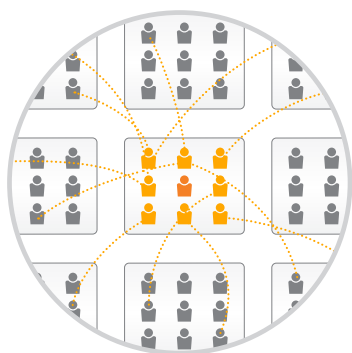


Relationship Insights from Thomson Reuters

UNCOVER ALL KEY RELATIONSHIPS—WITH NO DATA ENTRY

Your organization invests significant time and resources in building client and prospect relationships. Yet many critical relationships may be untapped, stored in email systems, and uncaptured by CRM tools, severely limiting your potential to leverage these relationships. Relationship Insights from Thomson Reuters (formerly 3E® Business Development Data Engine Cloud) helps leading global organizations solve this challenge and turn these relationships into business assets, all within the flexibility and security of the cloud.



TURN UNTAPPED RELATIONSHIPS INTO BUSINESS ASSETS

- Streamline workflow with the easy-to-use dashboard landing page that delivers personalized relationship intelligence and analytics
- Drive and support new sales and improve marketing and business development efforts while lowering infrastructure costs
- Search for critical relationship data about companies and industries
- Gain visibility into all aspects of your business with complex search capabilities
- Count on the security of Microsoft® Azure®, including physical and digital protection and encryption of data

RELATIONSHIP INSIGHTS DELIVERS

Relationship Insights automatically identifies, deduplicates, and classifies relationship data across your organization using address books, email logs, signature blocks, and calendar entries. In conjunction with the powerful market information resources offered by Thomson Reuters, Relationship Insights searches the entire extended network of your company's relationships using sophisticated search tools, relationship monitoring, and advanced reporting—and without manual data entry.

- Gain more insight into key relationships with no additional data entry
- See not only who you know, but how well you know them, so you can find and leverage your strongest relationships
- Add 60% of your firm's contacts to its database that are otherwise never added
- Boost ROI with automated deployment and streamlined implementation, allowing you to benefit from relationship intelligence quickly

COMPREHENSIVE RELATIONSHIP INTELLIGENCE

With Relationship Insights, you can quickly gain comprehensive relationship intelligence with no additional data entry or maintenance.

Relationship Insights services clients in several unique ways:

- **Automatic data capture:** Relationship Insights automatically captures relationship data by monitoring multiple data sources (each optional) and applying advanced network analytics
- **Data enhancement:** Automatic collection of email signatures ensures complete contact profiles and enhances the accuracy of your relationship information
- **Patented relationship strength analytics:** Implementing a complex variable algorithm, Relationship Insights ranks colleagues’ relationship strength to contacts, companies, industries, and geographical areas
- **Network updates:** Be informed of role changes and relationship activity through an automated data feed notifying you about significant events that impact your contact relationships, such as one of your colleagues communicating with one of your contacts
- **Corporate insights:** Get instant access to the powerful Thomson Reuters family tree, including business and financial data, competitors, and more
- **Configurations:** Highly customizable privacy configuration options enable you to control what information is shared
- **Full-service support:** The Thomson Reuters team of experts provides ongoing project management, consultation, support, system monitoring, and training to ensure you get maximum value from Relationship Insights
- **Integration with 3E:** Relationship Insights pulls in financial data from 3E to leverage contacts and past activity and provide a more complete view
- **Easy-to-read interface:** Gain insight from anywhere, anytime, using a tablet-friendly design
- **Visibility:** Relationship data can be viewed in your external applications using data from our public APIs

- **Integration flexibility:** Develop your own UI integrations with the new Relationship Insights APIs to display relationship data within your intranet, CRM, and other marketing applications
- **Time and Billing Integration:** Use File Transfer Protocol (FTP) to feed time and billing data from other time and billing systems widely available in the legal market in addition to 3E. See which companies are firm clients directly on the Relationship Insights user interface.

Thomson Reuters Corporate gives you instant access to the powerful Thomson Reuters Family Tree, including business and financial data and competitors.

For more information on Relationship Insights from Thomson Reuter, visit elite.com/relationship-insights.