



ELITE[®] 3E

Changing The Way You Do Business



THOMSON REUTERS™

ELITE[®]



TODAY'S CHALLENGES

The legal and professional services industry is constantly evolving. Today's landscape looks much different than it did even one year ago. Competition, mergers and acquisitions are on the rise. Business has exploded globally and often has no borders. Clients are demanding alternative fee solutions. In order to maintain and improve their leadership position, firms must adapt their business processes to be more efficient and innovative. They must continually strive to boost productivity, improve services and increase profits in order to remain in the lead.

To meet these challenges, you need a software solution that enables you to meet the ongoing demands business presents. A software solution that:

- Supports your firm's strategic direction of providing essential management information
- Can be configured to work with your workflow and processes
- Provides global services
- Gives your staff what they need to streamline and automate their processes
- Lets you quickly get the information you need to make business decisions and strategize

You need an industry-leading software solution that fosters growth and maximizes performance. A solution that is easy to use, streamlines tasks, and provides timely and accurate business information.

And above all, you need a solution backed by a company that will provide support not just at implementation, but in the future with training, consulting, client services and peer networking. You need a company that's committed to your growth, improved profitability and long-term success.

The most innovative business process platform available, ELITE[®]3E™, is now helping firms meet these challenges and prepare for a more profitable future. How? Read on....



USE 3E TECHNOLOGY INNOVATION...

AN INNOVATIVE AND GLOBAL LEADER

Elite is a leading developer of integrated information solutions for professional services firms worldwide. We have been helping clients succeed in the global legal and professional services market for more than 60 years. Elite develops proven financial and practice management systems and delivers expert professional services that help our customers sharpen their strategic focus and maximize performance.

With installations in more than 25 countries, we have a track record of successfully implementing more than 800 systems—all custom-designed to meet our clients' individual needs.

"The new technology in 3E really opens up a whole new world of opportunities for us and will help to significantly reduce our costs."

Ian Dinwiddie
Group Finance Director
Allen & Overy

ELITE 3E isn't just a new software application. It's a business process platform that offers powerful core financial and practice management features and built-in application development capabilities—all seamlessly integrated into one high-performance system.

GAIN THE TECHNOLOGY EDGE

An investment in next-generation technology is no longer a choice—it's a competitive necessity. The 3E software development platform is built entirely on Microsoft® .NET, operates on a thin client, offers superior wide-area-network performance and is based on open standards. The result is a reliable, stable and consistent solution that helps firms respond to client needs and adapt to changing business and technology requirements.

BUILD A UNIQUE SYSTEM TO MATCH YOUR NEEDS

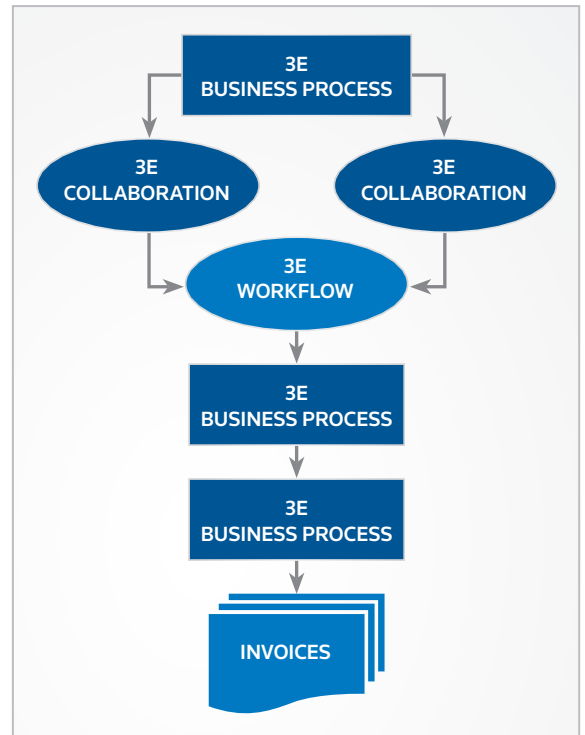
What makes 3E truly unique is that it offers an extensive set of built-in functionality, shares a common set of services, and provides a highly scalable foundation to customize the solution to match the way your firm operates.

TAKE CONTROL OF YOUR SOLUTION

Embed your own unique processes within 3E applications to extend and optimize the solution for your needs. Using 3E's integrated development environment (IDE), you can add or modify screens, create new database tables or columns and change business logic. All of these changes remain intact when you take advantage of system upgrades.

