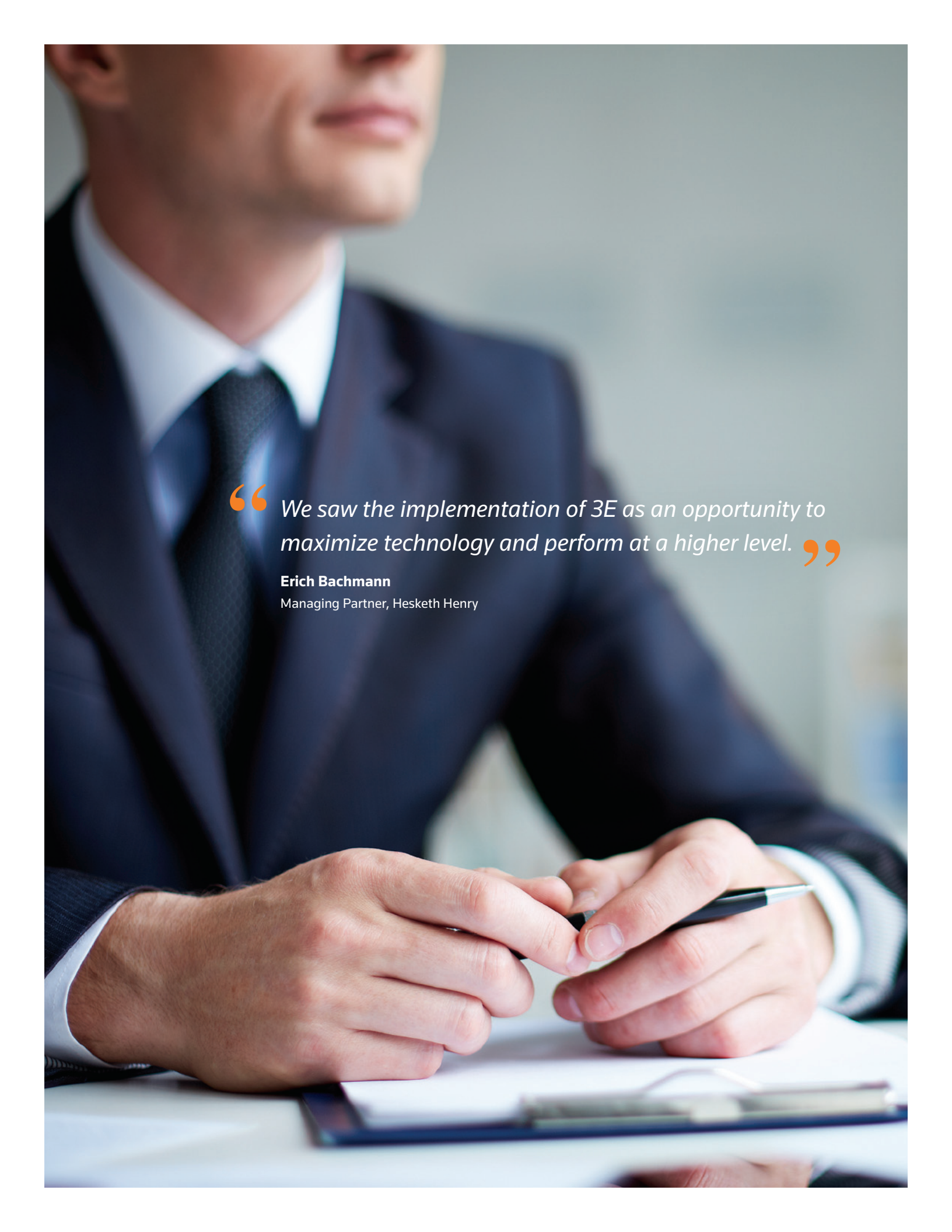


3E

THOMSON REUTERS
ELITE™

Broaden your strategic visibility
Simplify and boost firm-wide compliance
Confidently take on the future



A close-up, slightly blurred photograph of a man in a dark suit, white shirt, and dark tie. He is sitting at a desk, with his hands clasped together over a clipboard. The background is a soft, out-of-focus grey. The lighting is even, highlighting the texture of his suit and the details of his hands.

“ *We saw the implementation of 3E as an opportunity to maximize technology and perform at a higher level.* ”

Erich Bachmann

Managing Partner, Hesketh Henry

Innovation. Growth. Profitability.

