

Independent View

Select Legal Systems LAWFUSION™

A newcomer to the Solutions Guide, Select's integrated suite of legal front- and back-office software, LAWFUSION™, has seen significant advancements in recent months.

Measurable mailshots

Select's new marketing mailshot module includes a neat little application that prompts people responding to the mailshot to acknowledge its role in bringing them to the firm, a vital element of tracking marketing's success. The module can also identify opportunities for cross-selling, flagging clients who have recently instructed the conveyancing practice but who have not revised their will in the last five years, for example.

Online quoting to kick-start matters

Another recent addition to the LAWFUSION™ suite is an online quotation system, which dispenses quotes for fixed-cost legal work, generating a unique client reference number for each enquiry. When a client accepts a quote, the system automatically opens a matter, complete with all the preliminary documentation, and forwards the quote to the billing system. This will no doubt be especially popular with high street firms that want to spread their wings and trade in 'bulk' retail law over the Internet.

Telephone integration

Also useful is Select Legal's recent addition of Computer-Telephony Integration (CTI) to the LAWFUSION™ product suite. CTI-ready phones are within the budget of most firms and, when hooked up to a PC, they can identify incoming calls from known clients and automatically open a menu, toolbar or window that lists all case or matter files related to the caller. CTI can also be configured to start a time-recording session automatically when a client calls.

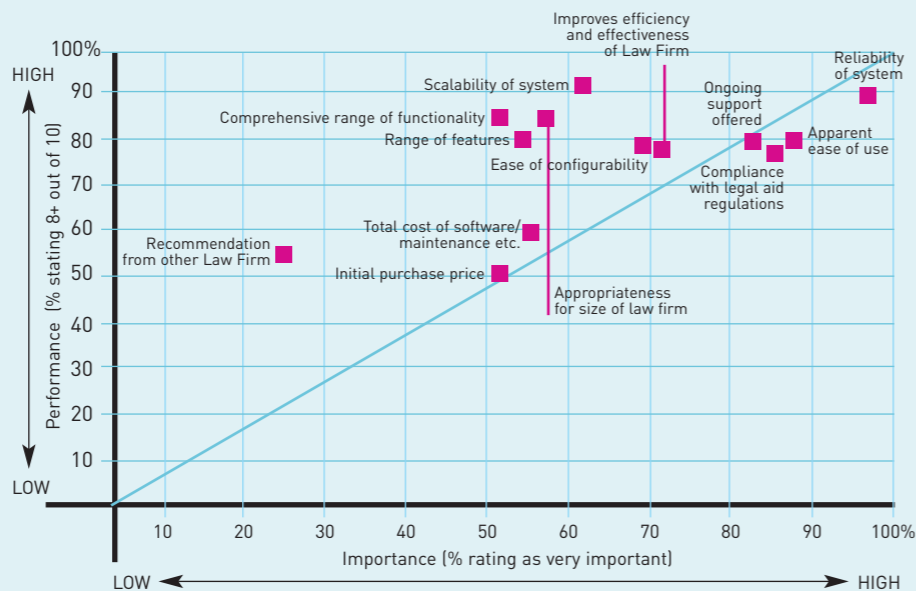
Cost-drafting system

There is innovation in the pipeline – currently being tested with a Northern firm but scheduled for commercial release next year is a 'cost-drafting and negotiation' system based on the standard LAWFUSION™ product.

Stamp duty online

Brand new is integration between LAWFUSION™ and the SDLT.co.uk online stamp duty forms service, which conveyancers will appreciate. This integration allows the two systems to work in synergy, pre-populating the forms with relevant information held in LAWFUSION™'s™ database.

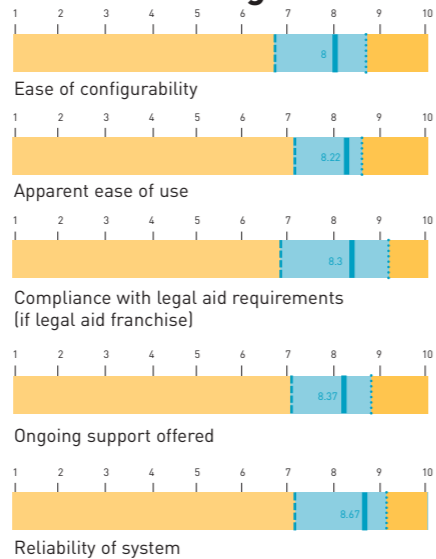
Product Performance Market research results



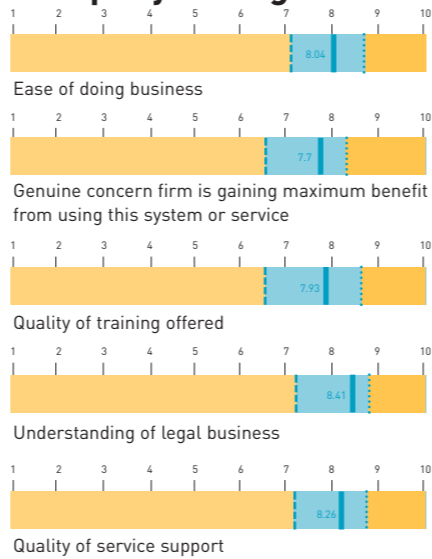
The Importance/Performance Ratio is a visual representation of each provider's performance on a range of product and company attributes in the context of what's important to the legal profession more generally.