AUTOMATE SECURITY CHECKS AND APPROVALS

Each screen in 3E is collaboration and workflow-enabled. Collaboration allows for ad-hoc input and comments from other individuals. Workflow is a structured series of process steps governed by business rules that allows firms to automate processes. Users can more easily automate, communicate and strengthen work policies.



Embedded collaboration and workflow capabilities streamline tasks and communications. All activity remains within the system so there is no need to use outside applications or time-consuming manual processes.

...TO BUILD YOUR PRACTICE THE WAY YOU WORK

EASILY INTEGRATE THIRD-PARTY SERVICES

3E's advanced integration capabilities are designed from the ground up on a service-oriented architecture (SOA) that allows integration when and where it's needed with other enterprise systems. Elite's new Elite Services Bus, in conjunction with Microsoft® BizTalk Server, provides customized management extensions that enable third-party integration.

PREPARE FOR GROWTH

Law firm leaders who want to grow their business and operate more competitively in an increasingly global industry require a long-term flexible solution. 3E is an agile technology that can quickly respond and adapt to shifts in the marketplace over the long term—giving you the scalability you require.

WORK ACROSS BORDERS

Now you can be responsive around the clock, both inside and outside of the office. The 3E unified applications platform links core business processes across one application, helping you efficiently and profitably manage multiple office locations, complex company hierarchies and multiple languages and currencies.

PLAN FOR SUCCESS

Development and IT staff are free to focus on business logic and optimizing the applications for their unique requirements. Each screen and Web service operates in the same intuitive manner because they are all generated by the same underlying platform technology.



“By moving the practice to a single platform, we have greater visibility over our business to manage it more effectively. It provides our platform for growth.”

Andrea Brian
Head of Program Management
DWF

3E IS CHANGING THE WAY YOU PRACTICE

PRACTICE MANAGEMENT

3E Practice Management automates your practice operations with powerful and flexible conflicts search capabilities and integrated records, case and calendar management. A variety of applications, including calendaring and docketing, conflicts searching, new business intake, and comprehensive records management simplify workflow, maximize your business and improve customer service. As part of the 3E application, the Practice Management System is fully integrated with the 3E Financial Management System.

You can schedule, manage and track case and matter information conveniently throughout the entire lifecycle of every case. All capabilities are delivered through a consistent Web-based user experience that allows you to easily track and manage activity on a multi-office, global scale.



HOW 3E PRACTICE MANAGEMENT CHANGES THE WAY YOU DO BUSINESS

With these solutions...	You can...
Conflicts	Track the progress of the new business intake process from start to finish and expedite the conflicts process with multiple search options and automated routing for approval requests.
Records	Benefit from a completely automated online retention and disposition process that eliminates the need to manually enter single records and matches your firm's unique requirements and processes.
Calendar Management	Automate your firm's calendaring and docketing with rules sets from the world leader in legal research with Westlaw® and minimize the risk of missed deadlines with seamless integration with Microsoft Outlook.

3E PROVIDES SOLUTIONS TO BOTH CLIENTS AND STAFF

CASE STUDY

Hesketh Henry LLP, one of New Zealand's oldest law firms, has become the first in the country to select 3E.

"We were adamant that we wanted a software system that did all we asked of it out of the box," says Justin Cox, General Manager. "ELITE 3E is an extremely flexible solution which we will be able to leverage to full advantage using our existing business infrastructure. Hesketh Henry has always sought to align its internal business procedures as closely as possible to its client facing services and ELITE 3E will provide further advantage in this area."

Selecting a system that could be configured to accommodate both large and small clients was an essential prerequisite for the purchase, Cox says.

"We like to deliver a customized legal solution to each of our clients and we needed a product that, through its flexible business rules, was capable of enabling that process. We are very impressed with the workflow capabilities of 3E and believe it will be able to provide more active support to our lawyers as they begin their engagement with the client."

Cox says practice management systems have traditionally not been successful at recognizing the business rules that assist the process of lawyer client engagement, with most systems only modeling the process once it has taken place.

"I want to try and make sure that any conditions that need to be met prior to the lawyer client engagement are built into the system so they can guide the lawyer along that path. I believe the workflow capabilities of 3E will allow us to create that type of conditional logic."

