

# Firm Boosts Billings 45% and Accounting Productivity 25% By Switching to Juris®

## Back-office tools your firm can count on

**Juris® from LexisNexis®** provides back-office business systems to help law firms of a variety of sizes improve cash flow. Law professionals benefit from flexible billing features and comprehensive information management without sacrificing ease of use. Thousands of firms count on Juris for strong reporting, a high degree of accounting control and built-in auditing to ensure overall data integrity.

Most of the 38 attorneys at Wyche Burgess Freeman & Parham, P.A., in Greenville, South Carolina, are listed in the current edition of *The Best Lawyers in America*. When you're that good, you want the systems on which you rely to be just as good. Wyche's weren't.

## Time for something less labor-intensive

The firm's billing system ran on an expensive back-end computer that consumed hours of staff time each week to keep running. When problems arose, the firm's technology manager would be lucky to get a call back from the vendor, even though Wyche was paying more than \$20,000 annually for support.

Even when the system operated properly, it didn't operate well. Cumbersome computer screens made it tough to enter time and easy to make mistakes—requiring more time to review prebills and, as a result, more time to produce invoices. Financial reports were tough to create, find and use.

So, when Wyche was faced with an \$80,000 bill to upgrade to the new version of its well-known, resource-intensive software, the firm considered various options. The solution Wyche adopted was **Juris® from LexisNexis®**.

## Positive change that's easy to accomplish

Juris® software was easy for Wyche to adopt, even given the migration from the firm's existing solution. Juris runs on the same Microsoft® SQL Server database that Wyche, like so many other firms, already used. This meant the firm could avoid spending time and money on a new installation. LexisNexis migrated the firm's database to Juris; Wyche just tested the new database to ensure that it ran properly.

Now, the LexisNexis team remains with Wyche even after the migration, and support experts typically get back to Wyche within 30 minutes of a call for assistance.

For most of the firm's employees, training on the new system was accomplished in a couple of hours. Wyche personnel can use Juris—to record time, request a check or perform other simple functions—from anywhere in the firm, even if Juris isn't installed on a nearby PC, thanks to a simple Web interface that requires no special software.

Wyche IT Manager Tom Crowe says that using Juris for time recording, billing and financial reports benefits everyone at the firm.

## Better workflow, better results

Because Wyche found Juris easier to use than the former software, attorneys and secretaries do a better job of capturing time—with the result that billings are up by 45 percent for the same hours worked. With Juris, easier time entry also means more accurate time entry, a streamlined billing process and the ability to get invoices to clients up to two weeks faster—and this boosts cash flow to the firm. Additionally, because financial reports are easier to find, use and understand, attorneys rely on these reports more frequently to make better decisions for the firm. When new reports are needed, they are easier to create than ever before with Juris.

The accounting department has seen a 25 percent increase in productivity thanks in part to Juris. And Crowe has cut the time he spends administering the billing and reporting system by 75 percent, enabling him to spend more time finding new ways to put technology to strategic use.