

fulcrum[™] snap[™]

**RUN WITH
THE BEST**

SAP[®] Qualified
Partner-Packaged Solution



fulcrum GT[™]

THE BEST RUN LAW FIRMS RUN FULCRUM GT

Best is Trusted

Best is Efficient

Best is Scalable

THE LAST PMS YOUR FIRM WILL EVER NEED

Maintaining a successful law practice has become increasingly difficult due to the escalating stress on profits, increasing client demands, everchanging statutory requirements, and new competitors offering legal services through innovative business models. The pressure to improve client service, strengthen client relationships, acquire new clients, and expand service offerings while continually achieving expected profitability levels is forcing law firms to evaluate their operational state. Law firms must adopt a much more business critical view while practicing good discipline. This means streamlining operational efforts to enable the business to anticipate and react to changing industry dynamics accordingly—preparing the firm for what comes next. Mature business processes, well-run firm operations, and firm-wide agility provide partners with the flexibility and confidence to deliver the best solutions for their clients' needs.

Fulcrum GT combines in-depth knowledge of legal operations, professional services best practices, enterprise-grade technology, and rapid deployment services to deliver Snap Billing™ powered by SAP HANA. Fulcrum GT continuously focuses on innovation and solution enhancement, investing heavily in research and development while seamlessly working with legal advisory councils of AMLAW 200 executives to ensure that forced migrations are a thing of the past.



“You have to start thinking about operating like a business. Too many lawyers are just showing up and being smart and charging hourly rates without a clear business strategy to improve clients' experience and meet their needs.”

– Jennifer Warner, VP Legal, Columbia Sportswear

Value in Change

Existing legal platforms rely on aging frameworks—developed before the advent of mobile, social, AI, bots, and other next-generation technologies. Legitimate digital transformation requires the core PMS to run live, ensuring that real-time data and transactions are available anywhere, anytime.

With legacy PMS technologies forcing a transition, now is the perfect time to adopt business best-practices and optimize the performance of your firm. Don't let traditional technology hold your firm back from valuable change. Leverage a future-ready platform that enables necessary digital transformation.

WHEN CONSIDERING A CHANGE, INDUSTRY LEADERS CITE THREE KEY AREAS OF IMPORTANCE:

- » PMS should scale to meet business growth to enable client satisfaction and deepen relationships
- » PMS should be future-ready and not require forced migrations
- » PMS should anticipate new regulatory challenges and enable compliance



“The legal services market is changing, and we needed a more scalable platform that enables uniform and consistent global operations. We selected SAP and Fulcrum because we needed our financial operations to work as seamlessly and efficiently as our professionals when representing clients.”

– **Craig Courter, Global COO, Baker McKenzie Global Services**



The Elephant in the Room



TOO EXPENSIVE TOO DIFFICULT TOO LARGE NOT FOR LEGAL

When considering PMS transformation, some law firms may not see an SAP solution as a viable option. In reality, Snap Billing is built specifically for the legal industry with the understanding of how to enable best-run business in the practice of Law. Snap Billing is pre-configured with 7500+ legal business requirements and 50 best-practice, patented business processes that accommodate more than 90% of firms' needs out of the box.

Over 12,000 professional services firms trust SAP including over 9,000 small- and medium-size organizations. Fulcrum GT deployments are fixed price, fixed scope, and fixed timeline and come with no hidden fees, no delays in project delivery, and a final solution that meets expectations. Law firms now have an alternative—run an enterprise-grade system that is trusted by 100% of the Top 100 global valued brands and built for the legal industry.

What it
Means to Be
End-to-End

BEYOND BILLING AND FINANCE

The reduction in disparate, transactional systems is key to eliminating barriers between lines of business, facilitating automation, and reducing total cost of ownership. Maintaining a single source of truth and real-time firm-wide visibility, from matter inception to revenue collection, requires a digital core that connects all internal business operations and client interactions. The Snap Billing solution provides that core—allowing firms to operate as a lean, unified business that can deliver superior service and support. Clients expect law firms to run like a true, best-run business. Fulcrum GT's Snap Billing™ for Legal provides the essential building blocks for that lasting transformation.

