



e-RainMaker - DATA SHEET

e-RainMaker

- Business Intelligence
- Digital Scorecards
- Web Time Entry
- Attorney Portal
- ZOOM .NET

“E-RAINMAKER WEB TIME IS AN IDEAL SOLUTION FOR OUR FIRM BECAUSE WE HAVE SO MANY ATTORNEYS IN REMOTE OFFICES THAT NEED TO ENTER TIME FOR CLIENT WORK. WEB TIME SPEEDS UP THE REMOTE TIME ENTRY PROCESS FOR US, IMPROVING OUR FIRM’S PRODUCTIVITY AND BUSINESS RESULTS.”

-Managing Partner

e-RainMaker is a suite of Web applications designed to provide your professional staff with access to RainMaker Platinum Financial and Practice Management. For firms with remote offices and mobile attorneys, e-RainMaker offers a browser-based window into client, reporting, and timekeeper data, allowing secured access from any PC with an Internet connection and appropriate clearance. e-RainMaker distributes critical functionality such as inquiry, new matter opening, time entry, and reporting in a complete Web environment, making it easy to deploy and maintain while streamlining internal processes and reducing delays and duplicative entry.

e-RainMaker Provides:

- **Familiar Browser Interface** – e-RainMaker Web applications feature the intuitive navigational and usage characteristics that are so familiar to Web users today. Starting from a single e-RainMaker Web page, users can enter and review time, open a new matter, browse reports or scorecards, and perform inquiries on matter information, with minimal training. Inquiry pages can be tailored to individual user preferences as well, with data visualization features such as graphs and gauges to see multiple attributes at once.
- **Simplified Deployment and Reduced Maintenance** – e-RainMaker Web applications allow you to deploy robust functionality to remote offices and users with nothing more than a URL on each user desktop. e-RainMaker distributes report design and review, new matter entry and routing, conflict checking, time entry and review, and inquiry into client contacts, billing, WIP, receivable and payment activity without local software installation required.





e-RainMaker Web Applications Include:

- **Web Time Entry** – A full featured, browser-based time entry and review application for the remote user.
- **Web New Case Memo (NCM)** – A complete workflow application designed to eliminate the paper-based process of opening a new matter. NCM includes user-customizable browser-based new case screens, behind-the-scenes electronic routing for approvals, conflict checking, contact and marketing data capture, and originator notifications.
- **Business Intelligence** – A flexible report writer and distributor that allows for security-controlled access via the e-RainMaker Web page to develop or view reports, inquiries, and spreadsheets from a variety of dimensions.
- **Digital Scorecards** – A group of eight e-views of key performance data including daily/weekly cash, new matters opened/closed, billing & collections, working attorney analysis, and timekeeper productivity. Screens include drill down, trend graphing, and easy export to Microsoft® Excel.





Business Intelligence .NET – DATA SHEET

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“WE NEEDED THE ABILITY TO EASILY ANALYZE THE PERFORMANCE AND PROFITABILITY OF OUR FIRM, WITHOUT COSTLY PROGRAMMING. RAINMAKER PROVIDED US WITH A STATE-OF-THE-ART REPORTING SYSTEM.”

- Managing Partner

RainMaker’s Platinum Business Intelligence (BI) software allows firms to easily access, extract and analyze information in practical formats for supporting critical business decisions.

BI tools eliminate the cost, frustration and delays involved with custom programming and report writing. Information is automatically presented to the user in a variety of formats including Microsoft Excel spreadsheets, PivotTables, charts and email notifications. Business Intelligence is built around a data warehouse which is, in short, a database that is separate from the time and billing system, but automatically populated by it. It is designed specifically to provide fast access to data for analysis.

In addition to the data warehouse, Business Intelligence .NET includes a series of screens designed to organize information into usable formats, and an output manager that allows users to save reports and schedule them for automatic distribution via email or directly to a RainMaker Web page. The system comes with a full set of standard reports and financial analytics.





Business Intelligence .NET also offers a set of e-RainMaker Digital Scorecards providing users with access to current payment, investment and performance data on their desktops. The Business Intelligence ZOOM .NET module provides a window into Key Performance Indicators (KPI) at all levels within the firm including departments, clients, matters or offices. Built on flexible Microsoft® .NET technology, RainMaker’s Platinum Business Intelligence .NET is deployed via a browser and, with appropriate security, can be accessed from any Internet or Intranet connection.

