



Manage matters, legal spend and outside counsel more efficiently to maximize spend, reduce risk and help you make better decisions

### **Achieve better legal outcomes and faster return on investment**

LexisNexis CounselLink is a proven solution for corporate legal departments and their law firms regardless of the scale, scope or industry focus of the operations. Our secure and flexible cloud-based suite of software applications integrates powerful functions for legal spend and matter management, legal holds, reporting, analytics and benchmarking to deliver cost-effective results and value across the enterprise.

With CounselLink applications, you can:

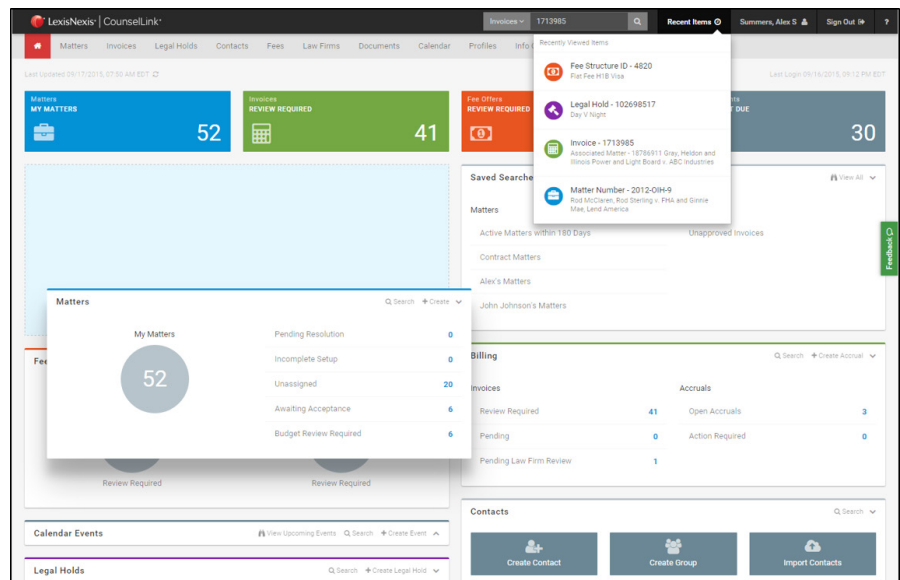
- **Manage matters and legal spend effectively.** With complete visibility into all matter and invoice details – delivered through a familiar Microsoft® Outlook® interface – you can easily check matter status, take action, work collaboratively with outside counsel, focus on outcomes and enhance the value your department delivers to your organization.
- **Protect your company from potential risk.** Instant access to complete information allows you to evaluate and predict legal spend, matter duration, matter outcomes and performance to budget. You can track every matter and invoice from inception to resolution, making informed decisions along the way, and confident that you're doing all you can to mitigate risk, monitor compliance and achieve favorable results.

- **Manage costs and align processes with business interests.** We provide business consulting services during implementation to help you assess, re-engineer and refine workflows and business processes, resulting in greater efficiencies, better collaboration and closer alignment with business objectives. You can automate tasks, simplify workflows and create consistent business processes across the enterprise to manage matters and spend more efficiently and with greater ease and transparency.
- **Work smarter.** Drive better, more informed decisions with analytics and benchmarking to help you focus on the activities that deliver the greatest return on your investment
- **Choose the cost-effective solution that matches your legal department's unique needs.** CounselLink software packages offer a full range of feature sets and support options that range from simple, turnkey best-practice offerings to highly customizable approaches designed for complex operations. You get precisely the level of functionality and support you need today, and the ability to accommodate evolving needs in the future

## The Flexible Match for Your Unique Requirements

One size doesn't fit all. That's why we created CounselLink as a highly adaptable solution that gives customers complete flexibility in selecting the specific mix of packages and applications they prefer.

CounselLink Matter Management, Legal Spend Management and Legal Hold applications are offered in a variety of packages – each aligning its feature set and levels of support to meet the diverse needs of legal departments from different industries, operating environments, staffing levels and proficiencies. Select the application modules and packages that fit your needs today, and be confident that CounselLink software can adapt readily to support your needs down the road, as well.