71%

of Global 100 firms
who bought a new
system in last 5 years
selected 3E

175+

firms are expected
to be live on 3E by
the end of 2018

31.7B

of revenue generated
by the Global 100 is
dependent on 3E as of
May 2018

The legal and professional services industry continues to change at a remarkable pace. Clients are more demanding and expect their lawyers to be readily available at all times, with key information at their fingertips. To meet their needs, lawyers need to be able to work on their desktop or mobile device without having to move between disconnected systems. Firm-wide, infrastructure costs are skyrocketing, and while pressure to move to hosted solutions is immense, there are limited options out there for firms working with complex processes. Regulations continue to change, requiring adoption not just nationally, but globally as well.

Change for a law firm is never easy. Yet it's imperative that a firm keep up with the competition and be the forward-thinking law firm that clients expect. To do that, firms need to adopt technology that can meet all these demands with solutions that are sophisticated and robust, but still flexible, intuitive, and scalable.

3E® from Thomson Reuters Elite is ready to help you meet these business challenges and enable tomorrow's growth. As a complete enterprise business management solution, 3E connects all critical areas of your business to streamline tasks and provide timely and accurate business information, while its advanced architecture drives operational efficiency and grows with your firm.

SUPERIOR CAPABILITIES

- Complete mobility
- Highly configurable platform
- Built-in workflows
- Industry-leading security
- Multicurrency, multi-language support
- Advanced analytics

The most innovative business process platform available,
3E fosters growth, maximizes performance, and increases profitability.

To learn more about 3E, visit legal.thomsonreuters.com.au/products/Elite-3E

Broaden Your Strategic Visibility Over Your Clients, Data, and Business Operations

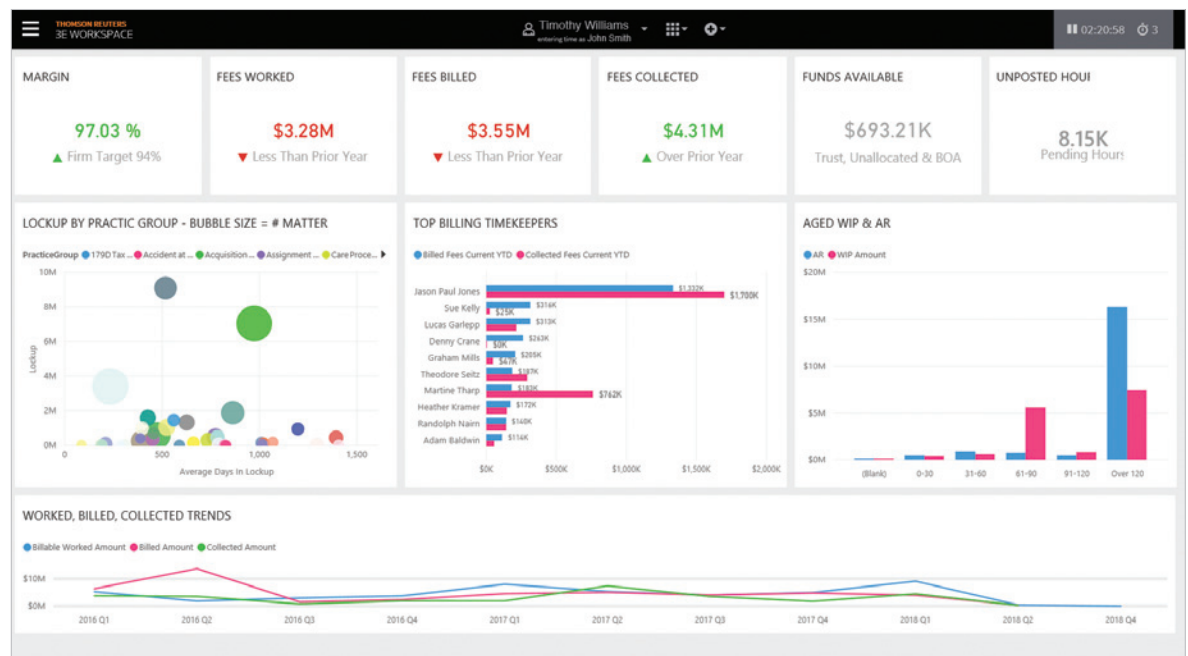
WHAT IF YOU COULD ...

- Get information the moment you need to make a decision
- Get exactly the reports you need to run your business
- Proactively inform clients about the status of their matters
- See in real time your clients' activities and their spend history



YOU'D BE ABLE TO ...

