluable. What stood out to me was how proactive the team was. Within two weeks, the office policy was drafted and ready. It was efficient, practical, and exactly what we needed.”

Would you recommend RegLab to other firms?

When asked whether he would recommend RegLab, David Sorel does not hesitate. "Definitely. It has saved us a significant amount of time and improved both our internal processes and our client relationships. It was a great decision."

About Lacourte Raquin & Associés

Lacourte Raquin & Associés is a French law firm specialised in business law. The firm advises a broad range of clients and is regularly involved in matters with an international dimension, combining legal expertise with a pragmatic, client-focused approach.



About RegLab

RegLab makes money laundering prevention simple and efficient for lawyers, tax advisers, accountants, administration firms, notaries and investment institutions. Over 250 firms rely on RegLab for their AML compliance.

Our [user-friendly application](#) automates the entire screening and monitoring process from a single platform. This ensures a simple, efficient and client-friendly onboarding process.

In addition, RegLab's [compliance as a service](#) ensures a sound approach and implementation. With our support, you will have a clear and up-to-date policy, experienced compliance specialists who know your firm, and an extra pair of eyes to review matters.



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