



How can I know that Technology helps our Long-term Success?

A winning path

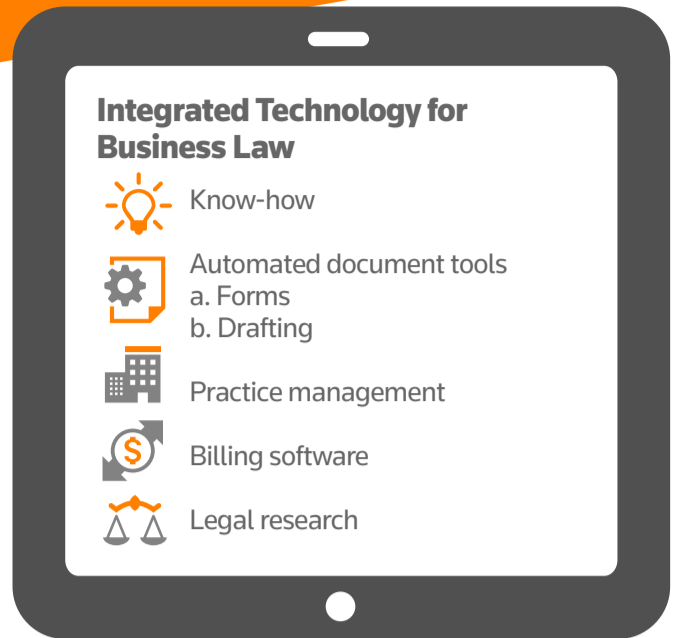
Q: Can integrated solutions drive long-term success?

A: Smaller business law firms that adopt integrated workflow solutions are able to:

- Increase overall billings
- Streamline internal efficiency
- Complete more tasks to very high client satisfaction



(Source: *Impact of Integrated Workflow Solution Suite in Smaller Business Law Firms*, Blue Hill Research sponsored by Thomson Reuters, 2016)



Why piecemeal doesn't deliver

Q: Can I craft my own technology system from existing software or generic tools, like Outlook, Dropbox, Word, etc., and see the same long-term efficiencies?

 <p>Centralized data & information Client data managed for billings & matter management in the same place Uniform, streamlined processes for daily tasks</p>	v.	 <p>Disparate information, often duplicated Hard-to-find files, exhibits, past insights Risk of attorneys presenting conflicting arguments</p>
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(Source: *Impact of Integrated Workflow Solution Suite in Smaller Business Law Firms*, April 2016, Blue Hill Research sponsored by Thomson Reuters)

Increase client satisfaction

Q: How does technology lead to higher client satisfaction?

A: Firms with integrated technology found they are more:

- Timely
- Reliable
- Confident in work product



(Source: *Impact of Integrated Workflow Solution Suite in Smaller Business Law Firms*, April 2016, Blue Hill Research sponsored by Thomson Reuters)

Increase profit

Q: With technology, will I see an increase in profits?

A: The value of a comprehensive suite of integrated legal technology is derived from:

- Increased efficiency of the firm
- Improved work product quality
- Increased billings



(Source: *Impact of Integrated Workflow Solution Suite in Smaller Business Law Firms*, April 2016, Blue Hill Research sponsored by Thomson Reuters)



Success:
Exceed your goals even under today's business pressures

"The use of a fully-integrated legal solution suite provided small, business law firms with the flexibility to address client concerns while also addressing business concerns."

These successful firms reported that the use of an integrated solution suite allowed the firms to save time and money, which in turn better prepared the firm to meet client expectations while staying competitive and making fewer errors.

(Source: *Impact of Integrated Workflow Solution Suite in Smaller Business Law Firms*, April 2016, Blue Hill Research sponsored by Thomson Reuters)