- Make informed decisions about your clients, their matters, and your firm's strategy
- Provide fast, proactive service to your clients
- Clearly communicate value to your clients, mitigate alternative fee arrangement risk, and operate your business more profitably



3E Data Insights provides drillable analytics for the firm, office, practice group, and individual fee earners —visualized using Microsoft Power BI.

“ 3E provides a solid, flexible framework, backed by the reliable, ongoing support we needed to make our goals a reality. ”

Mary Fraizinger

Director of Business Planning and Operations, Gardiner Roberts LLP

3E has the tools and functionality to help you easily leverage your data to get the answers you need—when you need them. Whether it's high-level business analytics or detailed client information, you can instantly see the insights and tasks that support your deliverables, actions, and goals. With the right data at your fingertips, you can form the right strategy based on facts. Your lawyers can be more informed and able to provide superior client service, while increasing efficiency and ultimately firm-wide profitability.

3E DELIVERS

- **Single consistent, intuitive interface** – enjoy one experience that's web-based and easy to use
- **100% web-based access** – get anywhere access to the system and data
- **In-time, actionable and intelligent alerts** – role- and individual-based notifications
- **Sophisticated data model** – allows multiple views of data and drill-down ability
- **Built-in, firm-defined analytics** – persona-based analytics and flexible metrics open to third party information tools

3E Lawyer Experience

Giving Lawyers the Productivity Tools They Need

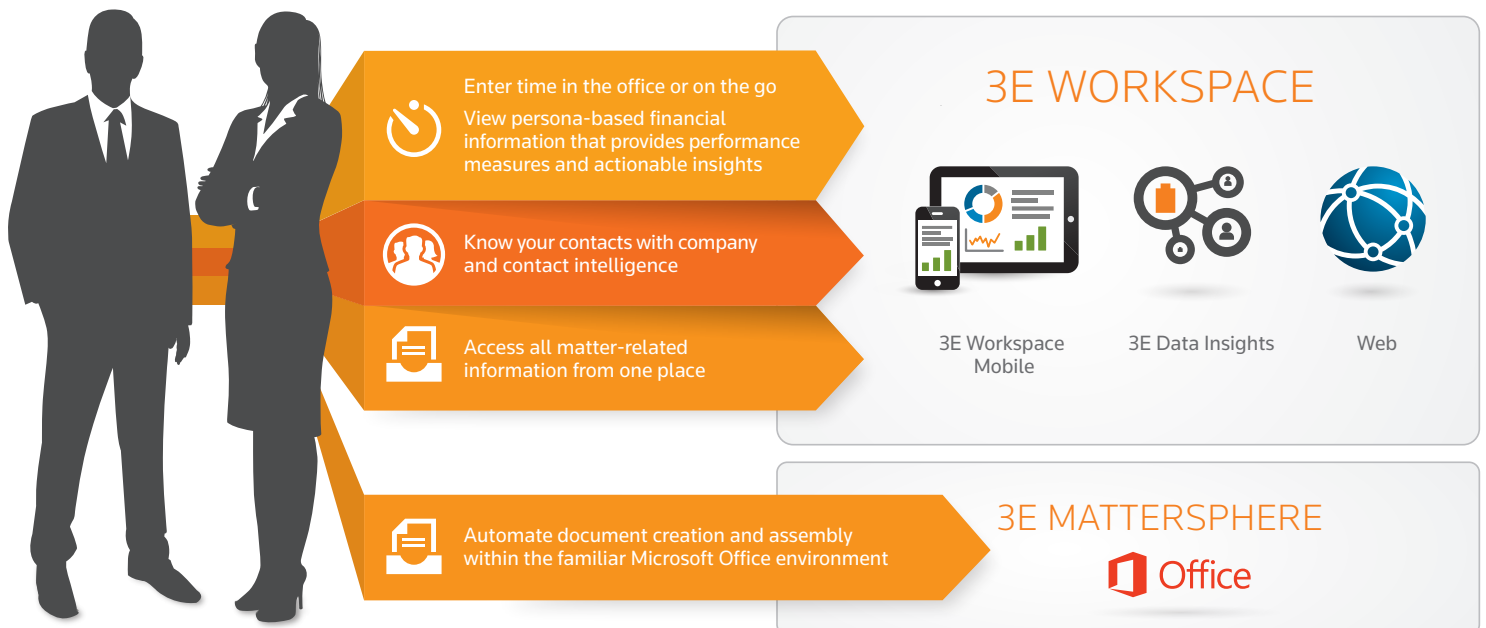
At Elite, we understand the demand for today's lawyers to be more engaged with clients and to deliver better and more efficient value. The 3E Lawyer Experience provides productivity tools built to work the way lawyers work, so they can deliver the best legal service in the most cost-effective way. From a single user interface, lawyers have access to financial, business development, and client and matter information that provides them with tools to efficiently complete daily tasks from any place and at any time.

