



Jussi Hirvelä, Head of IT
Anne Myrinmaa, Head of Finance and Administration
Hannes Snellman

ELITE 3E WORKS FOR HANNES SNELLMAN

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– Jussi Hirvelä

Inside, their 3E success story ...

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3E SUPPORTS THE FIRM'S INTERNATIONAL GROWTH.

Hannes Snellman is a 100-year-old law firm that specializes in transactions and conflict management. The firm began rapidly expanding internationally about five years ago, with offices in Copenhagen, Helsinki, Moscow, St. Petersburg, and Stockholm, and a staff of 300, including more than 200 lawyers. That increased international presence led the firm to incorporate the more robust, modern, and efficient financial and practice management system delivered by ELITE 3E®.

“We needed a system that could handle multiple currencies ... and cost-narratives in five languages.”

“We needed a system that could handle multiple currencies, as well as multi-unit and time- and cost-narratives in five languages,” said Anne Myyrinmaa, Head of Finance and Administration. After a

successful Stockholm office pilot test in January 2009, a phased rollout of 3E version 2.5 began in May 2009, incorporating the time entry, billing, conflict check, debtor collection, accounts payable, general ledger, and profitability modules in January 2010.

Within one week, 3E proved its straightforward support for multicurrency billing, myriad tax rates, and varied legislation criteria. “For your average lawyer, the software is very easy to use,” said Jussi Hirvelä, Head of IT. “Plus, I don’t think we’ve run into any pricing models we haven’t been able to support, and there have been some interesting ones.”

3E EASILY DELIVERS REAL-TIME REPORTING.

In today’s operating environment in which managing partners check online reports several times daily, dashboard reports become key with their ability to deliver real-time information in flexible ways. “My favorite feature is the ability to sort the data myself, by easily dragging and dropping columns,” said Myyrinmaa. “We are able to generate key figures easily and quickly.”

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3E WORKS HOW THE FIRM NEEDS IT TO WORK – EASILY.

The user-friendly nature of 3E helps timekeepers and others more easily provide reporting data to support management. “There’s no way we could be where we are today without this level of knowledge. It’s impossible to steer any company if you don’t know what’s happening,” said Hirvelä.

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Hannes Snellman required intuitive, quick time-entry user interfaces of its new platform. “3E really supports that demand quite nicely,” according to Hirvelä. In addition to utilizing the easy-to-use time entry with a variety of templates and Time Entry Calendar, the firm looks to 3E to grow and adapt with changes in the organization, including iPad® integration down the road.

“The system needs to support the business and it’s kind of difficult to see any other solution that could help us as much as Elite 3E,” he said.



Anne Myyrinmaa
Head of Finance and Administration, Hannes Snellman

THE FIRM RUNS 3E WITHOUT CUSTOMIZATION.

Unlike many other adapters of ELITE 3E who fully appreciate how they can adapt the software to their workflow processes, leaders at Hannes Snellman liked their ability to use 3E as a turnkey solution not in need of customization.

"We use the functionality that is basic to 3E and didn't have to customize it," said Hirvelä. "That also sped up our implementation, because 3E already functions as we need it to."

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The firm still utilizes the flexibility of 3E in its enhanced billing process – one of their first improvements – especially with the need to handle multiple currencies and languages on one bill. The team designed their invoice templates to meet the myriad of tax rates and tax legislation criteria, and still retain the flexibility to alter the bills as needed.

3E OFFERS A COMPETITIVE EDGE IN THE FIRM'S MARKET.

Even as an international firm, Hannes Snellman operates in a smaller market and feels that 3E provides an advantage over rival firms. "It is very competitive with the few players we have here," said Hirvelä. "We couldn't have supported the phenomenal growth we've had with any similar tool in the local marketplace or software that wasn't specifically designed for a law firm."

"3E services our operations well and supports the business as we have it."

Combined with the core competencies of 3E in helping the firm adapt to international growth, its intuitive ease of use, and unmatched management reporting capabilities, Hannes Snellman is well positioned for future profitable growth. "We are very satisfied with the software," concluded Hirvelä. "3E services our operations well and supports the business as we have it."

To learn more about Elite 3E, call **424-243-2100** or visit elite.com. To view the 3E Hannes Snellman Case Study, visit elite.com/hannessnellman.

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