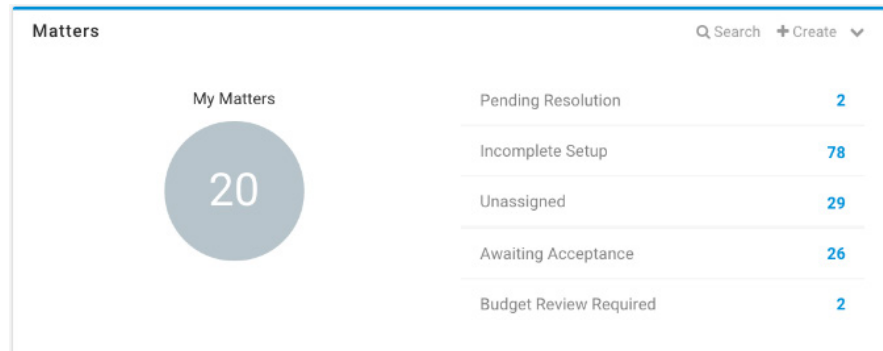
## Matter Management

The matters you handle have a direct impact on risks, costs and your ability to support the business. That's why it's essential to have a proven solution you trust to monitor and manage every aspect of this critical work.



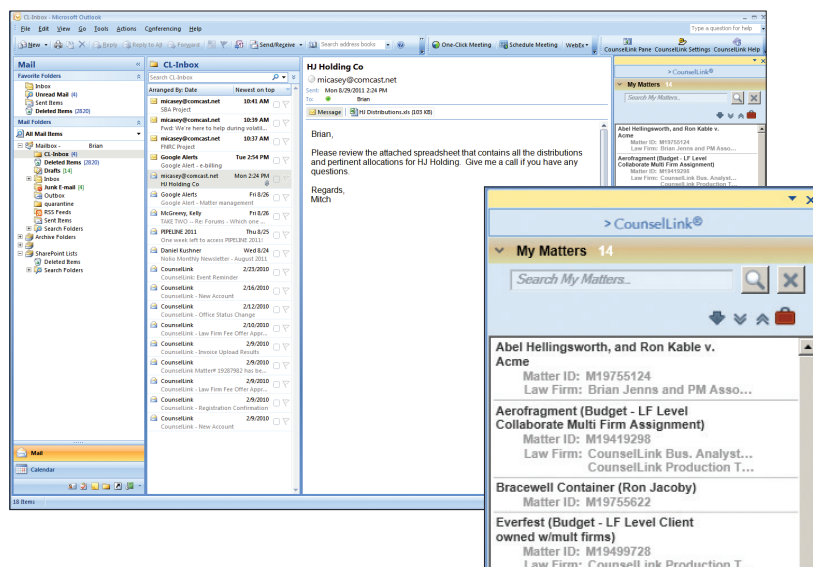
*"With CounselLink, our matters, supporting documents, and results are easily reviewed by our general counsel and all attorneys, regardless of where they are traveling, without having to make a phone call (web driven)."*

— Brenda K. Simmons  
Certified Paralegal, PP, PLS,  
NR, Brasfield & Gorrie, L.L.C.



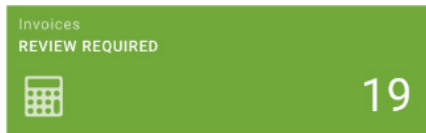
CounselLink Matter Management helps you:

- Track and manage all of your matters from creation to resolution
- Capture and access all matter information and case file data –including journaling, calendar, notes and documents – in one system
- Stay on task with easy-to-use tools using Microsoft® Outlook® as the interface
- Align strategies, monitor compliance and collaborate more effectively with outside counsel and internal stakeholders to improve decision-making and outcomes
- Increase productivity using real-time reports and dashboards to track performance
- Analyze and manage matter budgets to mitigate potential financial risk
- Rethink current approaches and create better ones to save time and money with integrated views that provide greater insight into resource alignment, matter costs and budget impacts



## Legal Spend Management

The financial component of corporate legal activity closely parallels matter management. Your legal invoices have to be processed, routed, reviewed, approved and analyzed. With the right tools supporting your operations you can uncover vital performance details and spot where to implement cost and efficiency improvements.



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*"In addition to the crucial productivity and efficiency benefits we've realized, we have achieved 17 percent cost savings in our legal department's litigation spending since implementing CounselLink."*

**— Edgar Meza**  
Vice President of Claims  
Fred Loya Insurance

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Billing <span>Q Search + Create Accrual v</span>			
Invoices		Accruals	
Review Required	19	Open Accruals	14
Pending	20	Action Required	1
Pending Law Firm Review	25		

### Tangible ROI

CounselLink Legal Spend and Matter Management solutions deliver tangible returns on your investment. Results from a recent customer survey show average cost and efficiency savings of 7-10 percent covering both external and internal legal spend. Many clients do better than average, with a third of respondents reporting savings of 13 percent or more. (Customer Survey: January 2014)

With CounselLink Legal Spend Management and e-billing capabilities you can:

