



Brian Dunlop
Chief Financial Officer, London
Allen & Overy LLP

ELITE 3E WORKS FOR ALLEN & OVERY

"We wanted a system that could grow with the firm, with everyone on the same platform, subject to the same controls, accessing the same relevant information."

– Brian Dunlop

Inside, their 3E success story ...

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Helen Sheeran
Group Head of Finance, Allen & Overy LLP

WITH 3E, A PREMIER GLOBAL FIRM IS ON ONE PLATFORM.

Allen & Overy is one of the world's foremost international law firms, with offices in 36 cities in 26 countries, and more than 2,800 lawyers in a staff of more than 5,000. In 2009, the firm implemented the Elite 3E® financial and practice management system to replace its Elite® Enterprise system and meet its needs for compliance, built-in controls, and seamless growth.

"We wanted to move to one finance system globally."

The international firm was using Enterprise everywhere for billing but the system wasn't compliant with local regulations in every jurisdiction, requiring the use of third-party finance systems. "We wanted to move to one finance system globally," said Brian Dunlop, Chief Financial Officer, London. The firm also wanted to standardize processes, embed its business rules into the system, and have the potential to deliver further functionality. Allen & Overy is achieving its goals with the adoption of 3E.

THE FIRM ACHIEVED A SUCCESSFUL IMPLEMENTATION OF 3E.

Implementing an early version of the software across one of the world's biggest law firms was a challenge for Elite – and for Allen & Overy. The challenge was met by dedicated support from Elite's finance and IT professionals. "The implementation process certainly wasn't painless, but our 3E project was properly resourced for the scale of what we were implementing," said Dunlop.

The investment in the implementation paid off. "We are very impressed with the quality of the structure of the database," said Helen Sheeran, Group Head of Finance. "It is 'effective-dated' and you can slice and dice data to arrive at exactly what you want to see. Our people are increasingly more mobile and more available to clients, and with 3E we can deliver relevant information to key decision makers, when they need it," she said.

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THE FIRM RUNS ITS BUSINESS WITH CLOSE TO REAL-TIME INFORMATION.

One of the first improvements Allen & Overy saw was the delivery of relevant information to people in the business, with dashboards for every type of user. "The information is delivered in close to real-time to attorneys' dashboards," said Sheeran. "All the information is at their fingertips with a few clicks – very helpful if they're on the phone with a client."

"3E reporting gives us one version of the truth."

CFO Dunlop especially appreciates the consistency of information that is crucial for decision makers. "3E reporting gives us one version of the truth," he said. "All partners are accessing the same data, regardless of where they are based. It all comes from one source, we're able to deliver it in a much more timely manner, and because 3E is Web-based, the data can be accessed any time, anywhere."

ALLEN & OVERY BUILT ITS BUSINESS CONTROLS INTO 3E.

The need for built-in controls was also important to the firm given its size and global reach. It is important to the firm's management that they can embed their business rules into the system and know the rules are being followed.

"Partners have come to appreciate the value of the information they can get out of 3E."

For example, the firm has built write-off authorization into the system, so key decision makers can review write-offs before and after authorization.

"With 3E we can embed controls in the system to ensure that our people are complying with both internal controls and external regulations," said Dunlop.

The adoption of 3E has been a learning curve for the firm, but according to Sheeran, "Partners have come to appreciate the value of the information they can get out of 3E. They can now understand how profitable our individual clients and matters are, including the impact of all discounts from standard rates."

3E PROVIDES TECHNOLOGY FOR THE TIMES.

The potential for delivery of further functionality is another benefit of what the firm regards as technology for the 21st century. "We started by standardizing our current processes and with 3E we can easily develop new ones as the needs of the business change," said Dunlop. "We have



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recently announced the opening of a shared service centre, and new 3E workflows will be key to the success of that operation."

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That kind of future flexibility serves any law firm. "It's great to know that whether we are developing a new workflow, or a new report, or even bringing on a new office, it's all achievable now that we are on 3E," said Sheeran. "We are excited about the tremendous potential within 3E that we have not yet tapped."

To learn more about Elite 3E, please call **323-642-5200** or visit elite.com. To view the 3E Allen & Overy Case Study, visit elite.com/allenoverly.

To learn more about Elite 3E or for a global list of office locations,
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