“We need a way to...”	RainMaker Platinum provided:
Measure and compare client profitability.	An easy way to extract and analyze data from our billing system, including internal cost rates used to determine real profitability.
Build and electronically distribute custom reports.	A system capable of providing practical formats such as spreadsheets, PivotTables and charts that can be scheduled and distributed via email.
Analyze the type of work attorneys perform.	Advanced features; including a historic prospective based on effective date of attorneys when classifications change over the years.
Support strategic growth decisions.	The ability to use financial history to monitor and analyze where it is best to apply firm resources, without the need for custom programming.

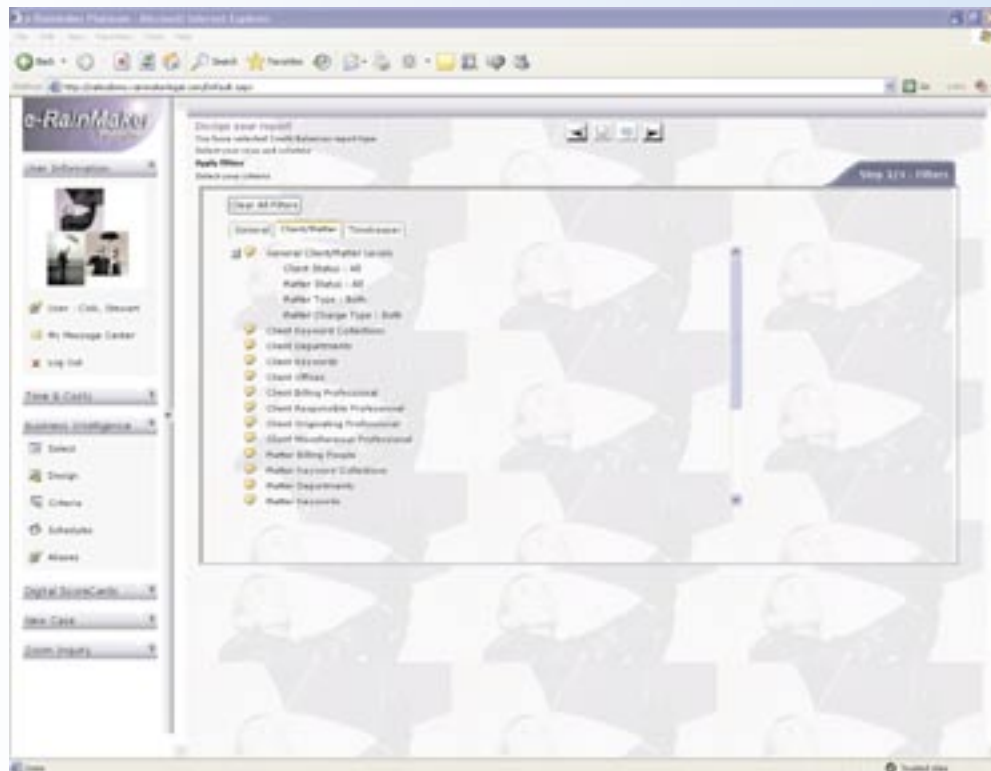
Once a Business Intelligence system is in place, your firm’s financial history provides strategic planning opportunities and numerous other benefits. The value of the information residing in your financial system extends beyond billable hours, WIP and A/R. Today’s numbers don’t tell the full story. While isolated numbers are important, they are more meaningful when paired with information from prior months and years in order to identify trends and the direction the firm is heading in relation to those trends.