"We are very impressed with the workflow capabilities of 3E and believe it will be able to provide more active support to our lawyers as they begin their engagement with the client."

Justin Cox
General Manager
Hesketh Henry LLP



3E HELPS YOU ADAPT TO THE MARKETPLACE

FINANCIAL MANAGEMENT

3E is not the traditional financial management system you use now, where transactions are the central focus. It is much more. 3E workflow and collaboration capabilities provide a foundation for better security, faster approval processes and tighter controls. All of the 3E solutions are completely integrated, so Invoice Management and

Collection and Electronic Billing are all in synch, giving you a overall financial management visibility of the entire picture, not just a silo of one system at a time. Accounts Payable is integrated with Invoice Management, so you can easily recover client-related expenses.

HOW 3E FINANCIAL MANAGEMENT CHANGES THE WAY YOU DO BUSINESS

With these solutions...	You can...
Accounts Payable	Handle all liabilities and costs in a single cash management system and improve payment processes all through a single screen, Web-based interface.
Collections	Automate and accelerate collection cycles and provide real-time visibility of payment activity and overdue invoices.
Electronic Billing	Apply customized formats that fully satisfy each client's unique electronic billing needs and benefit from real-time access to billing data with seamless integration to 3E Invoice Management.
General Ledger	Customize the capture and reporting of financial management information and manage transactions between multiple currencies, multiple companies and business units support.
Invoice Management	Standardize procedures with comprehensive functionality and robust billing capabilities—including alternative fee arrangements—and maximize capture of time and expenses with advanced billing posting tools.
Trust Accounting	Streamline your trust accounting procedures through a single cash management system and improve workflow with a large inventory of disbursement, interest and receipt options.

3E BUILDS A FUTURE-PROOF SOLUTION

CASE STUDY

“ELITE 3E was the best solution on the market to support the firm well into the future,” explains Andrea Brian, Head of Program Management at DWF LLP, one of the fastest growing law firms in the United Kingdom.

The combination of 3E’s innovative configuration capabilities and advanced platform development set it apart from the competition. “Other systems we evaluated were either built on old technology, which could only provide a short-term solution, or featured rigid infrastructures that required procedures to be set in stone. We liked the 3E out-of-the-box Web services and flexible development environment, which we feel provided a future-proofed solution for the firm,” she continues.

The first workflow Brian and her team tackled was invoicing. It was imperative to streamline this process due to the lack of visibility and length of time it took with the previous paper-based system.

With the initial success of the revamped billing process, the team is working on additional enhancements to increase efficiencies, such as adding authorities in the workflow process to shorten the entire approval procedure. The new process in 3E is in stark contrast to the previous paper-driven billing process.

“We know there are continued improvements we can make across our business processes. The 3E framework is so flexible that we know we can combine the best practice of our Finance and Technology teams with its framework to produce the best of breed platform fundamental to our strategy and client service,” Brian shares. “We know the system will grow with us and ultimately help the firm continue to exceed its ambitions.”

“We liked the 3E out-of-the-box Web services and flexible development environment, which we feel provided a future-proofed solution for the firm.”

Andrea Brian
Head of Program Management
DWF



THE TOOLS YOU NEED TO GROW

PERFORMANCE MANAGEMENT

3E Performance Management offers powerful and flexible metrics and reporting and analysis tools that enable you to manage your firm in complete alignment with business objectives. Firms can set performance goals and evaluate operating results on a multi-dimensional basis.

With Performance Management, firms can quickly identify business trends, performance exceptions and variances. Budgeting and Forecasting tools provide a real-time, Web-based comprehensive planning and forecasting application that provides a single source for your firm's budgeting and reporting needs. Financial Reporting solutions supports advanced analytical features and delivers highly formatted financial statements and enables users to quickly deliver reports necessary to support the business decision-making process.



HOW 3E PERFORMANCE MANAGEMENT CHANGES THE WAY YOU DO BUSINESS

With these solutions...	You can...
Budgeting and Forecasting	Gain maximum control of how you want to create individual or group views and how you want to view and edit that data with powerful and robust tools that effortlessly generate financial alternatives based on different parameters.
Financial Reporting	Streamline financial reporting process with software specifically designed for the legal industry and quickly distribute reports to the Web with standard formats and automatically via email.
Reporting, Business Metrics and Objectives	Combine the benefit of integrated reports, business metric creation and the ability do ad-hoc query and analysis, as well as setting business objectives as a means to measure the firm against real targets.