In short, the Lawyer Experience connects lawyers to the systems and tools to work smarter and better—in every possible environment: the office, mobile devices, and on the Web.

A UNIFIED LAWYER EXPERIENCE DELIVERS:

- **Efficiency** – A one-stop shop for lawyers with all business management functionality in one intuitive view
- **Visibility** – Critical data in one place
- **Accessibility** – Intuitive and user-friendly experience, available from anywhere
- **Client service** – Instant access to real-time client information

To learn more about the 3E Lawyer Experience, visit elite.com/3e/lawyer-experience.



Simplify and Boost Firm-wide Compliance

WHAT IF YOU COULD ...

- Ensure everyone in your organization adheres to billing rules
- Build your clients' billing rules into the entire life cycle of a matter, giving your clients exactly what they want, when they want it
- Take on new matters and fee arrangements confidently



YOU'D BE ABLE TO ...

- Shorten the billing-to-cash cycle
- Lower the amount of billing exceptions to review and have fewer returned bills
- Reduce inefficiencies by standardizing and automating financial and practice management workflows



“Faster reporting, easier budgeting, and a tighter rein on costs are the ways that 3E helps us serve clients better.”

Steve Bassinger

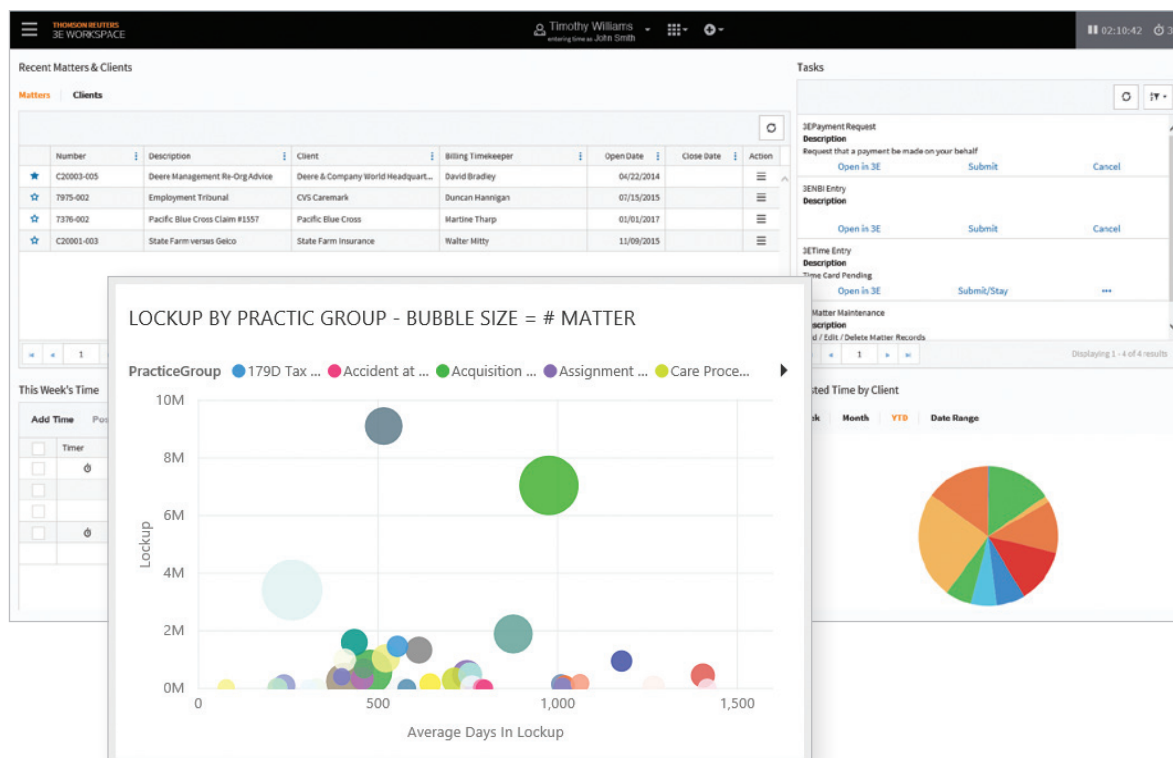
CFO/Controller, McKool Smith

Say good-bye to manual processes that open the door for ad-hoc operating mechanisms. With 3E, you get a solution that offers industry-proven models and processes that help you streamline your firm's core business processes from end to end. 3E provides the tools to ensure you comply with the myriad legal regulatory laws, billing regulations, and client compliance and rules you face on a daily basis.