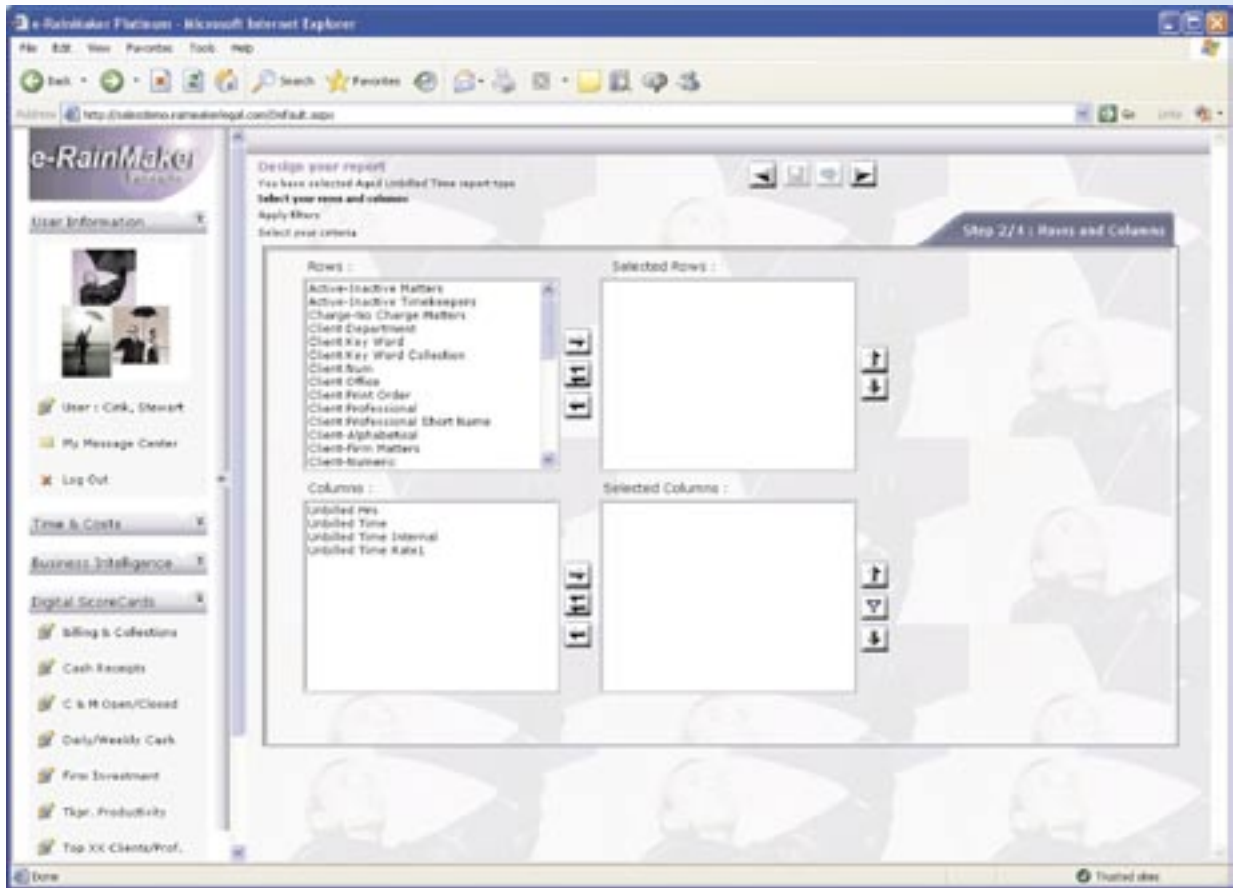
Using Microsoft .NET technology just point and click to analyze the business metrics of the firm.

For example: Is the firm collecting slower than usual as evidenced by an increasing percentage in the over 90 day's column? What are the reasons behind this trend? Could the billing rates be too high? Is the collections department understaffed? Is this a problem across all practice areas or just isolated to a particular billing attorney or practice area? First, identify the trends and then explore the “whys” behind the numbers. e-RainMaker’s Platinum Business Intelligence provides the firm with these capabilities and more.





Business Intelligence .NET





e-RainMaker Digital Scorecards

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“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 XX 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.

“WE NEEDED A WAY FOR OUR ATTORNEYS AND MANAGEMENT STAFF TO MONITOR BUSINESS ACTIVITIES AT EVERY LEVEL WITH THE CLICK OF A BUTTON. RAINMAKER’S CUTTING-EDGE TECHNOLOGY ALLOWED US THIS CAPABILITY.”