COMMIT TO A PROFITABLE FUTURE

CLIENT SERVICES

Elite knows that committing to a new business process platform is a substantial investment for your firm. Much more than a software company, Elite is your business partner that provides comprehensive and expert client services to help you with all aspects of firm performance.

IMPLEMENTATION SERVICES

Elite Implementation Services provide you with project management services and technical expertise to successfully implement Elite solutions. With Elite Implementation Services, you work with a world-class team of application, technical and project management experts with unmatched Elite product knowledge. Using a comprehensive project management life cycle approach, we ensure our clients a successful implementation from planning through deployment. At the end of your project, you can count on an Elite solution that meets your specific requirements and is tailored to your business objectives.

TECHNICAL SERVICES

Elite Technical Services deliver process automation and data integration services to help you realize the full potential of your financial and practice management systems. Elite consultants work with you to customize Elite solutions to match your firm's business requirements. You benefit from working with our world-class team of application development and system integration experts.

EDUCATIONAL SERVICES

As part of our offerings, Elite Professional Services provide knowledge-building on Elite applications. Quality training lets you maximize your investment in Elite robust practice and financial management systems. Our diversified team of highly skilled professionals ensures that your needs are assessed, communicated and implemented accurately. Geared for any audience, classes provide attendees with the tools necessary for delivering timely and accurate information to management and are offered onsite or via the Web.



CONSULTING SERVICES

Elite Consulting Services deliver consulting services and technical expertise to optimize your investment and utilization of your financial and practice management systems. Elite consultants will assess and evaluate your overall business process needs to ensure your system is working optimally. We can help you leverage current technologies, optimize resources and enhance your overall user experience.

PARTNER WITH A GLOBAL LEADER

THOMSON REUTERS BUSINESS OF LAW



Business of Law is a set of complementary software & services solutions that meet law firms' needs to operate as efficient and profitable businesses.

As part of the Thomson Reuters™ Corporation, the world's leading source of intelligent information for businesses and professionals, Elite is powered by the world's most trusted news organization. We share a heritage within the legal industry that makes us part of the Thomson Reuters Business of Law portfolio. Bringing together the market-leading businesses in every area of law firm management, the mission is to amplify law firm growth and profitability through a harmonized portfolio of award-winning solutions.

Elite®

Built for your needs today as well as your anticipated needs tomorrow, our financial and practice management systems and solutions maximize performance and enable your firm's growth. Innovative time tracking, invoicing and billing combined with cutting-edge systems and creative procurement will help you be more profitable faster.

- 3E
- Business Intelligence
- Enterprise
- ProLaw

Hildebrandt® Baker Robbins

As the leader in providing strategy and technology consulting services to law firms around the world, we'll help you make more informed decisions by giving you insight into the inner workings of your firm. From there, we can provide market and organizational guidance for strategic moves to keep a step ahead of your peers.

- Strategic services
- Law firm strategy and structure
- Technology and process benchmarking
- Change management
- Cost recovery

Hubbard One®

Our products and services offer the most complete set of solutions for law firm marketing, business development and information management. We'll give you the tools to convey your firm's unique identity and leverage our market intelligence products to engage and help you communicate effectively with your clients.

- XMLAW
- ContactNet (ERM)
- Monitor Suite
- Web & Client Development Solutions

FindLaw®

As the leading provider of online legal information and innovative digital marketing solutions for law firms, our legal marketing experts help law firms be more visible to consumers who are searching for them digitally. Our Internet marketing solutions enable firms to grow their client-base while providing their attorneys more time to focus on their cases.

- Online Advertising
- Web & Client Development Solutions
- Search Engine Optimization
- FindLaw.com



THOMSON REUTERS BUSINESS OF LAW

Serving 16,000+ law firms

Determining the correct business path forward requires knowing where your firm is today and where it should be tomorrow. Thomson Reuters Business of Law solutions provide market and organizational insight, help firms project their strengths, identities, and values through marketing and business development tools, and provide practice management solutions that allow firms to easily schedule, manage and track case, matter, and record information. Business of Law systems enable firms to grow significantly without feeling any constraints and provide market and organizational insight for making impactful strategic decisions.

