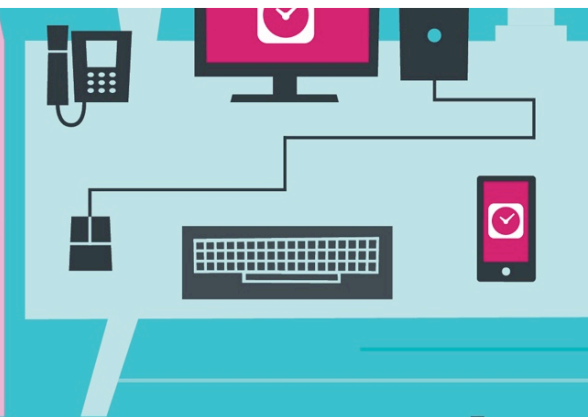
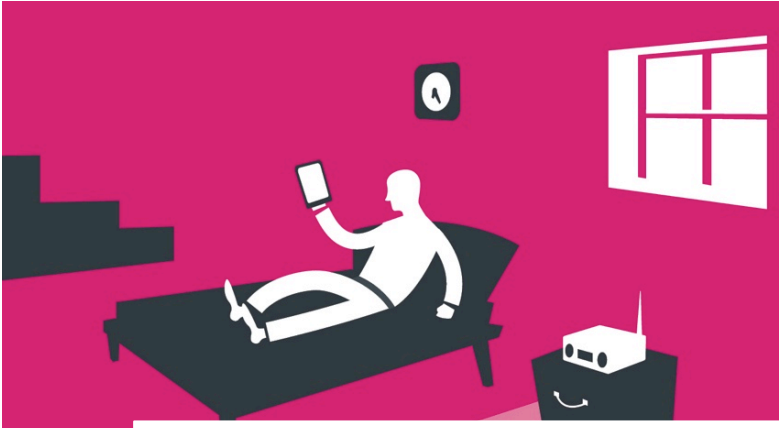


REKOOP MORE...REASONS TO BUY





Why buy Rekoop? Our clients have given us plenty of reasons over the past few years and here we bring together our 'Decision Dozen'.

### Increased billing

It's a fact that too many law firms are still under-recording time with a knock-on effect on billing. Imagine 200 fee earners capturing just one additional unit of time every day that could be legitimately charged for. So £20 (unit charge) x 200 fee earners x 20 working days per month = £80,000 per month = £960,000 per year. So nearly one million pounds straight onto the bottom line by virtue of something as simple as one extra rechargeable unit per day.

### Greater cost transparency and realisation

Accurate, comprehensive, detailed time recording allows firms to be transparent over charges and more proactive when it comes to WIP management. For some, in litigation for example, this is a regulatory requirement. For others, it's about better business practice, discouraging the multiple discounting and sluggish billing that can impact realisation and profitability so much. When you have the hard facts in front of you, a complete record of the work that's actually been done, and the evidence to present in the event of a query, it should be less tempting to summarily write off or write down £000s of intellectual effort.

### Improved costing and budgeting

The billable hour isn't dead but it certainly has company. Alternative billing arrangements are increasingly common but they still need to deliver profits. How does a firm construct a viable costing model without knowing all the facts - like how long does it actually take this individual/team on average to do this or that piece of work (as opposed to their best guess)? The very thorough, granular nature of Rekoop time capture can deliver a big data set, which can be continuously interrogated to establish the 'how long' to inform the 'how much'.

### Enhanced time recording on the move

Time recording software has not kept pace with the changing dynamics of the legal workplace. In recent years, firms have witnessed a huge increase in fee-earning time spent away from the office, either on the move or at home, and without the technology, they've struggled to record it either accurately or efficiently.



Rekoop allows users to track time wherever, whenever across smartphones and tablets, either recording it on the fly or tracking activity in the background for later review. Either way, you no longer need to remember the five things you did for three different clients while you were on that train journey, or guess at how long it took you – it's all there, in your hand, and already in the system.

### **Reduced administrative time**

One of the reasons for under-recording of time, as well as general lawyer resistance to the whole task, is that it is just such an effort. Manual systems devour time, and even older electronic solutions can be slow and clunky and the antithesis of intuitive - try enforcing any of that on those who resent any intrusion into their fee-earning time. Rekoop couldn't make the administrative burden any lighter - regardless of user preferences for recording/entry methods. A couple of swipes and clicks and you're done - six seconds of timely confirmation as opposed to 60 minutes of timesheet construction.

