Profitability from Thomson Reuters

THE INSIGHTS YOU NEED TO PROFITABLY GROW YOUR BUSINESS

Where can your firm invest for profitable growth? Where can you improve efficiency? How are you performing against targets? Profitability from Thomson Reuters brings together cost accounting capabilities with analytics to help you confidently pinpoint the answers to these and other pressing questions about cost management and optimization.

PROFITABILITY IS THE PERFECT TOOL FOR THE LAW FIRM THAT WANTS TO GROW IN TODAY’S HIGHLY COMPETITIVE LANDSCAPE

- Gain visibility into cost and profitability drivers for cost management and optimization
- Generate accurate cost rates by leveraging direct and indirect cost data updated throughout the year
- Make informed business decisions using persona-based dashboards tailored and filtered for what each manager needs
- Increase efficiencies and profits by calculating profitability analytics by practice, fee earner, client, and matter
- Achieve profitability goals with the help of setting targets and measuring performance against them

Analyze firm profit by practice group from the Firm Insights Dashboard.
INCREASE EFFICIENCIES AND PROFITS

Visibility into cost and profitability drivers helps you optimize cost management and calculate profitability analytics by practice, fee earner, client, and matter.

- Differentiate your firm from the competition and provide superior customer service with accurate, up-to-date profitability metrics
- Gain insights into the efficiency of AFAs with out-of-the-box profitability analytics
- Utilize built-in best practices and a starter pack for calculating fee earner cost rates

![Profitability By Industry and Practice Group](image)

Analyze profitability by industry and practice group against firm targets. Consider rates and leverage by title to glean insights on profitability performance.

GENERATE ACCURATE COST RATES

Profitability pulls critical cost accounting data from 3E to generate accurate cost rates in real time, leveraging direct and indirect cost data.

- Automatically allocate overhead and indirect expenses to practices, offices, titles, and working fee earners using various spread methodologies, including square footage, headcount, weighted FTE, revenue, and more
- Utilize actual, budget, target, and what-if assumptions for greater accuracy
- Create cost rates for each fee earner based on unique compensation plans and apply exceptions to certain titles or fee earners to quickly pinpoint impact to profitability
- Leverage the familiar Microsoft® Excel® interface to provide transparency to justify costs and uncover new opportunities for cost management with flexibility, control, and accuracy

![Cost Accounting | Timekeeper Cost Analysis Worksheet](image)

Allocate overhead and indirect expenses to practices, offices, titles, and working fee earners using various spread methodologies.

MAKE INFORMED BUSINESS DECISIONS

The data warehouse in 3E® Data Insights extracts data out of 3E and Microsoft Power BI® to provide rich, persona-based dashboards tailored and filtered for what each manager needs.

- Budget or actual cost rates based on worked, billed, and collected data provides accrual and cash basis profitability analytics
- Out-of-the-box stock analytics align with the firm's management structure to provide them with profitability data points for the groups, clients, matters, or fee earners they manage
- Easily create interactive data reports without writing any code using Power BI Desktop and the stock reporting metrics provided out of the box

![Use the scatterplot graph to identify actions to move practice groups toward the top right quadrant to maximize profitability](image)

Use the scatterplot graph to identify actions to move practice groups toward the top right quadrant to maximize profitability.

To learn more about Profitability from Thomson Reuters, contact your account representative.