



e-RainMaker Digital Scorecards

BI. NET

- Data Warehouse
- Digital Scorecards
- ZOOM .NET

“WE WERE STRIVING TO FIND A USER-FRIENDLY AND MEANINGFUL WAY TO BRING FINANCIAL INFORMATION TO OUR ATTORNEYS. RAINMAKER PROVIDED US THIS CAPABILITY.”

– Chief Financial Officer

Digital Scorecards in e-RainMaker include e-views of eight different dimensions of your business in an easy-to-navigate browser interface that offers user criteria selection, drill down and graphs depicting trends within the firm to answer some of the most commonly asked questions. Scorecard dimensions include top rankings of clients or timekeepers, billing and collections statistics, daily/weekly cash reports and working attorney analysis and performance information. Scorecards can be tailored to a user’s privileges and set up to restrict access to only the data that applies to that user. And, because it is accessible through the Web-based e-RainMaker portal, there’s no requirement to install or maintain software on local PCs.

“We need a way to...”	RainMaker Platinum provided:
Easily analyze billing and payment history and identify our top producing clients and attorneys.	The ability to view this information in a Web browser without locally loaded software.
Provide our partners with a view of our Firm Investment Summary including a 13-month trend analysis.	Easy access to firm-level A/R, Unbilled and Retainers with further ability to filter by practice area.
Provide our working attorneys with a single screen showing their monthly and annual billable hours.	A complete working attorney analysis of productivity, realization, average billing rate, and 13-month trend analysis.
View daily, weekly or user-defined Cash Receipts Analysis.	The ability to view cash flow by professional and type, office, department, practice area or location and client.





## e-RainMaker Digital Scorecards

- Interactive validation of information
- Full audit trail of activity
- On-screen help for posting client expenses
- Will not post vouchers with errors

- Timekeeper Analysis - Current and YTD hours and values for an individual working attorney.
- Working Attorney Analysis - An expanded timekeeper analysis including billing and receipt credit and realization and 13-month trend analysis graph.
- Billings & Collections - Billing, collections, write-off analysis and realization for a billing attorney with drill-down capability to view clients.
- Cash Receipts - Analyze cash receipts by month at the firm, office, department, attorney type, and attorney or client level including 13-month trend analysis. Also shows how cash was applied at the client level, e.g. fees, costs etc.
- Daily/Weekly Cash Analysis - Analyze by day, week or user specified date range, cash receipts at the firm, office, department, and attorney or client level, including 13-month trend analysis. Also shows how cash was applied at the client level, e.g. fees, costs etc.
- Top XX Clients or Professionals - Analyze year to date top XX clients or attorneys based upon billings and receipts.
- Clients and Matters Opened/Closed - Allows the attorney to see new files (clients and matters) that have been opened or closed in any specified date range. Allows the ability to filter by office, department, attorney type and specific attorney.
- Firm Investment - An analysis of where “we have done the work but have not been paid”. Firm Investment is calculated as Unbilled + AR - Retainers. This calculation is available as a monthly view for the entire firm, by office and by practice group. A 13-month trend analysis is available for a practice group.





The screenshot displays the e-RainMaker Platinum web application interface. The main window is titled "Billings and Collections" and shows a table of billing data for the year 2008. The table includes columns for Professional, Prof Type, Billable Amount, Bill Rate, Bill Total, Collected, Collected % of Bill, Write Off, and Write Off % of Bill. Below this, a second window titled "Firm Investment by Practice" shows a table of investment data for the same year, including columns for Updated Case, Unbilled Costs, Unprocessed Credits, and Invested Hours. A bar chart is also visible, showing the total investment for various practice areas over time.

Professional	Prof Type	Billable Amount	Bill Rate	Bill Total	Collected	Collected % of Bill	Write Off	Write Off % of Bill
Blair, Robert	Billing Professional	62.2	60.4	\$1,324,226.47	100.0	100.0	\$0.00	0.00
Blair, Robert	Billing Professional	62.2	60.4	\$1,324,226.47	100.0	100.0	\$0.00	0.00
Blair, Robert	Billing Professional	62.2	60.4	\$1,324,226.47	100.0	100.0	\$0.00	0.00

Practice Area	Updated Case	Unbilled Costs	Unprocessed Credits	Invested Hours	Invested Value	% of Total
GENERAL CORPORATE	\$9,892,020.70	\$252,741.95	\$424,917.40	\$1,893,771.64	\$1,275,146.40	100.0
GENERAL CORPORATE (OLD)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
GENERAL CORPORATE (NEW)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00

Write Your Own Success Story  
 To learn more about the RainMaker Platinum Solution, please contact the sales department at 800.341.4012 x3413, legalinfo@rainmakerlegal.com or www.rainmakerlegal.com/contactus/.