- Access all legal spend activity by capturing 100 percent of invoice data, down to the line item detail – even if provided via paper, email or pdf
- Reduce costs through billing guidelines that add consistency to expense submissions
- Save money and time with SmartReview® technology that discovers invoice errors and billing guideline violations automatically, providing attorneys a pre-vetted review
- Handle the complexities of tracking and managing alternative fee arrangements efficiently
- Build stronger relationships with outside counsel by collaborating more effectively on budgets, accruals and invoices
- Increase accounting accuracy by allocating costs directly to appropriate departments, cost centers and general ledger accounts
- Add more predictability to financial performance and forecasts
- Document the department's contribution and performance with auditable capabilities and with reports and dashboards that accurately profile legal spend



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*"With the implementation of CounselLink we realized approximately a \$60,000 savings in billing the first year because of "billing guidelines".*

— **Brenda K. Simmons**  
Certified Paralegal, PP, PLS, NR  
Brasfield & Gorrie, L.L.C.

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*"I work with a number of e-billing systems, and CounselLink is definitely among the best. The software is easy to use, consistently gives us fast processing times and is backed up by excellent customer support from LexisNexis."*

— **Valerie Milewski**  
e-Billing Administrator  
Mayer Brown LLP

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Proven ROI  
**7-10%  
ANNUAL  
SAVINGS**

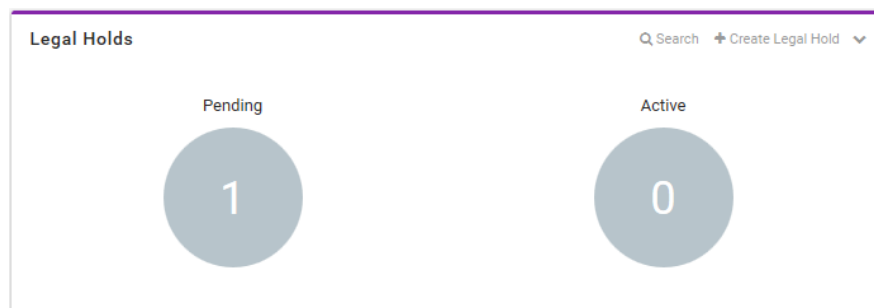
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(Customer Survey: January 2014)

## Legal Hold

When legal requirements or regulatory demands dictate that information and potential evidence be preserved, your department must have a reliable and efficient way to comply. The special features and intuitive, wizard-based tools in



CounselLink Legal Hold makes it easy for you to maintain compliance and safeguard your company from unnecessary risk and exposure.

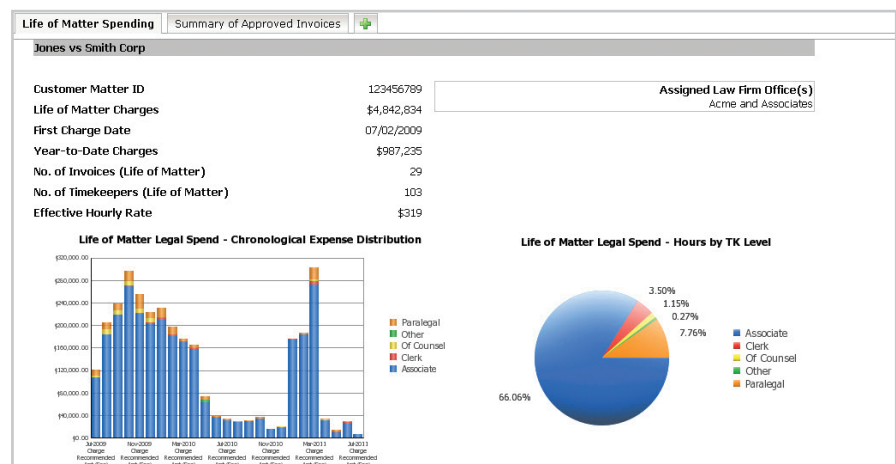
CounselLink Legal Hold helps you:

- Simplify and automate all the time-consuming process steps to identify, notify, remind and communicate with document custodians
- Preserve and create an auditable record of contacts, notifications, acknowledgements and responses from start to finish to validate compliance
- Integrate activities with Matter Management capabilities for complete visibility to all matters and hold details in one location
- Maintain control of legal hold activity by leveraging tools and templates for creating customized communications, surveys, reports and web pages

## Reporting and Analytics

business intelligence to another level by creating customized reports and dashboards specific to your needs. Whether it is a detailed report, a high-level executive summary or a graphic representation of current status, CounselLink reports and dashboards help you:

- Gain valuable insights into your matter status, law firm performance, budget variances and other operational metrics
- Make faster, more effective decisions with easy access to actionable data points
- Operate with more transparency among internal and external stakeholders
- Increase understanding about department activities and results among all stakeholders
- Document the contributions and value of your department to the business