- Executive Director

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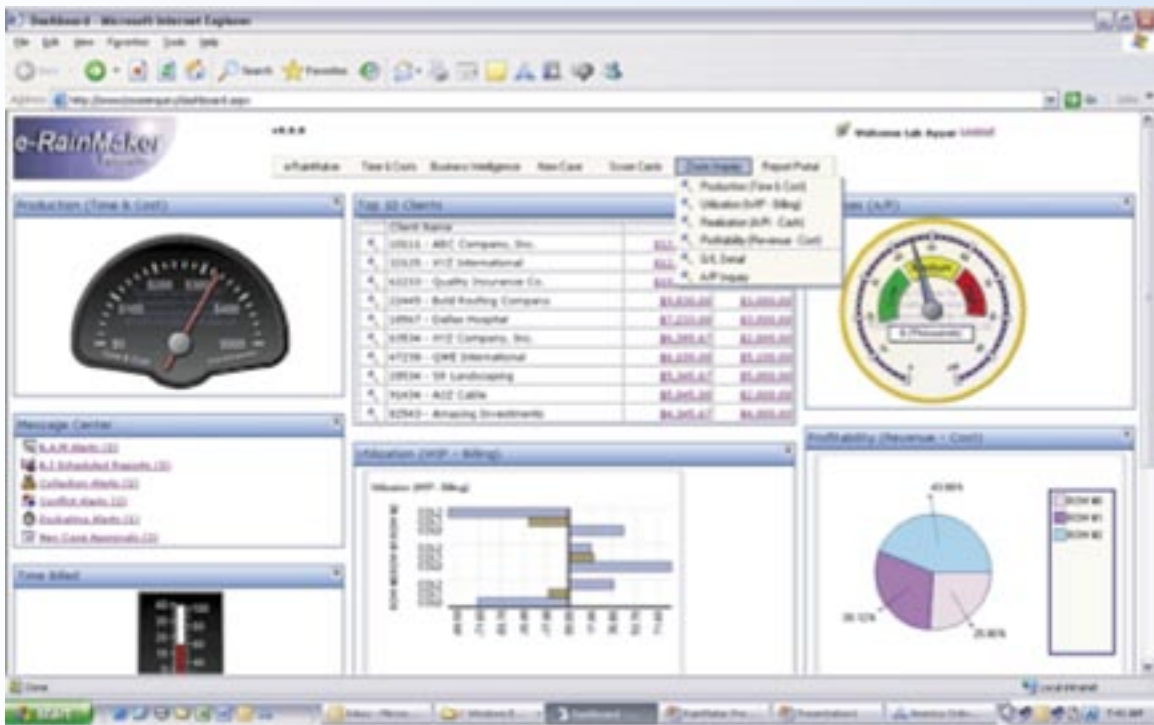
ZOOM .NET is the newest module in the e-RainMaker Platinum family of products built entirely on Microsoft® .NET technology. Utilizing the .NET framework, e-RainMaker consolidates Business Intelligence, Digital Scorecards and ZOOM .NET into a single solution. ZOOM .NET provides Key Performance Indicators (KPI) allowing users to monitor business activity at all levels within the firm.

“We need a way to...”	RainMaker Platinum provided:
Monitor and analyze current financial trends right on our desktops.	Key Performance Indicators (KPI) for such items as cash, billing, receivables, profitability and gross margins, realization and utilization, recorded and billed time along with other key components. Attorneys are now able to monitor the business activities of clients and matters.
Single out and analyze financial performance of a certain department and even the firm as a whole, all in one place.	The ability for firm managers to analyze financial performance of a single or group of offices, practice areas, departments or the entire firm, all from one screen.
Customize our view of firm trends and activities.	Fully customizable advanced graphic tools to visualize variances and trends of all major business activities.
Increase productivity by providing a way for timekeepers to analyze their own metrics.	Timekeepers with the ability to analyze their own productivity, view aged time in WIP, working attorney A/R and other metrics.
Efficiently look up bills so we can print or fax copies right from our desktop.	Quick bill look-up to print or fax copies directly from the desktop.





With a single click, an attorney can clearly analyze all critical financial performance areas for a client or component of firm business. With creative graphics such as speedometers, temperature gauges and trend analysis graphs, the user can better visualize the impact of the information they are viewing.





Client Summary

Microsoft Internet Explorer

Address: http://rainmaker.silverpop.com/Default.asp

e-RainMaker Platinum

Home | My Message Center | Log Out

Client Information

Professional Type: [Dropdown] Professional ID: [Dropdown] Client Number: [Dropdown] Matter Number: [Dropdown] Timesinger ID: [Dropdown]

R_ClientNumber: 11001 R_ClientName: Mack, JSA Networks Canada
 R_Last Hire Date: 11/01/2011 R_Last Hire Date: 11/01/2011 R_Last Hire Date: 11/01/2011 R_Last Hire Date: 11/01/2011 R_Last Hire Date: 11/01/2011

