

Independent View

Market
Select's solution has penetration among mid-tier regionally based legal practices, and market share with the smaller high street and small firm practices through a small firm edition of the software.

Select's strategy is to introduce as much flexibility into its solution as possible, to cater for as many of a firm's needs as possible.

Features

LAWFUSION™ is a practice management and case management system with modules incorporating key high street practice areas. The solution includes applications for handling civil and criminal legal aid cases, and also offers such internet services as: hosting; brochure website development, intranet and client extranet development.

A new debt interest calculator has been added, allowing interest to be calculated on overdue bills. At a time when late payment interest is often overlooked, Select claims some firms have found billing improvements of between 30 and 50% employing this application.

LAWFUSION™'s new post room electronic document function allows notes to be conveyed along with documents and tracked between cases and offers forwarding, monitoring, priority setting and reviewing facilities.

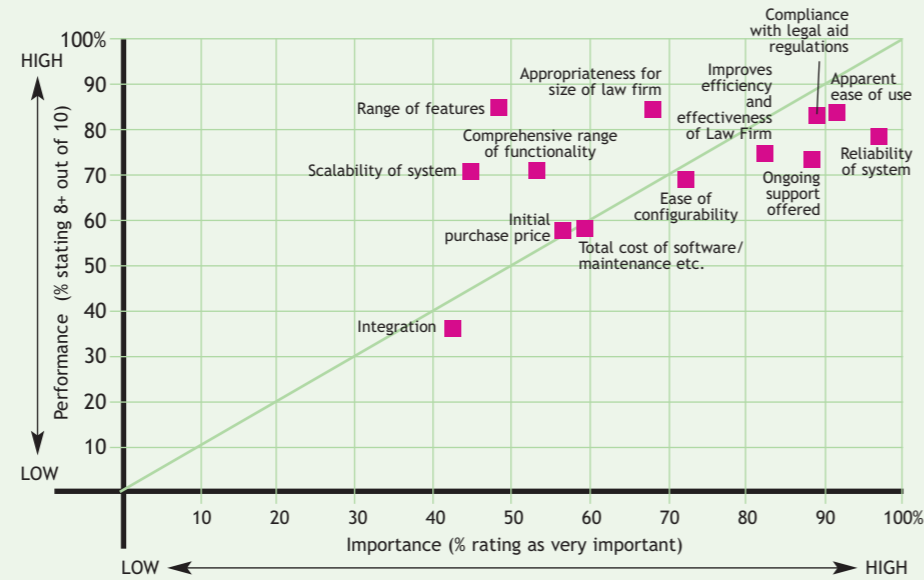
The time-recording system has been enhanced so that fee-earners can log time quickly to frequently used accounts and the target performance monitoring solution allows fee-earners to identify the allocation of their time.

Developments

Recently introduced as part of the support website is a knowledge base, which is an online search and repository solution for firms requiring support in terms of outstanding issues, new developments, new technology and product enhancements. Clients can also view their support calls online.

Also coming up are enhancements to anti-money laundering identity checking, case documentation management and a variety of minor changes for user convenience.

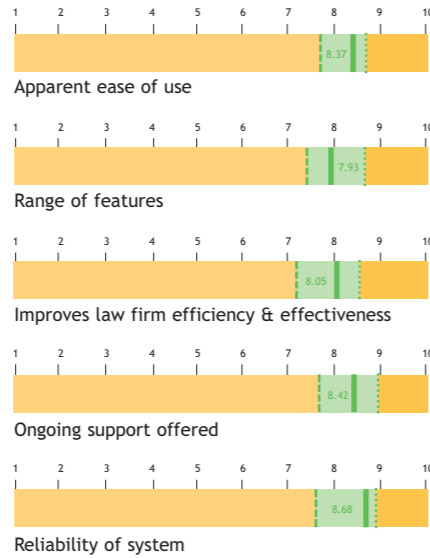
Product Performance Market research results



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.

