

Independent View

Select Legal Systems LAWFUSION™

Select's LAWFUSION™ PMS had a glowing debut in last year's Guide, rated excellent by the panel in many technical categories. Naturally, much of the company's development effort this year has gone into ensuring that LAWFUSION™ is up to date and compliant with the LSC reforms for legal aid work. Select has also made LAWFUSION™ work with Windows Vista – no small feat considering how much software out there doesn't.

Document request and assembly

Select's document request system allows fee-earners to monitor the status of requested documents by automatically updating the system when the documents arrive. While useful for conveyancing, this can also, says the company, be applied to any type of work with frequent document requests. A document assembly tool has also been added to automate the production of HIPs and court bundles.

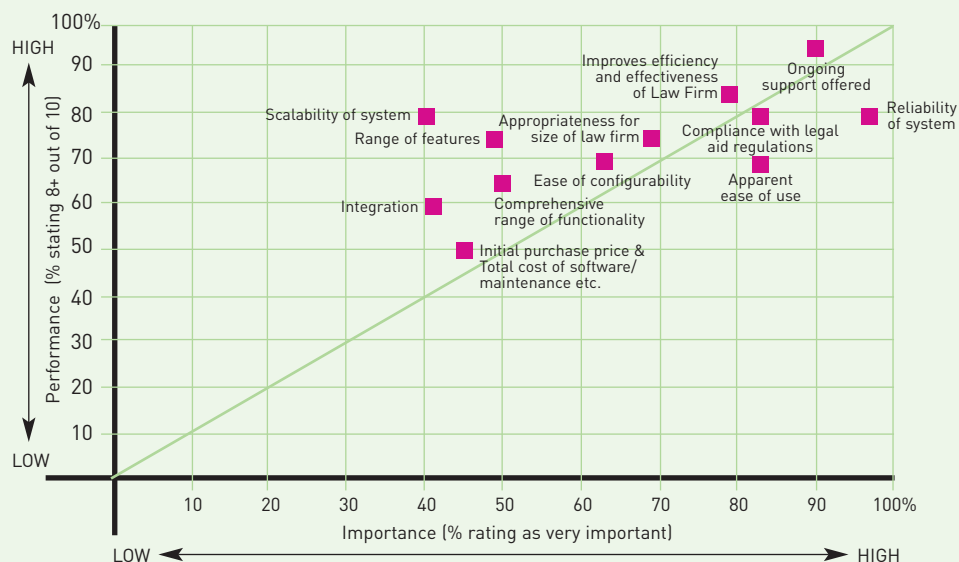
Select has also worked hard to address last year's panel gripe about document version control, adding a visual 'tree' representation of document versions and changes. Online case tracking has also been improved to allow online viewing of uploaded documents by clients or third parties, with access controlled by case management.

Contact details

Select's approach to contacts integration enables users to configure which communication details, including telephone, email and other user-defined fields, are shown on the case screen. Address styles can be setup and associated with contacts allowing different address formats to be output depending on the type of work.

Fee-earners can maintain multiple contacts at one address and the system allows more than one lead contact to be associated with a client. The contact database enables the practice to maintain a history of addresses for contacts and configure marketing information for contacts.

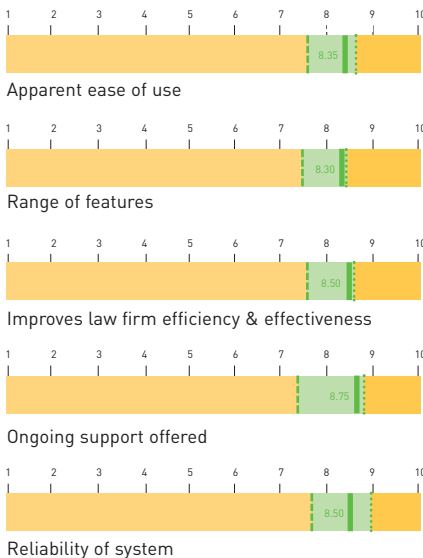
Product Performance Market research results



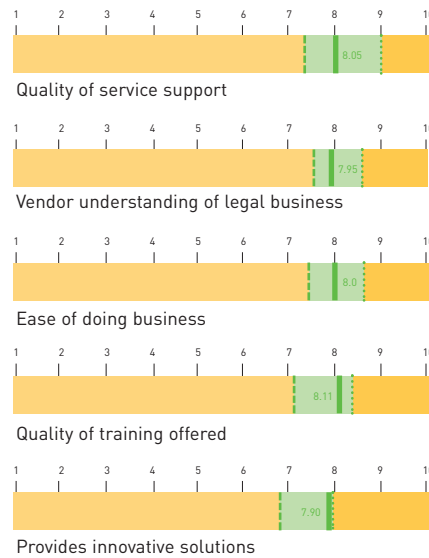
The Importance/Performance Ratio is a visual representation of each provider's performance on a range of product and company attributes in the context of what's important to the legal profession more generally.