Work in Progress

Actual Time	0-30 Days	31-60 Days	61-90 Days	Total WIP Value	Total WIP Rate (\$)
0.00	0.00	0.00	0.00	0.00	0.00

Financial Value

Money on Hand	Amount Balance	Spent All	Total All
0.00	0.00	0.00	0.00

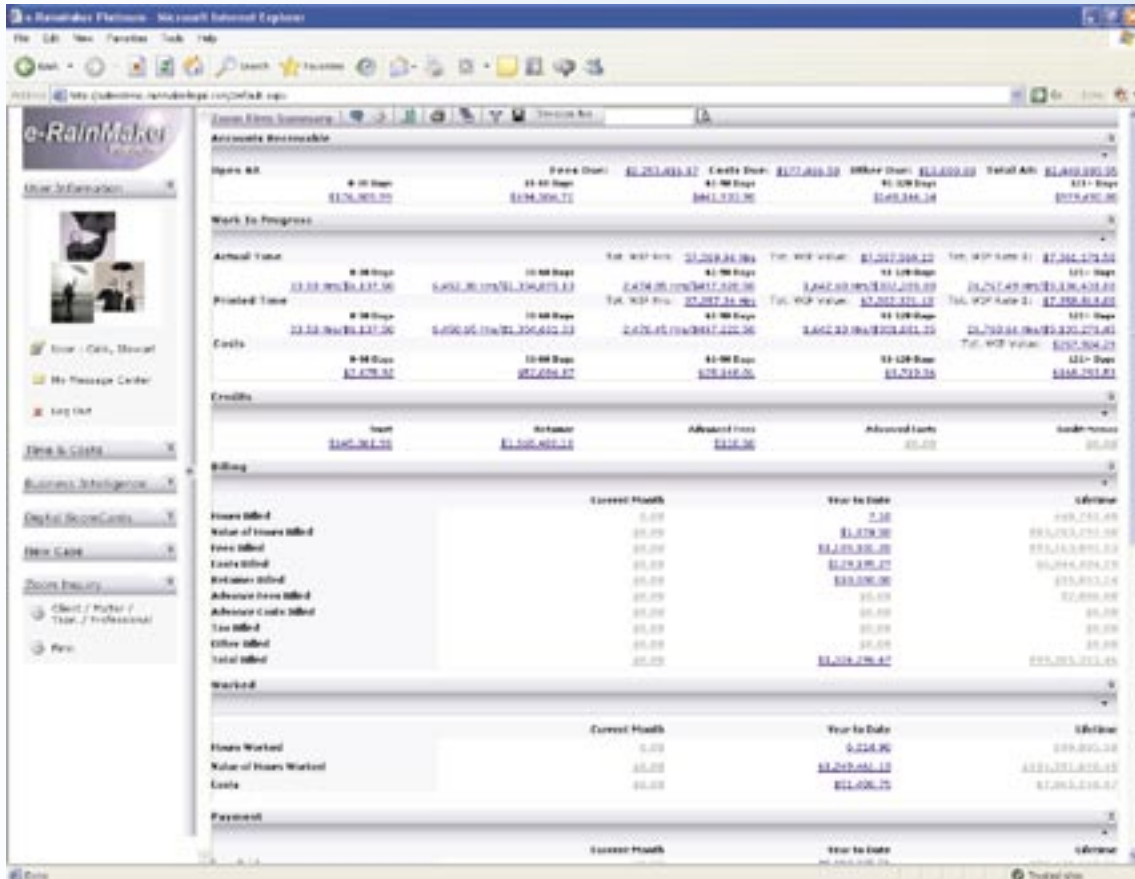
Historical Data

Month	Hours Worked	Value Worked	Total Invoiced	Total Paid	Total Written Off	Bill to Collections	Paid Realization
January	0.00	0.00	0.00	0.00	0.00	0.00%	0.00%
February	0.00	0.00	0.00	0.00	0.00	0.00%	0.00%
Year To Date	0.00	0.00	0.00	0.00	0.00	0.00%	0.00%
Current System	17.30	\$1,143.30	\$1,143.30	\$1,143.30	0.00	100.00%	100.00%
Lifetime	17.30	\$1,143.30	\$1,143.30	\$1,143.30	0.00	-	-





Firm Summary



The screenshot displays the RainMaker Platinum software interface, showing a firm summary dashboard. The interface includes a navigation menu on the left and a main content area with several data tables.