The Snap Billing Platform Includes:

»» Real-Time Operations

SAP HANA In-Memory computing technology provides a single source of truth and a flow of real-time information across the firm while enabling adoption of new technologies and analysis to drive better business outcomes. Law firms running S4 HANA can now enable a high-performance, simplified ecosystem with continuous accounting, real-time cash flow summaries, and follow-the-sun month and year-end close.

»» Embedded Analytics

The solution leverages a digital core comprised of best-in-class analytical and transactional engines to deliver actionable insights across all lines of business. Executives have a real-time view into business operations and can course correct and mitigate risk as issues arise. No waiting for scheduled report runs or batch data processing.

»» Native Integration

The solution leverages a robust integrations engine to ensure ecosystem compatibility. The seamless user experience enhances insights through cross-solution functionality.

Features	<i>fulcrum</i> snap
Clients & Matter Maintenance	included
Billing & WIP Management	included
Rates & Pricing	included
Accounting & Finance	included
Taxes	included
Budgeting	included
Trust Accounting	included
Financial Reporting	included
Treasury & Banking	included
Procure-to-Pay	included
HR Mini-Master	included
Pre-Built Workflows	included
Embedded Analytics	included
Data Migration	available*
CRM	available*
Intake & Conflicts	available*
Time Management	available*
Matter Management	available*
HCM	available*
Collections	available*

*Natively integrated Fulcrum solutions

Engage
Streamline
& Advance

BUILT WITH BEST PRACTICES

Increase Client Satisfaction & Profitability

Firms must better enable collaboration on matters and enhance transparency into matter-specific information both internally and with their clients. A single, unified platform with robust data validation, seamless digital workflows, and real-time visibility reduces issues and potential write-downs and write-offs—maintaining greater profitability and realization.

Enhance Operational Excellence

Firms need systems designed for highly-efficient and repeatable processes to ensure high-quality, consistent operations that scale to meet the demands of the business. Pre-built, standardized digital workflows facilitate a higher degree of automation resulting in fewer missed bill deadlines, quicker time to collect, reduction in lockup, and more time to focus on billing activities.

Meet Regulations and Compliances

In our complex, hyper-regulated world, law firms must be overtly compliant with ever-increasing jurisdictional and data privacy regulations. SAP updates systems regularly to ensure all governing regulations and compliances are met.

Best Practices Mean

40-50%

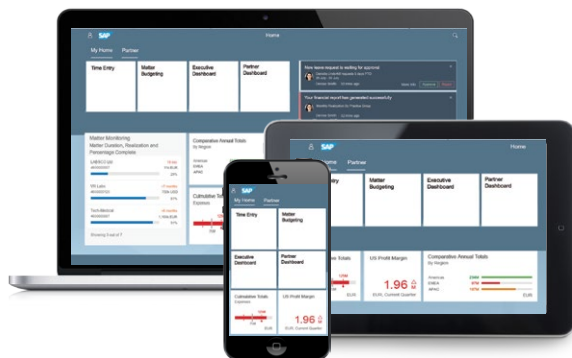
savings in days
required to close
annual books

20-40%

savings in audit
cost

5-10%

savings in cost of
business analysis
& reporting



**REDDOT DESIGN
AWARD RECIPIENT**

SAP Fiori provides simple,
intuitive interfaces designed
for the legal industry with the
end user in mind

Do it Once,
Do it Right

If you have to replace your firm's PMS, do it once and do it right. Deliver a solution built to last. Fulcrum GT provides rapid, dependable, and full-featured deployments. Utilizing the time-tested SAP Activate Methodology, Fulcrum has a 100% track record delivering Snap Billing on-time and on-budget. Fulcrum's proven knowledge of industry requirements, best practices, and utilization of implementation accelerators deliver each firm a stable, integrated platform with a tailored, industry-specific experience.

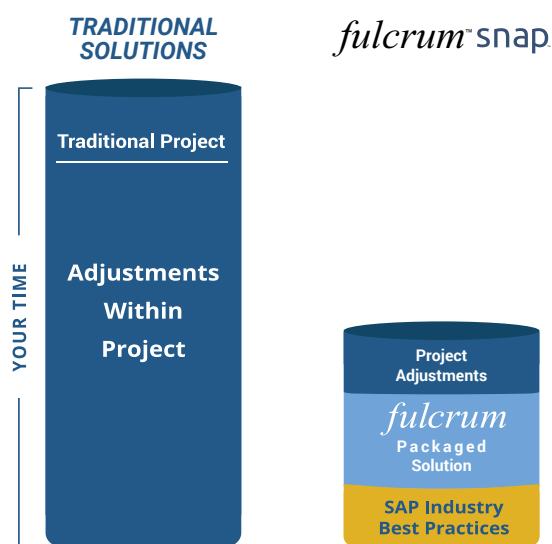
Fulcrum conducts a firm-specific solution validation at the start of each engagement to ensure the deployed solution meets firm needs. Snap Billing utilizes a best practice approach that rapidly converts firms from their legacy PMS and runs the most sophisticated firms in the world.

