

Enterprise Solutions for Legal Services Firms

Deltek is the number one supporter
of business processes within legal
services firms.



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Enterprise Solutions for Legal Services Firms

Know more.
Do more.

Business pains

Know more.
Do more.

For decades, Deltek has provided industry-specific business solutions that deliver the actionable insight, clarity and control that law firms need to increase the commercial focus of their practice.

This collaboration has given us in-depth knowledge of the legal services sector, and enables us to provide expert advice to help your firm know more and do more.

Do you make client information available in a shared repository, to ensure **transparency in client history and relationships**?

Do your fee-earners have the tools they need to effectively **enter time and materials directly on cases**?

Can you monitor the profitability and billable utilization of fee-earners, based on **real-time case performance metrics**?

Can you **improve cash management**, if your case management and finance are not integrated?

Do you have access to the right performance and efficiency metrics that enable **fact-based decisions and financial transparency**?

Client gains

“To support our focus on financial management, we’ve selected a solution from Deltek with an extremely strong finance engine. We’ll use this new Deltek Maconomy solution in combination with a new ESDH system for case and document handling. We are confident that these systems will give us direct benefits in the form of significant efficiency improvements to our current workflows.”

Ivan Madsen, CEO, Accura

“We chose Deltek Maconomy not only because they were held in high esteem by our peers and appear to be a solid choice for the legal industry, but also because they emerged as the best option from a major internal evaluation process.”

Marius Ovesen, CFO and COO, Selmer

“We were impressed both by the dynamics of Deltek’s system and the opportunities it held to customize and integrate to other systems. We chose Deltek after a thorough evaluation of the other vendors in the market. We had some clear strategic requirements which included user-friendliness, a dynamic structure, integration capabilities, future-proof setup and data security. We evaluated the various systems and made our decision to go with Deltek based on these factors.”

*Knut-Magnar Aanestad, Knowledge Manager,
Schjødt*

Industry-focused solutions for Legal Services firms

To prepare your practice for future growth and efficient workflows, make sure you invest in a purpose-built enterprise solution for law firms.

> Read more.
deltek.com/legalservices

Deploy best-practice processes

Many Professional Services firms have trimmed their operations significantly over the last few years. At a time when every hour must be spent wisely and then meticulously accounted for, it is critical that your practice has the right tools at hand.

Deploying an enterprise solution that is purpose-built for your industry is the only way to sharpen your business for better billability and performance. Unlike generic systems, your solution should deliver the laser-focus you need to run your business according to the best-practice processes of your industry.

Know more, do more

In today's world, Professional Services industries face increasing pressures in a number of areas that could affect your firm's growth and success. Besides higher client demand for full transparency into every hour invoiced, firms need to have a tight grasp on aspects such as client and case profitability. In case of consolidation in the industry, smooth integration of acquisitions is essential when your business grows.

Taking control of these indicators, mean firms require a new level of up-to-the-minute, fact-based decision-making—the kind that drives best-practice processes for your industry. To do this, legal firms need to be supported by the right kind of information technology.

At Deltek we are privileged to work with some of the very best Professional Services firms in the world—those with the best-run practices, that understand the importance of industry-specific technology.

For almost three decades, we have successfully delivered enterprise solutions to thousands of Professional Services firms across the world. It's what we're best at – it defines us. No one knows better than us what you need, because we are, ourselves, a Professional Services business.

Sharpen your practice

To prepare your firm for future growth and efficient workflows, make sure you invest in a purpose-built enterprise solution for law firms.

Law firms need a scalable, efficient, case and client-focused enterprise solution to strengthen the brainpower that already stands as the business' foundation. So what do firms gain? Industry-specific solutions provide your firm with the necessary laser focus to sharpen your business – now and in the future.

Understanding your business processes model

In order to secure case profitability, your business solution must support every step of the case life cycle.

Having worked closely with law firms for decades, we have incorporated the best practices of these firms in our business solutions.

To manage and cultivate relationships and opportunities, you need a solution that will enable you to gather and organize knowledge about clients, opportunities and activities. To facilitate this transparency, all relevant client knowledge must be made available in a single repository.

Having the right tools to support everybody across the firm will increase the chance of successful delivery. When all data is available in real-time, it is easy for users to effectively monitor profitability and utilization. Additionally, when front-office and back-office processes and workflows are integrated into ONE solution, firms improve their cash flow.