## Legal Benchmarking Analytics

Discover valuable comparative business insights that can enhance legal department operations and guide your decisions with CounselLink Insight – a powerful legal benchmarking and cost analysis database tool. Representing over \$18 billion in aggregated legal spend and more than 4 million invoices from law firms globally, CounselLink Insight provides detailed, anonymized metrics on matter costs, fee structures, timekeeper rates, staffing ratios and more, broken out by industry segments and geographic locations. CounselLink Insight gives you the tools and data needed to accurately benchmark and compare your firm's performance to your peers. It is also an invaluable asset for fee negotiations, law firm panel consolidations, cost control initiatives, budget forecasts and other performance-improving financial activities.

## CounselLink Insight Benchmarking Tool

Over  
**\$18B**  
in legal spend  
data

More than  
**1 million**  
matters

**4**  
million  
invoices

### CounselLink Strategic Consulting

The LexisNexis CounselLink Strategic Consulting team is dedicated to helping you realize the full potential of your legal department in the shortest timeframe possible. Our legal operations experts will help you fine-tune your operations and business processes to take ROI and performance to higher levels. Applying our extensive legal best-practice expertise, we will work with you to:

- Assess department proficiency and conduct a health check analysis
- Identify cost savings
- Implement effective workflows and process improvements
- Align legal operations activities with corporate business objectives
- Optimize system utilization
- Customize reports and create executive dashboards and law firm scorecards
- Provide early case assessment and matter budgeting consultation
- Assist in vendor selection and AFA design
- Optimize the value you get from your CounselLink solution

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*"Customer service is crucial for any business software product and the CounselLink customer service team is simply outstanding. I'm always amazed that my CounselLink representative can hear what I'm asking, even if I'm not asking it correctly or using the right terminology."*

— John Palmer  
Legal Secretary  
FedEx

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### Customer Support & Services

There's more to a CounselLink solution than software features alone. From day one as a CounselLink customer you also have access to a host of service and support offerings designed to enhance user satisfaction and ensure the best results:

- Implementation services by certified legal experts covering planning, installation, conversions and integrations, verification testing and training
- 24/7 support for guidance and issue resolution for both corporate users and law firms
- Technical assistance to IT groups supporting legal departments
- Ongoing training courses and educational programs for both corporate users and law firms
- Account management services for all corporate accounts
- Complimentary customer conferences, product and thought leadership webinars and networking events

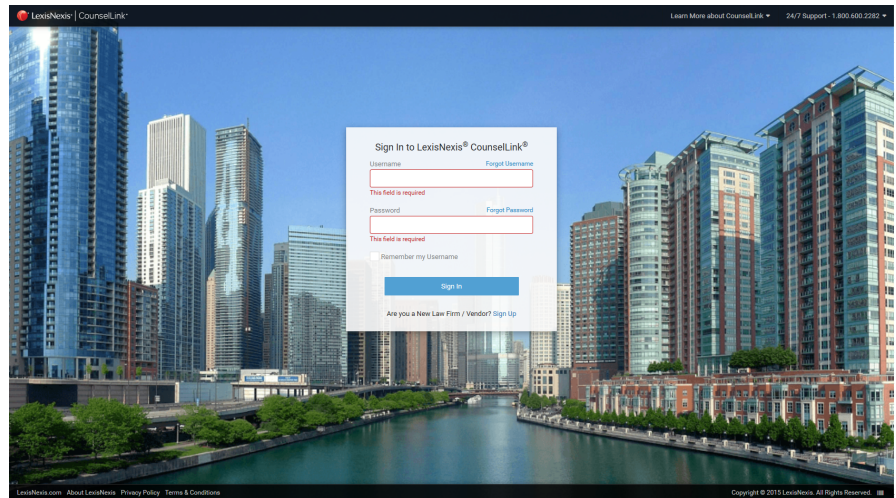


LexisNexis®

| CounselLink®

## The Right Choice

Join the growing number of forward-thinking companies that have selected LexisNexis CounselLink to optimize the performance of their legal department operations. Recognized by Gartner® as a leader in the Magic Quadrant for Enterprise Legal Management and backed by decades of global industry experience, CounselLink is a solution you can trust. Our ongoing investment in the LexisNexis Software Center of Excellence in Raleigh, North Carolina has brought together the largest and most experienced legal software development and deployment team, dedicated to responding to customer needs with innovative, agile solutions. Discover for yourself why this industry-leading enterprise legal management software may be the right choice for you.



Learn More >



[www.counselink.com](http://www.counselink.com)



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