

Blueprint
for Law Firms



blueprint

making Data work for you

In brief

Blueprint helps organisations tap into the power that's hidden in data. We create information systems that allow our clients to visualise and control the processes that directly affect their success. We understand the issues facing our clients and offer insight into the needs of people in their businesses.

We're partners of leading software companies, including Business Objects and IBM. We work closely with our clients' IT teams and their internal customers, building bridges between the people who implement and support information systems and those who use them. Blueprint specialises in the creation of business intelligence, performance management, financial planning and budgeting systems. We provide strategic and technical consultancy, project implementation and systems support. We also provide accredited training services that serve thousands of people every year.



Blueprint:
helping organisations tap into
the power hidden in data

Our services

In business, as in life, what we want is not always what we need. If we're prepared to question our preconceptions and habitual ways of working, we open the way to change and innovation. So at Blueprint we listen carefully to our clients, but we also challenge them. We look at the details and the 'big picture'; we ask ourselves what's not there, as well as what is; we test the logic of established processes; we reveal the power that's hidden in data. Our desire to look beyond the obvious is what makes Blueprint's approach to the creation of information systems different from everybody else's.

Information systems that really work are led by business needs: they're business life-support systems, not repositories of dead data. They make it possible for those who support the firm to visualise and control its heartbeat: the processes that directly affect its success. We want the resulting information to demand attention, providing your people with insight and prompting them to take action.

Blueprint designs to meet specific needs: we are rarely asked to build applications in a standardised way, straight 'out of the box'. We select, modify and customise, using standard elements to create bespoke, tuned systems. We could help you reveal hidden truths within your data through the creation of scorecards, strategic and operational reporting, budgeting and forecasting and 'what if' planning tools, providing penetrating analysis from one central data-hub.

Blueprint:

providing visibility that helps improve a firm's performance

Understanding performance

Law firms are becoming more commercial in their outlook and operations, adopting processes such as rolling forecasts, quarterly targets and appraisals of partner profitability. In this new performance-oriented culture, we can help you see beyond simplistic measures of performance. For example, you undoubtedly report on your WIP lock-up and billings recovery process already, but you may be able to gain additional insights by breaking down and comparing every stage of the WIP cycle. Similarly, crude measures of profits can mask underlying performance variations. Could your biggest revenue-earning client be your least profitable?

Our information systems are designed to make use of your existing systems, like CMS, Elite, SAP or Interaction, perhaps combining their information, and making it easier to create valuable insights into your core processes.

They enable you to lead, showing fee earners and partners how small changes – such as billing more frequently – can have a big impact on firm and practice profitability.

Within every system we build, we segment the information around the focus areas and processes that are most important to you. This allows data to be viewed from a business process perspective rather than a system perspective. For example, with billings and WIP lockup, we commonly break the information down from a client, matter and fee-earner perspective. By layering and segmenting information in this way, we often discover hidden nuggets of information that immediately suggest improvements in firm management.

Billings Process & WIP Lockup

The starting point for most of our legal clients is a review of WIP lockup and its impact on revenue. We can reveal the impact changes to billing intervals have on the fees your firm recovers compared to hours worked. And can advise you on the behavioural issues that inhibit change.

Firm Utilisation & Profitability Management

What's the impact of partner activity on the utilisation of other fee-earners within your firm? Are higher level fee-earners overly busy, while the firm is under-utilised at lower levels? It's by creating a better understanding of the impact of WIP lockup, debtors, recovery rates and utilisation on profitability that our solutions can help you better manage your resources and your profitability.

Financial Reporting & Budgeting

We can simplify and automate the budgeting and forecasting processes, making it easier to report actual versus budget information. The same framework permits the production of management accounts, strategic 'what ifs' and cash management positions so that you can explore alternatives. For example for international offices, analysing the impact of currency fluctuations on WIP in order to manage the WIP lockup strategy.

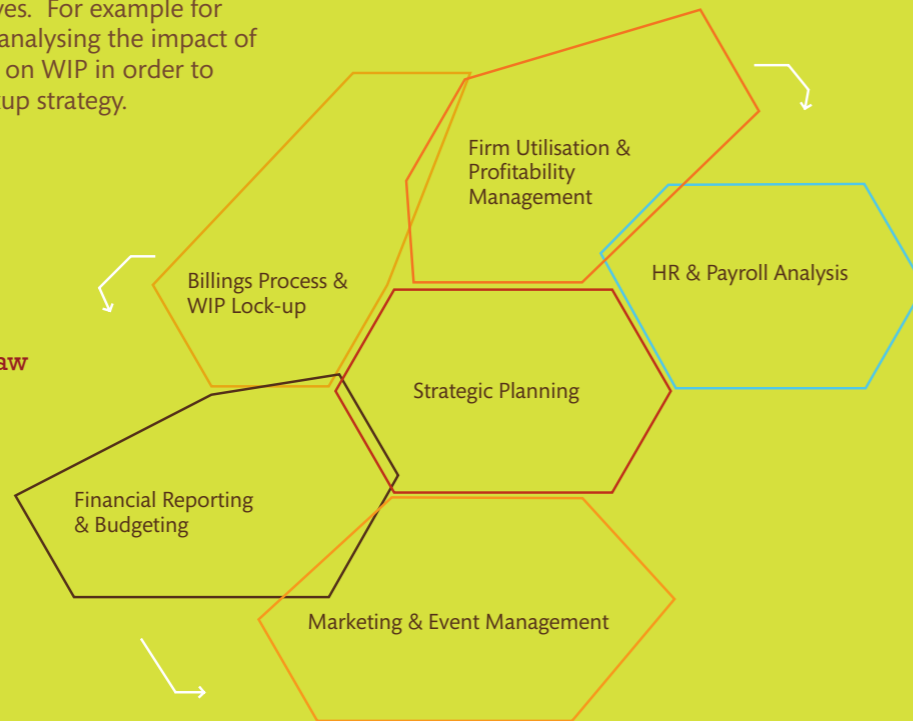
Marketing & Event Management

We can show the links between your hospitality, event and marketing activities and the revenue they help to generate. This will help you measure the value of these activities, by bringing client interaction data from your CRM systems together with matter and revenue information. You can then focus energies on those activities that work most effectively.

HR & Payroll Analysis

Your people are the largest cost item within the firm. Is there a better payroll structure? Which levels of the firm generate the greatest return on costs incurred? Is it utilisation or pay levels that drive profitability? Are you paying starters enough in comparison to other firms to ensure you get the best recruits? We can provide answers to these and other essential HR questions.

The Blueprint for Law Firms framework



Our approach

We're specialists

Blueprint specialises in finding out what makes businesses tick. The only way we can make a real difference for our clients is by looking closely at their objectives and business processes. This takes us to the heart of organisations. Our specialist knowledge of law firms benefits every firm we work with.

We get to grips with the business issues

Our clients expect the systems we build to get measurable results. This means we need to understand what they want to achieve and what processes they employ. Our business, consulting and accounting skills enable us to work with management teams on these issues, as well as with IT professionals. We translate law firms' needs into the language of information technology.

We nurture talent

We have high expectations of our own people and give them our support in return. We don't use contractors. We recruit talented, enthusiastic people who want to learn. We help them develop their skills through mentoring and by assigning them to projects that will interest and motivate them.

We help people to work smarter

We help people at 'the sharp end' - the end-users of our systems - to be more successful. When we design systems, we take partners, fee-earners and finance people's skills and preferences into account. We also take care to learn about what they do, looking for opportunities to help them work more effectively.

To discover more visit us at www.bpms.co.uk
or contact us on 020 7832 1800

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