### **Accelerated user adoption**

Too many IT projects labour to deliver any tangible returns because the users are simply not invested in the technology - they don't like it so they don't willingly engage with it, often crippling initiatives before they start. Time recording presents a particular challenge as there are three distinct schools of time entry/capture, each of whom has to be equally satisfied with the tools on offer: the manual clocks/stopwatch method; the automated active/contemporaneous method; and the automated passive/review method. That's why Rekoop was designed to accommodate every preference and to ensure each one was just as good as the other, as opposed to pouring all the IP and designer nous into just one to the detriment of the others. So however you want to record your time, there's a slick, quick and clever way to do it - so encouraging positive adoption and greater returns all round.

### **Greater platform flexibility**

So you design a great time capture interface - but you can only serve it up on the desktop. Or you deliver a mighty mobile application but it only works with Apple, not BlackBerry. And guess what, your fee earners do as much work on the move as at their desks and while they're on their 10s, Bolds and Curves during the day, off duty they're on their latest i-thing.



So Rekoop thought it best to create an interface that goes where you go - it looks the same, works the same, syncs seamlessly, regardless of location, device or even PMS. We integrate with all of those too.

### **Speedier solution deployment**

Transformational IT projects can come at a price - and not just a financial one. It's more a 'no pain, no gain' scenario as protracted system deployments with expensive project management roll on and on, with everyone focused on the go-live day - and refocusing as it invariably gets pushed back and back. But it's worth it in the end...isn't it? One can understand the reluctance to deploy the latest and greatest when it comes at such an overall cost. So we removed all of those barriers. As a Cloud-delivered solution, the effort is in the configuration work, which doesn't have to impact any on-premise systems or users; deployments average just two weeks, even for the largest sites; and financially, there's no major capex requirement as it is all licensed on a per user, per month subscriber model. You want the best time recording software available? There's nothing stopping you from having it - quickly, easily, affordably.

### **Improved return on investment**

It's remarkable how few software deployments are ever subjected to return on investment analysis. And yet as consumers and indeed elsewhere in business we are acutely aware of the price paid and value received - we're invariably asking 'was it worth it?' We know that Rekoop clients have undertaken studies on the cost-effectiveness and fiscal impact of their new time recording solution, and while such information remains confidential, they have been willing to share informally the proof of the ROI argument. Such as the firm that got a 100% ROI through the extra time recorded by a senior lawyer in just one week. Or the firm that calculated that 100% ROI was achievable if every fee earner recorded just one additional single unit of time per month. Or the firm that secured 100% ROI just through the extra time tracked and found in the first fortnight of operation.

### **Reduced training requirement**

If lengthy, complex installs are the Beecher's Brook of derailed IT projects, then hefty training programmes are the Canal Turn. We've already touched on the lack of engagement from users if software is just poorly designed or unsympathetic or just very hard work. But add in pricey training days and tedious manuals and you just know it's not going to go well. No-one needed teaching and textbooks to buy a book



on Amazon or a song on iTunes - does time recording have to be that much harder? No. With Rekoop, give yourself 10-15 minutes to have a play and then start capturing time in anger. It really is that simple because it's logical, intuitive, and versatile enough to act in any way you want.

### **Reduced pressure on PMS refresh**

For some, keeping up with the times when it comes to recording it can necessitate expensive and otherwise unwarranted upgrades to their core PMS. No surprise then that fee earners are made to cope that bit longer with ageing tools and out of date interfaces, furthering their disenchantment with an already burdensome admin task. The good news here is that you don't have to change what's at the back end, you just overlay Rekoop like a new front-end skin: instant refresh for your PMS with the slickest, most advanced time capture technology.

### **Improved fee earner morale**

When technology is part and parcel of your daily life, it feels good to have stuff around you that's reliable, quick, and easy to use. And as we're all consumers at the end of the day, we like nice things too - new, sexy gadgets, and smart, clever apps. Let's face it, no-one's queuing up for an iPhone 4S anymore. Giving fee earners the latest and greatest is an investment not just in their productivity and effectiveness but in them as valued members of staff, in their mood, and level of engagement. We're not saying it's key to job satisfaction but deploying Rekoop will certainly unlock a wealth of positive feeling.

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