



ELM Solutions

LegalVIEW® MatterAnalyzer for Law Firms

Key Benefits

- Benchmark matter costs and staffing allocations against industry peers
- Build more competitive and profitable fee arrangements and AFAs
- Develop credible budgets and staffing and project plans that deliver transparency and predictability to clients
- Understand rate trends
- Drive value-based law firm relationships and strengthen collaboration and communication

“...provides essential benchmarking intelligence to enable better-informed, data-aided decisions and exceptional business performance...”

LegalVIEW MatterAnalyzer, the leading web-based legal benchmark and modeling solution, delivers powerful data and insights that enable law firms to price, plan, and manage legal services with confidence. Using MatterAnalyzer, firms are able to compare legal performance on multiple dimensions and benchmark matter costs, timekeeper rates, and staffing allocations across a wide range of industries, practice areas, and geographies. Powered by LegalVIEW, the world’s largest source of legal performance data, MatterAnalyzer provides essential benchmarking intelligence to enable better-informed, data-aided decisions. This empowers law firms to deliver improved value to clients and drive exceptional business performance.

Gain an information edge with deep benchmarking data and insight.

- Analyze data using a combination of variables (e.g., location, matter type, matter complexity, etc.) to understand how peers are pricing legal services, which enables the development of stronger, more competitive pricing proposals to secure new business and protect existing business
- Respond to AFA and value-based pricing requests more effectively with the ability to drill-down into data to gain insights based upon location, matter type, practice area, industry served, matter complexity, and staffing allocation, as well as individual phase or task UTBMS codes
- Measure performance more easily with visual data displays like charts and graphs

Deliver transparency and predictability to clients and profitability for the firm.

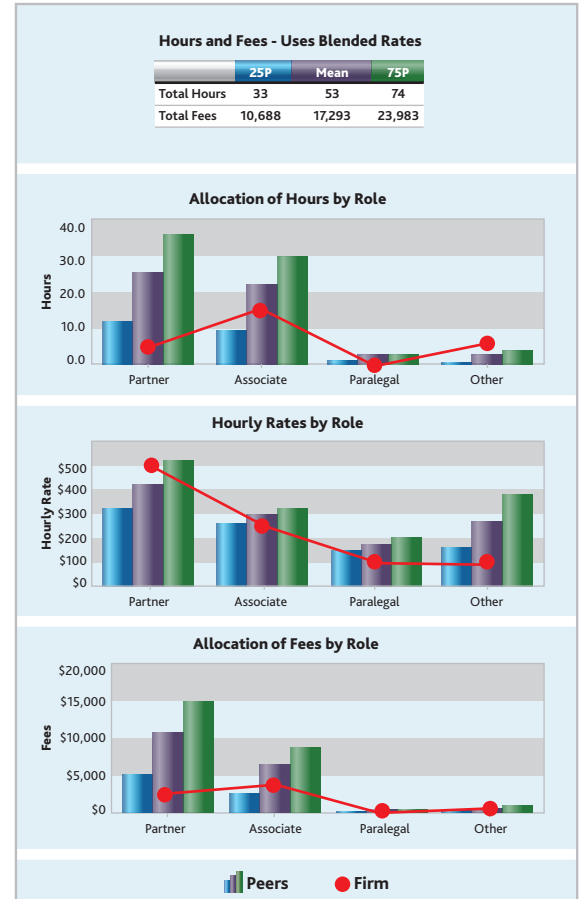
- Develop credible matter budgets, as well as effective staffing and project plans for clients using the solution’s granular data and analysis capabilities
- Benchmark similar matters to understand the firm’s competitive position with regard to billing norms, fees, rates, matter durations, and staffing models, which empowers the development of fee arrangements and AFAs that are competitive, sustainable, and profitable

LegalVIEW® MatterAnalyzer for Law Firms

- Compare law firm performance to peers with benchmarking capabilities that leverage actual market data, which facilitates fact-based client negotiations and empowers firms to proactively demonstrate firm value to clients more concretely
- Drive value-based relationships and strengthen collaboration and communication with clients through the use of fact-based and market-driven insights

Benchmark legal service performance faster and easier than ever before.

- Deploy the web-based MatterAnalyzer solution in a matter of minutes to gain almost immediate access to the insights needed to price, plan, and manage legal services
- Develop stronger and more competitive proposals with visual benchmarks and at-a-glance views that enable staffing and pricing model comparisons to those of other firms
- Gain rich insight and analyses from MatterAnalyzer, which eliminates the need to spend money on expensive outside consultants or other resources to help optimize pricing and proposals



Visualize law firm performance with MatterAnalyzer

Key Features

- Leverages LegalVIEW® data generated from actual billed invoices, not surveys
- Benchmarking of peer-to-peer performance
- Drill-down segmentation based upon location, matter type, practice area, industry served, matter complexity, and staffing allocation
- Ability to refine queries down to individual UTBMS phase and task codes
- Data visualization with charts and graphs
- Ability to model what-if scenarios to predict matter expenses, resource requirements, and budgets
- Web-based solution requires no on-site installation

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