Finally, to make better real-time decisions and effectively measure the health of your practice, you need a solution that can pull information from many sources—delivering the actionable insight, clarity, and control you need.

Know more.
Do more.
Profit more.



Your business processes and how we support them

"Deltek's key strength is that they have vast insight into our line of business. They have proven that they are capable of developing special modules and customizing their powerful standard system to our needs. We've felt a strong commitment to the project from Deltek, and they have enabled us to influence the solution as well. This direct dialogue on the development and implementation of the solution is one of the most essential reasons why we selected Deltek Maconomy."

Ivan Madsen, CEO, Accura

Managing Relationships and Opportunities

Winning new business is essential, and therefore it's equally critical for firms to share information about how strategic relationships are being cultivated to your business development staff. To do this, firms must effectively manage and monitor the status of an opportunity once it's identified—making certain everything is being done to ensure a win.

With an integrated solution you can ensure consistency and availability in client information, allowing your teams to fully leverage their client knowledge and win more business.

You are able to:

- Manage opportunities and client details in a single repository
- Streamline case initiation

Case Accounting

If a large part of your revenue originates from time and material cases, profitability depends on whether your fee-earners can enter time and expenses directly on each case. With this capability fostered in supportive technology, you can increase the number of hours accounted for and accurately evaluate any work in progress.

Throughout Deltek's solution, all data is immediately available to users. Because the time and expense case accounting is fully integrated with financials, free-earners can always enter their time and materials directly on cases.

Time and Expense allows you to:

- Approve time sheets and expenses online
- Capture key delivery and billing milestones
- Monitor case progress with readily available status reports
- Keep close control of time and materials, revenue, labor and other resources



Resource Utilization

Having a complete overview of the financial status of your cases is a necessity when it comes to improving internal performance. With on-line access to real-time reports and analytics Deltek's solution allows you to drill-down to the details surrounding any case performance.

With this easy-access capability, you can follow up on the hours and costs, monitor billable utilization, and check up on bills—any time you need it. With the right tools in place, you can finally and proactively handle risks and contingencies that could impact performance. Integrating your most critical processes—such as customer relationship management, time and material entry, case accounting, back-office financial management tools and reporting—gives you instant transparency and saves your entire organization thousands of hours of manual work.

Having ultimate transparency gives you:

- Details on Work in Progress cases based on actual time and material entries
- A complete resource overview based on current assignments and future availability

Reporting and Business Intelligence

The single largest obstacle for fact-based decision making is if information is not readily available. This barrier always results in becoming a business-critical impact, by wasting the time of key resources that have to sort through mounds of reports and data. Even worse, the time-consuming steps of manually retrieving, consolidating and reconciling information from disparate sources prevents firms from making the time-efficient and effective decisions they need to react to market conditions.

To eradicate this business-threatening time waste, firms need a common language of terms and metrics that keep everyone on the same page.

Deltek's Reporting and Business Intelligence tools retrieve the required information firms need and easily link to performance and efficiency metrics. This drives fact-based business management, which allows for better internal management and, ultimately, better service delivery to the client.

With Reporting and Business Intelligence, you can:

- Spend more time analyzing data and making decisions than running reports
- Share performance data across the firm in role-appropriate ways
- Use goals to drive the decision-making process
- Predict the impact of decisions on firm performance.

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*Marius Ovesen,
CFO and COO, Selmer*





Our services

Consulting Services

At Deltek, our goal is to deliver the best software solutions designed specifically for Professional Services firms. To us, meeting that goal requires more than just delivering unrivaled software that better manages project resources and results.

After all, great software applied poorly doesn't help you achieve your business goals. Success requires that we also cultivate the right level of expertise to help you apply that software in the most appropriate ways—for both your industry and company-specific needs.

deltek.com/services

Customer Care

Effective and reliable customer care can make all the difference in your ability to compete effectively and grow your business.

At Deltek we realize that our success is mutual. With more than two decades of industry and client-side experience, Deltek's experienced support personnel utilize advanced diagnostic tools and time-proven support procedures that help you identify and isolate issues quickly—meaning your systems are consistently operating at high availability with minimal disruption.

deltek.com/customercare

Deltek University

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- Implement solutions faster at reduced cost
- Mitigate project and business risks
- Decrease support costs with faster acceptance among users
- Achieve operational excellence and growth

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Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 15,000 organizations and 1.9 million users in over 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® deltek.com