Steve Bassinger
Director of Accounting
McKool Smith PC

# 3E WORKS FOR MCKOOL SMITH

*"Faster reporting, easier budgeting, and a tighter rein on costs are the ways that 3E helps us serve clients better."*

– Steve Bassinger

*Inside, their 3E success story …*

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## 3E WAS THE TOP CHOICE FOR A LEADING LITIGATION FIRM

McKool Smith is one of the nation's leading litigation firms, ranking first in the Top 100 Verdicts for the second straight year. The firm has 130 lawyers, 275 staff members, and six offices in Texas, New York, and Washington, D.C. It handles complex commercial litigation, IP claims, bankruptcy matters, and white-collar litigation. The firm chose the 3E® Financial and Practice Management Systems to replace its legacy software of eight years.

### *"We can get information out to our lawyers quickly, so they can proactively manage their cases."*

What led McKool Smith to 3E? "The legal market has gotten so competitive, and the economic downturn has hit both clients and law firms," said Steve Bassinger, Director of Accounting. "With 3E, we can get information out to our lawyers quickly, so they can proactively manage their cases and give better service to our clients."

## MCKOOL SMITH ENJOYED A SMOOTH CONVERSION TO 3E

McKool Smith implemented a 3E standard financial package, going live in October 2009. "The go-live process was on time, which was great," said Bassinger. "It definitely met our expectations." The firm attributed the success of its conversion to an excellent project manager and conversion manager coupled with a quality control process that is very detailed.

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"Data quality was good in the conversion," he said. "Plus, we had someone from Thomson Reuters Elite who was onsite for four weeks to help us. Just being timely—that was the most important thing."

**3E HELPS THE FIRM MANAGE CLIENT MATTERS ON BUDGET**

As a litigation firm, McKool Smith knows how important it is to clients that firms stick to budgets and keep costs low. And, the firm has to avoid spending that may not be recovered.

"Before 3E, we were not able to manage budgets as well on the front end," he remarked. "Now, we can put the client matter budgets on the lawyers' desktops with dashboard access and real-time accumulated costs. This helps us avoid big surprises at month-end."

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"We are able to manage our cases more effectively with our new system. Because the historical information is available and easily manipulated, we can design better budgets that allow us to be proactive so we don't go over budget. We simply couldn't do that under our old system," he said.

**THE FIRM CAN EASILY ASSESS PERFORMANCE WITH 3E**

Being able to run metrics on any aspect of performance also drew the firm to 3E. Fee earners can look at their own time, current and prior month hours, and year-to-date hours—all sorted by client matter. It's at their fingertips without the delay of a monthly report. "We don't do many paper reports anymore," said Bassinger. "It's mostly on the dashboards."

The ability to filter data for the right information is another plus. Users can run a metric, hit an analyze button, group it or sort it different ways, and exclude certain things to obtain the data they need.

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**3E OFFERS FLEXIBILITY AND STABILITY FOR THE FUTURE**

McKool Smith also saw 3E as a flexible platform for the future. "We've grown quickly over the past few years, and there was no way our previous system was going to keep up. It wasn't as scalable," Bassinger said.

The firm also likes how 3E is designed so that firm leaders can create workflows and have the system function that way – instead of them having to design a workflow around the demands of the system. "3E is just more flexible," he said. "It's a system we knew we wouldn't outgrow."

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The stability of 3E was yet another motivator. "We knew the software business is very competitive," said Bassinger. "We wanted a partner that was going to be in business in 10 or 15 years; we didn't want to go through this process again in eight years like we did with our previous system. With 3E it could be 15 years. That was a huge selling point."

"They're the leading provider with the biggest market share. That meant a lot to us," he concluded.

To view the 3E McKool Smith Case Study, visit
**elite.com/mckoolsmith**.

To learn more about 3E or for a global list of
office locations, visit **elite.com**.

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