



Case study —

Sansen International Tax Lawyers

Interview with Daan Van Nieuwenhove,
lawyer and COO

A fully electronic AML process for
Sansen International Tax Lawyers

**“With RegLab, we have
structured our compliance
processes in a systematic
and professional manner.”**

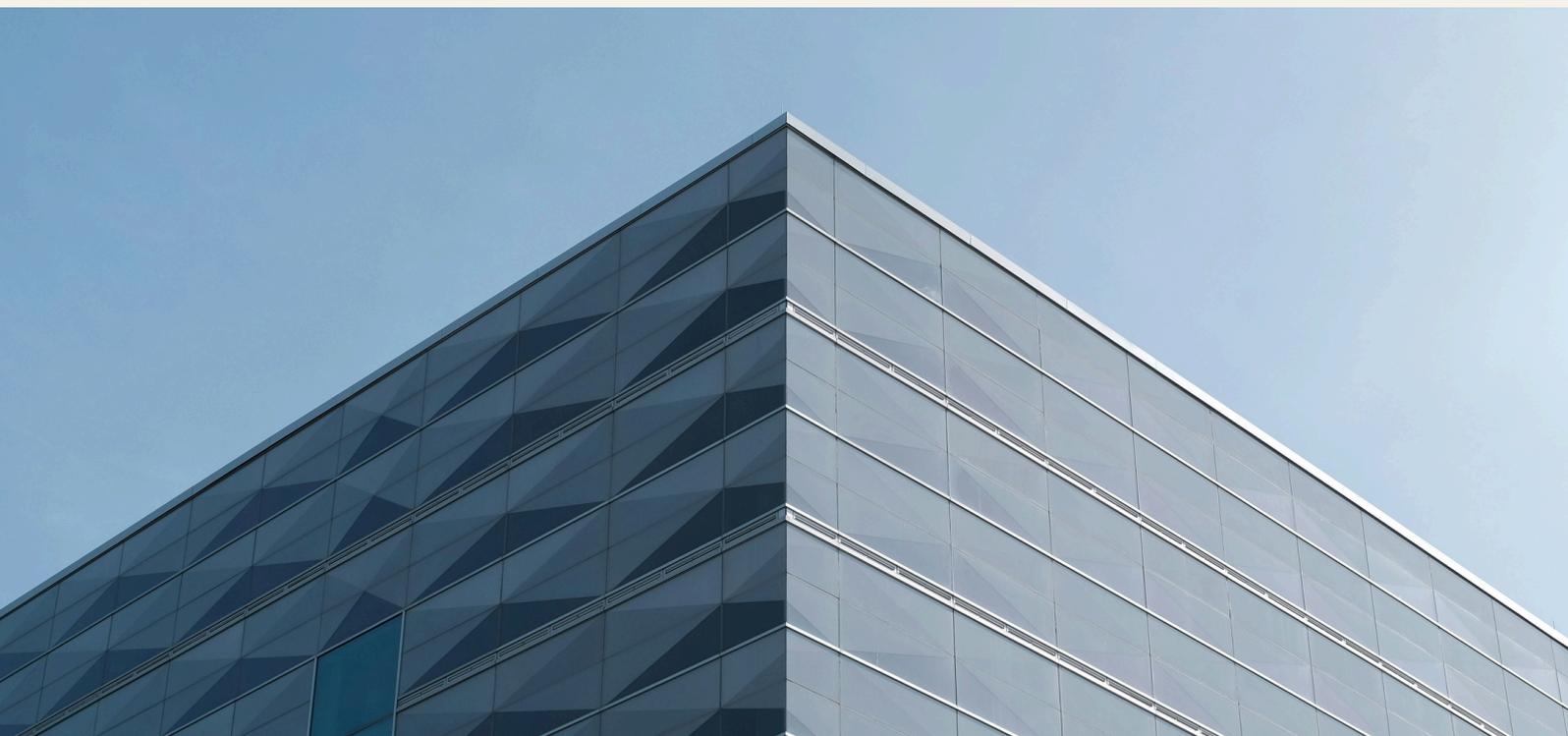
Sansen International Tax Lawyers was one of the first Belgian tax law firms to implement RegLab. We spoke with Daan, lawyer and COO at Sansen International Tax Lawyers, about how the firm used RegLab to professionalise its anti-money laundering processes.

The anti-money laundering process at Sansen International Tax Lawyers was carefully designed, but it was not automated. Clients received questions and sent back their answers and supporting documents, after which the information was processed manually and monitored. This required a lot of personal follow-up from the firm. “It worked, but it was anything but efficient,” says Daan.

Looking for structure and user-friendliness

“We were looking for a central database that would bring all the information together,” says Daan. “A tool to record processes, automate certain steps and provide a complete overview of our KYC and anti-money laundering obligations.”

What appealed to Sansen International Tax Lawyers about RegLab was the combination of substantive knowledge and user-friendliness. “That was the deciding factor for us. The application fits in well with how law firms work in practice and translates complex obligations into clear steps.”



Thoughtful approach to our procedures

The implementation went smoothly and the team was able to get started quickly. “RegLab considers our procedures,” says Daan. “That gave us the confidence to get started. We had a few follow-up meetings to fine-tune everything, and then the system was ready for daily use. The application is intuitive and its use within the firm is clearly defined, which keeps management simple.”

“The logical structure of the tool helps clients understand the process.”

Logical structure

The process has become much clearer for Sansen International Tax Lawyers' clients. Most of them fill in the requested information quickly and know what is expected of them. “In general, everything runs very smoothly,” says Daan. “The logical structure of the tool helps clients understand the process.”

“RegLab continues to contribute ideas and make adjustments based on developments in practice.”

RegLab as a knowledgeable partner

The advantage of regular updates and follow-up from RegLab is then emphasised: “RegLab continues to contribute ideas and make adjustments based on developments in practice. Regular updates and follow-ups ensure that we continue to improve our processes. After a year, we have noticed that we are implementing processes more and more effectively. That is extremely useful.”

Greater clarity and everything in one tool

Since RegLab was introduced, the difference has been clearly noticeable. “Client responses are immediately filed in the right place, linked to the matter,” explains Daan. “Documents are organised more clearly and additional documents can be easily added without the matter losing its structure.”

“Compliance requirements are becoming increasingly complex. So you need a tool that is not only accurate, but also user-friendly. RegLab ticks all the boxes.”

When asked whether the firm would recommend the RegLab tool to others, the answer is clear. “Absolutely. Compliance requirements are becoming increasingly complex. So you need a tool that is not only accurate, but also user-friendly. RegLab ticks all the boxes.”

About Sansen International Tax Lawyers

As a niche law firm, Sansen International Tax Lawyers focuses both nationally and internationally on tax advice, tax disputes and wealth planning. The firm employs efficient working methods and collaborates closely with its clients. This efficiency is also reflected in its approach: a combination of legal and tax expertise with pragmatic solutions that are clear and feasible for clients.



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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