



Peter Pichler, Chief Operating Officer; Donna Gramolt, Finance Controller; Tim Haley, Head of Business Change, and Jonathan Corfe, Business Operations Manager
Mourant Ozannes

ELITE 3E WORKS FOR MOURANT OZANNES

"It's good to have a market-leading product that can grow with us for the next 20 years."

– Peter Pichler

Inside, their 3E success story ...

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3E PROVIDES GREATER CONTROL OF A COMPLEX BUSINESS.

Mourant Ozannes is one of the world's largest offshore law firms, with more than 200 fee earners and 48 partners. The firm advises on Cayman, Guernsey, and Jersey law to financial institutions, public companies, corporations, and private clients. After a merger in 2010 of Mourant du Feu & Jeune and Ozannes, the firm wanted to consolidate its technology

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platforms. Both firms had independently chosen the ELITE 3E® financial and practice management system pre-merger, but Mourant du Feu & Jeune had already implemented 3E in its four offices. Thus, it made sense to continue the rollout in the combined firm. "Our business is getting more complex and our footprint more varied as we expand," said Peter Pichler, COO. "3E allows us to control these complexities in a way we haven't been able to in the past."

WITH 3E, THE MERGED FIRM TRULY OPERATES AS ONE FIRM.

With three offshore locations where the firm practices law, and another (London) where it practices the other three jurisdictions' law, leaders knew their challenge would be operating as one firm, which they have achieved with 3E. "We're on the same platform, operating with the same controls and the same processes," said Jonathan Corfe, Business Operations Manager.

3E gives Mourant Ozannes the ability to see what people are doing in other jurisdictions, which is something they didn't have before because of different systems. "The information we need to run this business is being generated by 3E," said Pichler. "We can do that because we have a single system. I am very certain that anything the business would want is held within 3E."

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3E DELIVERS BETTER DAILY AND MONTH-END REPORTING.

One of the first tangible improvements the firm saw in 3E was better reporting. "We can report our revenue figures the next day," said Donna Gramolt, Finance Controller. "There is no doubt that if you have the basics in place, your month-end processes can be reduced quite substantially."

Prior to 3E, Gramolt said, it took the firm at least a day to get the data in and reconcile it. Even then, it was all on spreadsheets, and decision makers weren't really sure if it was right.

"Here we just press a button and a report comes out and it's done," she said. "It's all integrated and that has taken days off what we used to do."

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The firm can also put more tailored information on the desktop. "In the old system, lawyers would log on in the morning and have to find what they were after," said Corfe. "Now, we present them with things that relate to them on the dashboard, so they don't have to go looking for the information they need to run their portfolio of matters. The partners who are running teams appreciate this level of detail," he said.

One report that partners and fee earners use extensively to assess their performance is the Fee Earner Performance Report. In-house developers teamed with Elite consultants to create it using the 3E toolkit, which points up the flexibility 3E gives firms in helping to create their own reports and processes.

THE FIRM ENJOYS MORE CONTROL TO MANAGE INVOICING.

Mourant Ozannes' leaders appreciate how its invoices are all produced off data held in the system, which helps to provide a truer picture of profitability in each location. Plus, there is a higher awareness overall with time recording. The net result is a more sensible, consistent process to producing bills.

"We get our bills out quicker because they don't sit on someone's desk."

"3E gives us a lot more control of the environment to manage this process," said Gramolt. "I don't have to worry if there are accounting entries that haven't gone through to the right place. We get our bills out quicker because they don't sit on someone's desk."



Donna Gramolt, Finance Controller, and
Jonathan Corfe, Business Operations Manager
Mourant Ozannes

3E IS THE QUALITY PLATFORM LAWYERS EXPECT TO USE.

As a top-tier firm, Mourant Ozannes knows the value of having a top-tier platform. "If we don't have good technology, it may prove over time quite hard to recruit the quality of fee-earners we're hopeful for," said Tim Haley, Head of Business Change. "Being the industrial-strength system it is, 3E helps us in attracting and retaining employees."

Mourant Ozannes was a pioneer in bringing in 3E and merging firms onto one platform. The firm has made great strides in realizing the benefits of 3E's core functionality, and knows it is well positioned to do even more with 3E moving forward.

To learn more about Elite 3E, please call **323-642-5200** or visit elite.com. To view the 3E Mourant Ozannes Case Study, visit elite.com/mourantozannes.

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