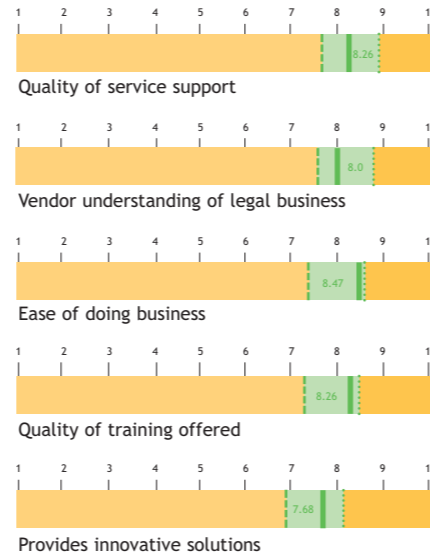
Attributes that score towards the right are perceived to be very important by the legal profession; those that score towards the left are perceived to be of much less importance. Scoring more towards the top right-hand corner is desired.

Product Satisfaction



LOWEST | THIS PRODUCT | HIGHEST

Vendor Satisfaction



Panel Analysis

Select Legal has a 'flexible product which punches its weight with more expensive 'enterprise class' products'. There is also 'good' email handling, which will be further improved by an upcoming search facility document handling capabilities that are 'among the best', and Select had some of the best cashflow forecasting, budget variance reporting and 'what if' capabilities the panel saw. 'Very simple and practicable with the neat feature that the authoritative budget is kept centrally as a database and not distributed as independent spreadsheets,' said one panel member. The panel was pleased to hear that Select intends to update the interface on a .NET platform in a year's time. The panel was also pleased that Select's document versioning can show which is the latest, definitive version out of the box.

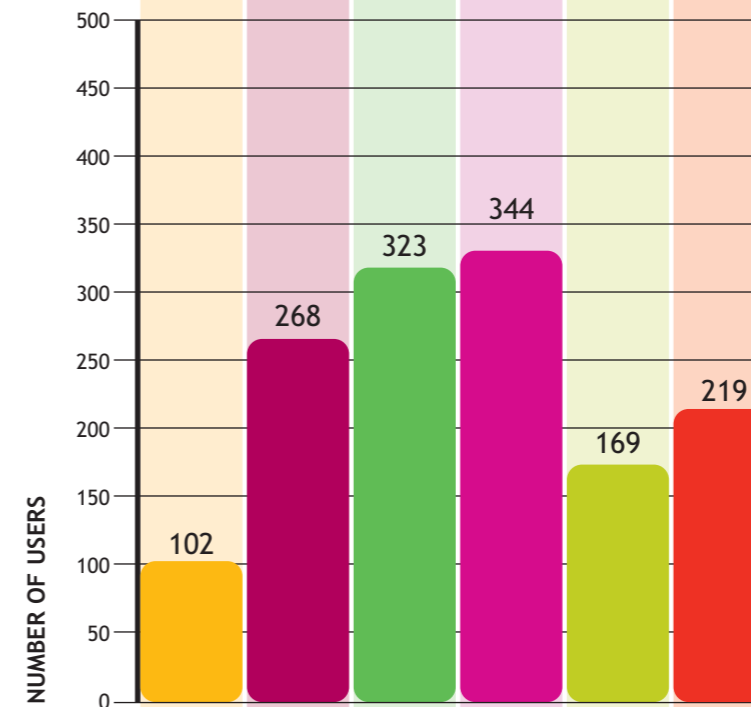
Product Pricing (Average cost per seat)

LAWFUSION™ VERSION 3.0

Number of Users	1	5	20	40	75
Cost per seat (includes)	£3450	£1080	£867	£910	£814
Software Installation (days)	0.5	1	2	4	8
Project Management (days)	-	-	1	3	3
Training (days)	2	4	11	15	20
Annual Maintenance/Support Charge	£570	£1170	£2784	£4788	£8547
Maintenance included in year 1	-	-	-	-	-

User Base

LAWFUSION™ VERSION 3.0	1-5	6-20	21-40	41-75	75+	Top 100
Total firms 78	FIRMS 32	26	11	6	2	1
Total users 1425	USERS 102	268	323	344	169	219



LAWFUSION™ VERSION 3.0	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 Director's Statement



MIKE CRAVEN and STEVE DIXON
Directors

With our emphasis having always been on customer care we were delighted to see that we managed to improve further on our ratings from last years guide.

Our companies' mission and goals have not changed since our first entry in the guide. These are 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 Outlook integration and document PDF conversion 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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