» Fixed Scope

» Fixed Timeline

» Fixed Fee (Price)

Regardless of size, Fulcrum provides firms with a fixed price and timeline with no uncertainties, unexpected costs, or hidden efforts like masking or one-off report generation. Implementation risks are mitigated throughout the entire life-cycle from data migration to hypercare support following go-live.



BigLaw digital transformations in 8-9 months.

Small- to mid-size firms can expect to be running in 3-5 months.

Time to delivery reduced by 60%

Investing in Your Success Today and Tomorrow



PARTNERS IN CO-INNOVATION

**Baker
McKenzie.**

DuaneMorris

NORTON ROSE FULBRIGHT

CLOC
CORPORATE LEGAL OPERATIONS CONSORTIUM

IBM
Business
Partner

SAP
Partner

epiq



accenture **Google**

Working with and developing alongside our co-innovation partners, we enable flexibility, compatibility, and choice of options in how you deploy, manage, and run your PMS.

Additionally, SAP invests \$4B per year in R&D, maintenance, and upgrades to its systems to ensure continuity, reliability, and compatibility with frequent technological updates required to support evolving IT landscapes. Fulcrum GT leverages the continuously advancing technology and invests by applying legal industry knowledge and IP to ensure future solutions and solution enhancements continue to enable law firms to run as best-run businesses.

Run with the Best

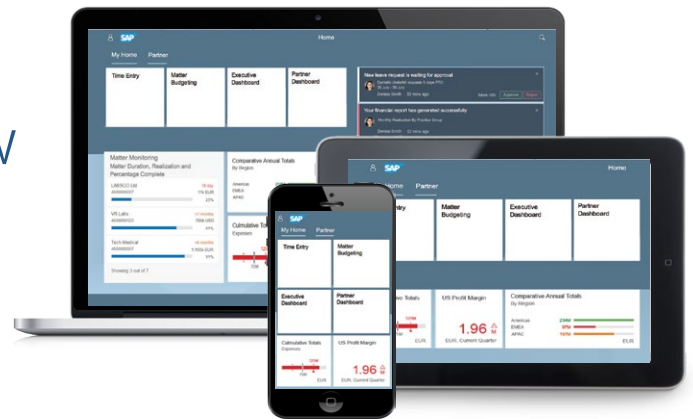
- » 89% of professional services firms in the Forbes Global 2000 are SAP customers
- » Fulcrum delivered 60-day ideation to proof-of-concept with AMLAW 100 partner
- » Fulcrum co-innovation budget dedicates \$25M+ to corporate legal departments and innovative solutions

*fulcrum*TM snapTM

An innovative solution by *fulcrum* GTTM

SEE THE DIFFERENCE

Join the growing list of law firms who want to run like best-run businesses.



Fulcrum Global Technologies' Solution ecosystem—Fulcrum Snap—is the industry's most powerful solution suite running on the world's largest software platform, SAP. The ecosystem encompasses all functional areas of law firm management including time entry, matter management, new business intake and conflicts, clients and matters, time and cost, WIP, billing, collections, financials, HCM, CRM, and comprehensive analytics. Fulcrum Snap incorporates standardized, best-practice, pre-configured processes that bring commercial discipline and true scalability to law firms' operations. Available in the cloud or on premise, with SAP's HANA in-memory database as the foundation, we provide real-time, fully mobile, secure information throughout your firm from a single, global instance—one version of the truth. With world class support, BPO services, and over 20 SAP-qualified best-of-breed Rapid Deployment Solutions that can be implemented quickly and affordably, Fulcrum GT's commitment to strategic, digital transformation and client success is unparalleled in the legal industry.

fulcrum GT™

Visit www.FulcrumGT.com for more information

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