3E DELIVERS

- **Embedded billing rules** – Client billing rules are built into the matter life cycle, and jurisdictional financial/tax rules are built into the system
- **Embedded, automated workflow** – Every screen is enabled to configure workflows
- **Thomson Reuters' experience and expertise** – Benefit from process models and embedded templates built by leveraging 35+ years of working with more than 2,400 firms

To learn more about 3E, visit legal.thomsonreuters.com.au/products/Elite-3E



3E Workspace enables fee earners to view client, matter, and personal performance information quickly and easily in the office or on the go with their mobile devices.

Transforming Your Business for Today's Challenges and Tomorrow's Opportunities

To make the most out of your investment, our service extends well beyond your initial implementation. We are dedicated to the end-to-end optimization of your investment and will partner with you through ongoing training, consulting, client services, and peer networking. You can be confident that we are committed to your growth, improved profitability, and long-term success.

The Elite Global Services advantage means you can deploy quickly and reliably, anywhere in the world. We will work with you to set up your firm for long-term success with optimized business operations. With years of industry-leading expertise and experience, our trusted Services team will help you maximize your investment and boost productivity as you get the most out of your software.



ProvenPath

Leverage 35+ years of law firm financial management best practices, including law firm blueprints, more than 120 process models, project quality, and data security assurance, with the flexibility to adapt to your firm's unique ways of working.



Elite Accelerator Packs

Developed based on proven learnings from 137 3E implementations, Elite Accelerator Packs can speed time to value and compress implementation time while safeguarding your data. Packs can be based on your configuration, conversion, or implementation needs.



