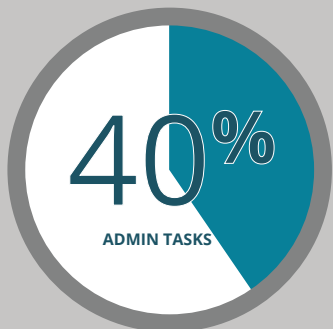


TIME AND MONEY: LAW FIRMS' VANISHING RESOURCES



Small firms are spending more than 40% of their time on administrative tasks.



If you bill
\$200
AN HOUR



Lost money
of \$80/hr
or
\$640/day



Source: Thomson Reuters survey

Nearly 70% of law firms reduced their legal support staff to lower costs since 2013.



Each bankers box
of stored
documents
= **\$1,275**
in copying cost



53.9% of small firms have “big problems collecting bills” because of “insufficient systems and clients financial struggles”

Source: ABA

Efficiency is a major concern

96% of law firm leaders want to deliver legal services more efficiently



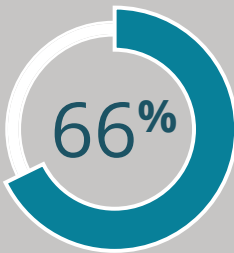
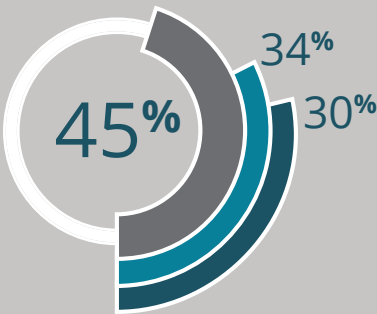
Only 39% of firms are already taking steps to do so

Source: Altman Weil

What’s the risk for you?

What Triggers Malpractice Claims

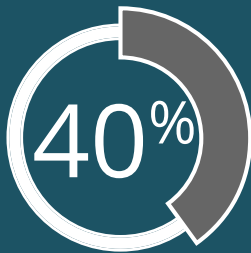
- 45% Substantive Errors
- 34% Calendaring Errors
- 30% Administrative Errors



Two-thirds of malpractice claims are filed against firms with 1-5 lawyers

Source: ABA

YOU CAN TURN LESS INTO MORE



Small firms with practice management software need 40% fewer support staff



Small law firms with practice management systems reduced nonbillable activity 4-8 hrs/month



Firms with up to 5 lawyers convert, on average, 100% of that time to billable work

Source: Blue Hill Research

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