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 Satisfaction



Vendor Satisfaction



LOWEST | THIS PRODUCT | HIGHEST

Panel Analysis

Select impressed the panel with development zeal and an eye to innovation. It has, like others in this year's Guide, a PDF bundling system with intelligent assembly and adjustable security levels. Select's use of SMS (text messaging), especially for lesser-used purposes, also impressed the panel. Select has taken this idea to a different level, allowing the use of SMS internally for passing messages to fee-earners and staff. The only negatives for Select were a reliance on Crystal reports or Excel, a limited workflow in terms of authorisation of cheque requests and an interface that the panel found 'busy'. But one panel member said the company had 'a fully featured product which needs a significant amount of tailoring but with a lot of neat little touches' that allows work beyond the limits of some other PMSs. Select also marked itself out by offering interactive cashflow forecasting, computer-telephony integration, electronic cheque/posting requests and the conversion of emailed documents to PDFs 'on the fly'.

Product Pricing (Average cost per seat)

LAWFUSION™

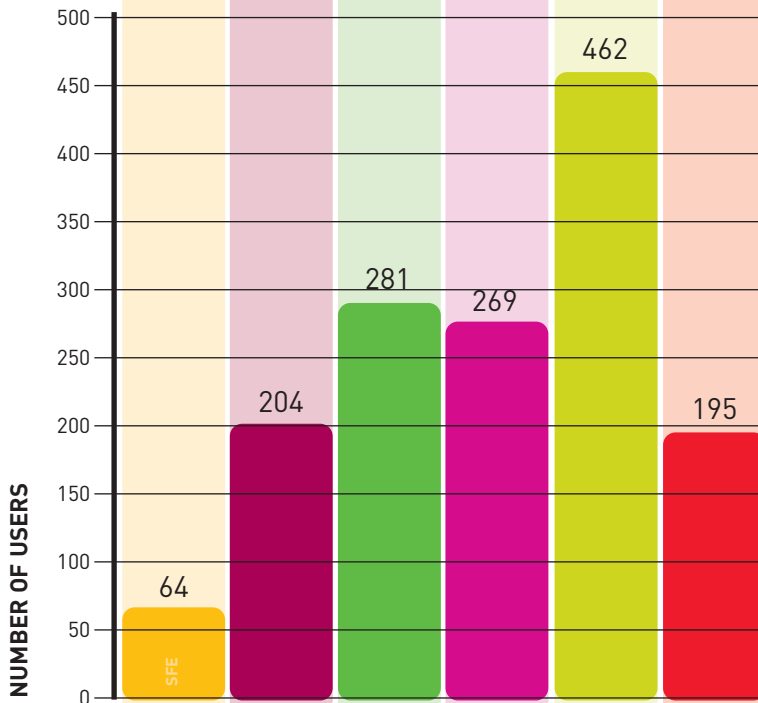
Number of Users	1	5	20	40	75	
Cost per seat (includes)	£2950	£960	£1240	£1105	£996	
Software Installation (days)	.5	1	2	4	8	
Project Management (days)	-	-	1	3	3	
Training (days)	2	4	11	15	20	
Annual Maintenance/Support Charge	£630	£1230	£3540	£6600	£11910	
Maintenance included in year 1	-	-	-	-	-	

* Small Firms Edition (SFE)

User Base

LAWFUSION™

		1-5	6-20	21-40	41-75	75+	Top 100
Total firms 58	FIRMS	21	18	9	5	4	1
Total users 1475	USERS	64	204	281	269	462	195



LAWFUSION™

	1-5	6-20	21-40	41-75	75+	top 100
	✓	✓	✓	✓	✓	✓
	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

We are delighted to have been ranked first for Overall Customer Satisfaction in this year's guide. This endorsement by our clients and the panel member's comment in last year's guide as being rated as 'arguably the best of the best of breed', are testimony and recognition for all the hard work our staff have put in.

We still see the Law Society Guide as the perfect platform to showcase just exactly what LAWFUSION™ has to offer and we are extremely pleased by the positive comments delivered by the Independent Panel.

Our continued aim is to always produce software that enables law firms to reduce costs, increase turnover and deliver improved services to clients and staff. We have achieved this by continually developing the LAWFUSION™ software so it provides a versatile solution that delivers tangible results, whilst utilising innovative solutions such as our new HIP and Document Bundling facility and through the use of new technologies such as Microsoft.NET, web services and our integration with providers for solutions such as our SMS text messaging facility. LAWFUSION™ is suited to all sizes of legal practice, from top 150 practices to the sole practitioner, catering for single office to multiple branch solutions.

As standard, we offer a continued policy of introducing new features and enhancements free of charge to the software every six months as part of our comprehensive and ongoing support and maintenance package. This is a service that will keep your software up-to-date and offers you a truly complete solution.

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