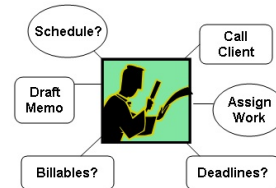


# CorpusLex: Improving Law Firm Efficiency by Helping Lawyers

## No Meeting of the Minds: Lawyers and Technology

Technologists have tried to understand the legal profession. They have heard that lawyers routinely ask:

- “Where is the phone number I need?”
- “Do we have anything on collateral estoppel?”
- “What were my billables last month?”
- “When is the deadline?”



Traditionally, the answers came from an assistant’s search through the office’s files.

Finding problems to solve, the technology industry has sold lawyers a variety of products to obtain these answers more quickly. While there may be an advantage in making the assistant’s job easier, acquiring these but these technologies has not improved the services rendered by the lawyer.

The failure is not the result of a flaw in the technology. The disconnect between the technologist and the lawyer gives little chance for a solution that can meet the needs of lawyers.

## The Ambiguity of Technology: Speed without Productivity

Software products have expedited discrete tasks in a law office; however, this task-orientation has distorted the practice of law. Although seeking ways to address the delivery of legal services, law firms are distracted by technologies directed at administrative functions.

The timing varies, but the distortion follows a certain path.

First, the task-orientation of each product leads to the purchase and maintenance of multiple products. The cost of this maintenance adds to the overhead and forces more attention on technologies and administration.

Next, because records are spread throughout multiple products, the firm suffers from an “atomization” of information. Since the reliability and meaning of a record depends, in part, on its context, several databases must be accessed. This process negates much of the time saved through the technology.



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Finally, because of the atomization of information, the multiple software systems spawn a workflow that is tenuously related to the practice of law. The law firm's culture, from personnel to business processes, evolves from the firm's investment in these systems and all but replaces the core values that built the firm.

The attention of the firm's leaders shifts, at least in part, from the quality of the services rendered by lawyers to the inventory of technologies delivered to the firm.

## The Mirror Image Rule: Lawyers Thinking like Lawyers

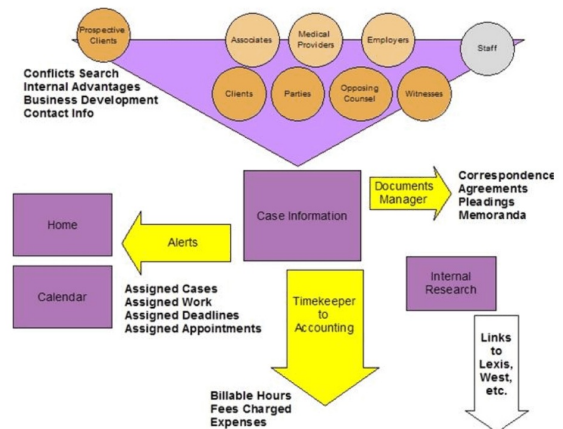
By contrast, CorpusLex is a software system based on ideas to improve the work culture of lawyers. Led by an experienced lawyer, after hundreds of hours of meetings with colleagues and their staff, the development of CorpusLex has always focused on enhancing, rather than interfering with, a lawyer's workflow.

As a result, the use of CorpusLex dramatically increases the productivity of lawyers. Its adoption of the logic of the practice of law; its range of functions; and its coherent display of interrelated are distinctive.

CorpusLex was not designed for other industries and later modified for law firms. Built for lawyers, CorpusLex organizes information in a way that is coherent to lawyers.

To accomplish these goals, CorpusLex was designed with the functionality to:

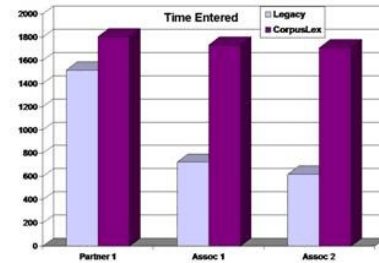
- Collaborate logically
- Send meaningful alerts
- Manage the flow of work
- Improve the billing process
- Review the progress of files
- Issue customized memoranda
- Share work product effectively
- Coordinate calendars efficiently
- Access useful contact information



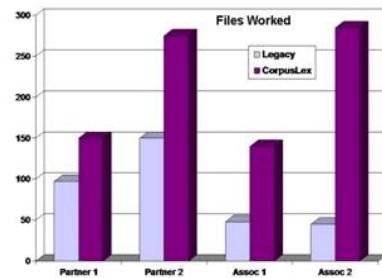
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## Full Performance: Functionality with Purpose

With lawyers better able to focus on their work, law firms using CorpusLex have reduced costs, increased hours billed by 20%, and increased individual caseload over 50%. The logical flow of CorpusLex helped lawyers to manage cases and matters rather than to allow external influences determine the activity.



Because they were able to rely on accessed information, lawyers were not merely generating larger bills to select clients; they were accomplishing more work for more clients. Increased productivity from the streamlining of work improved office morale and reduced the time wasted in the office.



CorpusLex enhances, rather than alters, the practice of law.

## Ready, Willing, and Able

Typically, lawyers learn to use CorpusLex with no more than fifteen minutes of training.

CorpusLex requires a PC connected to a server or the Internet. CorpusLex reduces the IT budget of a firm by replacing some applications and by extending the life of the firm's hardware.

Easy to implement, CorpusLex is up and running in seconds. To insure easy conversion and broad flexibility, CorpusLex runs with Microsoft's ASP.Net and SQL Server. Engineered to optimize data conversion and systems integration, CorpusLex can be synchronized to display information from other databases.