Accounts Receivable

Open AR	90-180 Days	180-360 Days	360-540 Days	540-720 Days	Total AR
\$176,803.00	\$134,306.71	\$61,333.90	\$45,346.14	\$317,890.75	

Work In Progress

Actual Value	90-180 Days	180-360 Days	Total WIP Value	90-180 Days	180-360 Days	Total WIP Value
\$1,121,368.12	\$1,121,368.12	\$0.00	\$1,121,368.12	\$1,121,368.12	\$0.00	\$1,121,368.12

Costs

90-180 Days	180-360 Days	360-540 Days	540-720 Days	Total
\$1,478.52	\$27,634.37	\$78,340.00	\$1,713.33	\$29,566.22

Billings

Hours Billed	Current Month	Year to Date	YTD Change
Value of Hours Billed	\$0.00	\$1,378.30	\$1,378.30

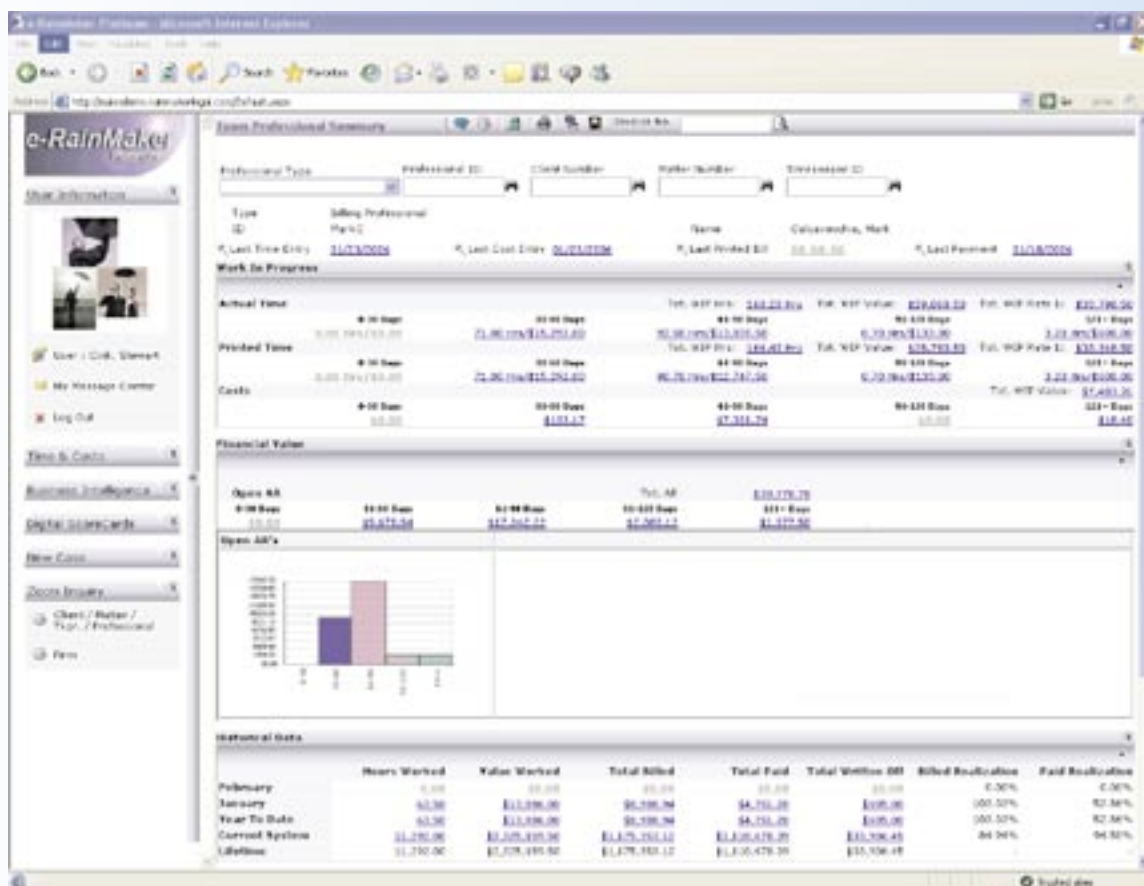
Worked

Hours Worked	Current Month	Year to Date	YTD Change
Value of Hours Worked	\$0.00	\$1,210.10	\$1,210.10





Professional Summary



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/.