- **FIRM STRATEGY** – Chart the game plan
- **CLIENT ENGAGEMENT** – Ensure growth and retention
- **PRACTICE DELIVERY** – Boost efficiency and effectiveness
- **FIRM OPERATIONS** – Systems tailored for the legal industry

GAIN KNOWLEDGE THROUGH NETWORKING AND PARTNERSHIPS

VALUABLE PEER NETWORKS

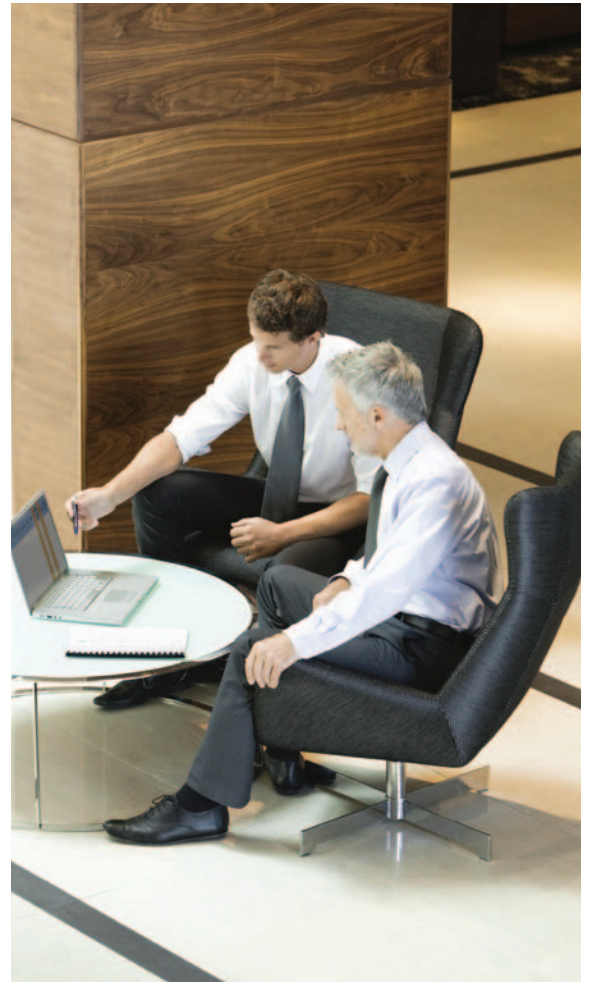
As an Elite client, you can gain strategic and practical knowledge that will improve your business through active involvement in the thriving Elite user community. You can learn from industry experts and network with peers from other organizations at the annual Elite User Conference and at various meetings. Held annually at prime locations, the popular Elite User Conference is our key educational and networking event of the year. Attendees enjoy three days attending product and industry tutorials and sessions, keynote speeches, networking activities and entertainment.

In addition to the conference, we maintain peer group networks and facilitate regional user group meetings to solicit feedback on the development of new products and services. By taking a vigorous role in a broad array of customer-facing initiatives, we are able to gain a hands-on understanding of our client needs and the new challenges facing legal and professional services organizations.

PARTNERSHIPS WITH BUSINESS LEADERS

As part of Thomson Reuters, Elite leverages extensive technology, resources and expertise to further broaden and enhance our range of products and services. We have formed partnerships with leading companies that offer best-of-breed technologies and services in order to deliver integrated, custom solutions to our clients.

For example, as a Microsoft® Gold Certified Partner, we enable seamless integration between our solutions and Microsoft platforms. It's partnerships like this that provide you with the solutions you need to automate your business processes, increase profitability and achieve competitive advantage.





STAY AHEAD OF THE TECHNOLOGY CURVE

PLAN WITH ELITE 3E FOR A PROFITABLE FUTURE

With ELITE 3E, you can move ahead to a more profitable future knowing that you are working with one of the world's leaders in providing professional services firms with the most innovative of business solutions.

For decades we have provided solutions to leading companies worldwide within the legal and professional services industry. Today we have a satisfied and loyal

customer base along with steadily increasing revenue growth and efficient operations. We continue to invest in innovative product development and stay abreast of current technologies. We are excited to offer you our industry-leading solutions, services and support and look forward to partnering with you.

To learn more about ELITE 3E or other Elite solutions, please call **424-243-2100** or email salesinfo@elite.com.

Elite Headquarters
800 Corporate Pointe
Suite 150
Culver City, CA 90230
elite.com



THOMSON REUTERS™

ELITE®