Attributes that score towards the right are perceived to be very important by the legal profession; those that score towards the left are perceived to be of much less importance. Scoring more towards the top right-hand corner is desired.

Product Ratings



Company Ratings



Panel Analysis

In terms of purely technical impressions Select Legal gained far and away the most uses of the word 'excellent' the panel used in any of its reports, and this is a word it does not use lightly. Plaudits went to the innovative use of wizards in the system to lead users through workflows, 'extensive' customer relationship management which links recent marketing activities if a new file is opened; 'excellent' conflict checking and anti-money laundering with online checks and flexible checks according to matter type; 'outstanding' budget variance and cash-flow forecasting; 'excellent' email handling within case management and integration with Outlook, 'excellent' financial reporting, 'excellent' extranet facilities and 'excellent' implementation of scanning with a Post Room element.

Select also seems very forward-thinking on future mobility issues, and is already designing output for mobiles, and trialling their system on Samsung Q1 ultra-mobile PCs. There were many other technically impressive elements to Select's offering. A very minor gripe is the use of Microsoft Word's version control, but this will allegedly become less of a problem in the next Office iteration. This was a very rare panel moan, however, and the overall view is best summed up with one panel member's comment that Select represents 'arguably best of the best of breed'.

Product Pricing (Average cost per seat)

LAWFUSION™

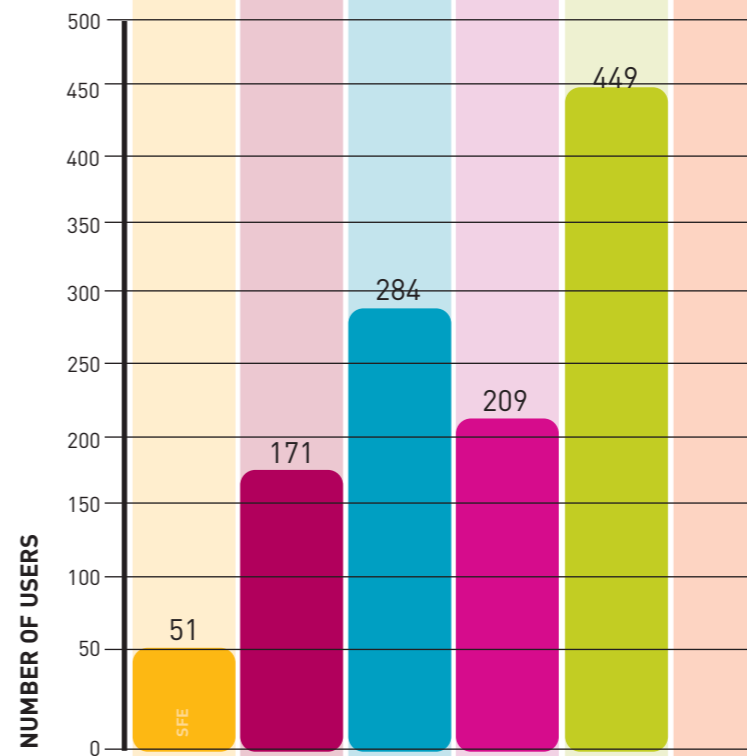
Number of Users	1	5	20	40	75
Cost per seat (includes)	£3380*	£1486	£1094	£947	£858
Software Installation (days)	-	1	2	4	8
Project Management (days)	-	1	2	3	3
Training (days)	2	3	11	15	20
Annual Maintenance/Support Charge	£680	£900	£2480	£4560	£8140
Maintenance included in year 1	-	-	-	-	-

* Small Firms Edition (SFE)

User Base

LAWFUSION™

		1-5	6-20	21-40	41-75	75+	Top 100
Total firms 50	FIRMS	17	15	10	4	4	-
Total users 1164	USERS	51	171	284	209	449	-



LAWFUSION™	1-5	6-20	21-40	41-75	75+	top 100
	✓	✓	✓	✓	✓	✓
	Solo/Very Small 1-5 Users	Small High Street 6-20 Users	Medium High Street 21-40 Users	Larger High Street 41-75 Users	Commercial and Regional Firms 75+ Users	City and Major Regional Firms Top 100+ Firms

Managing Directors' Statement



MIKE CRAVEN and
STEVE DIXON
Directors

The Guide is the perfect platform to showcase just exactly what LAWFUSION™ has to offer and we were overwhelmed by the universally positive comments delivered by the independent panel - we couldn't have hoped for a better review on our first application in the guide.

Ultimately, we always aim to produce software that enables law firms to reduce costs, increase turnover and deliver improved services to clients and staff. We achieve this by continually developing the LAWFUSION™ software so it's very versatile and easy to use, whilst utilising innovative solutions and new technologies such as Microsoft.NET, web services and ultra mobile platforms.

LAWFUSION™ is suited to all firms, from the Top 150 to the sole practitioner, catering and delivering single office to multiple branch solutions.

Our continued policy of introducing new features and enhancements free of charge every six months is also part of our comprehensive support package. It is a service that keeps your system up to date and offers a truly complete solution. This means LAWFUSION™ offers all Law Firms a once-only investment instead of an open ended cost.

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