

The Changing face of IT Finance Services

Moving from services to subscription products with recurring revenues



Services



In a nutshell we are an authorised services partner with Aderant. There are no commercial terms between us, they just certified us as SMEs of their products and introduce us to their clients to augment any project the firm may have with our team of project managers, application consultants and gurus on the tech side.

As one legaltech journalist once said, David and his colleagues have left their fingerprints on most top 100 firms in the UK.) Both Aderant, Elite and a few UK PMS applications, We've written prebill and bill templates for many firms in the UK and elsewhere in Europe, Middle East and USA. We recently finished one global template for **Bird and Bird** – 30 locations worldwide in 13 languages that have the same look and feel and handle all the local jurisdiction requirements. It's been live 6 months and over a year end.

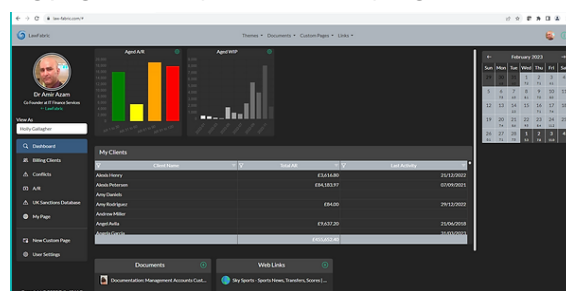
In 20+ years of Aderant services, we've built a library of operational, performance, profitability, and commission/bonus reports that we make available at very reasonable rates, usually averaging £1,000 per report for installing the SQL, the rdl for SSRS and altering the config for each firm's reporting hierarchy and terminology (Billing Attorney to Legal Advisor for example).

Ron Piper has joined our team. His career includes working for Aderant and installing Expert at +100 firms, then moving on to become skilled in taking firms to the cloud. If the **cloud** is on your radar, (be it aa vendor offering such as **Sierra** or the firm's own estate) perhaps we can discuss how we might help.

Product

This year, in conjunction with Sean Stanley, the original author of Handshake (an Aderant product) we have developed [LawFabric](#) (click to follow) in the latest data fabric technology.

It can be embedded into Outlook, Teams, Power BI, or run as the landing page for everyone when they log on. It allows users to have role-based X-centric views where X is office, department, team, client, matter, etc. of ALL your systems – financial, case, workflows, documents, and CRM. It's easy to use and firms can quickly set up their own gadgets they wish everyone to see and allow users to pin their own favourite views of the data. It will potentially replace any daily, weekly or month end reporting you do manually - always making these statistics available and live – **no stale overnight views**. Any existing dashboards can be imported overnight.



Modules include **Conflicts**, **Bill Blast** and paper bill reconciliations and **collections** workflows. Discussion groups can be easily created by partners on these topics so all involved in an outstanding bill or a conflict can discuss next steps.

We are seeking some early adopters on a discounted subscription model. The cost would be the equivalent of one unit of time at your average charge out rate. **You can evaluate LawFabric for free.** With vendor Api's we can display actionable data to users and **write back** to the source system any actions, e.g., update the collections module that I just sent a copy invoice and ask a collector to follow up in a week.

If any of this sparks some interest, please get in touch:

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