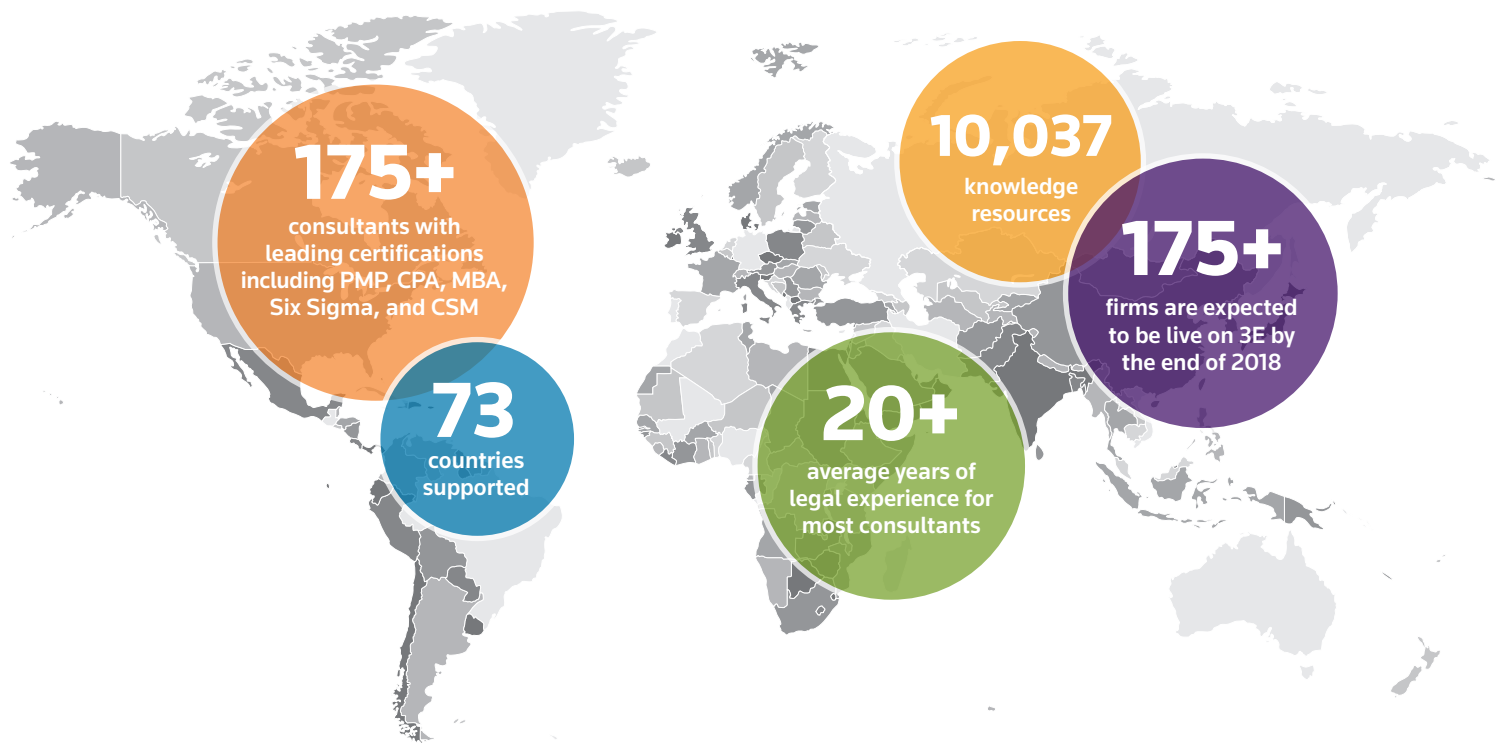
Optimization Boosters

Ensure your 3E financial management software catalyzes your firm's growth and profitability with Thomson Reuters as the core investor behind these services. Legal operations analysis, Westlaw® integration, and adaptability services all enable you to optimize your firm's use of 3E, unlock greater lawyer productivity, and adjust to market changes.



Enterprise to 3E Surge Program

The Enterprise® to 3E Surge Program is the only implementation program made specifically for Enterprise clients. The toolkit gives Enterprise clients unmatched support, service, and expertise when migrating to 3E. Legacy data review, prescribed setups, standard conversion data maps, and strategy sessions all provide you with the support you need to ensure your migration to 3E is a success.



“ One of the greatest benefits of our 3E Certification is the consistency that it provides by teaching everybody to use the system in the same way. ”

Theresa Merezicky

Billing Services Manager, BakerHostetler

**Become
3E Certified**

The Elite Education Services team offers world-class training and certification so you can maximize your investment and get the most out of your software. Your firm users can become certified after passing a certification exam. Choose from classroom, onsite, online, and Boot Camp training in the appropriate core program. Certification can boost productivity, improve employee satisfaction, and build long-term dedication to your business.

To learn more, visit elite.com/3ecertification.

Additional Offerings to Connect Every Aspect of Your Business

From finding new business, to managing your matters, to running your operations more efficiently and profitably, 3E can help you get it done. 3E is a complete enterprise business management solution that was developed with

the entire matter life cycle as its backbone. It offers a variety of solutions to help you connect all major areas of your business.

3E MatterSphere: Efficiently manage matters

Transform the way your lawyers work with 3E MatterSphere®. It transforms matter management operations from end to end by providing a single, unified way to view and manage day-to-day activities, including clients, matters, workloads, tasks, critical dates, and all related documents, reference materials, and reports.

- Streamline the creation, management, and storage of documents from one central location
- Automate document creation with Microsoft Outlook®, Word, and Excel® using built-in and customizable templates
- Access client and matter information while on the go
- View and manage all client and matter information within the Office environment
- Share documents and data securely with your clients and business partners 24/7

To learn more, visit elite.com/mattersphere.

3E Data Insights

Transform, analyze, and visualize your data

Tap into multiple data sources to gather insights and spot trends as they happen with 3E Data Insights. The self-service analytics model lets you create and view actionable insights from a single dashboard tailored to what you manage. Now fee earners and managers can manage performance and make decisions based on facts.

- View firm performance in an actionable and easy-to-consume format, based on what you manage
- Create interactive data reports without writing any code using Power BI® Desktop
- Tailor rich visualizations to include any firm-specific KPIs or modify drill hierarchy
- Get forecasting and advanced analytics for fee earners and managers out of the box
- Ensure consistent high-fidelity interactive data visualization experiences on any device

To learn more, visit elite.com/datainsights.

“ The advanced automation of 3E and MatterSphere streamlines our document production and billing routines, while real-time reporting capabilities benefit McMillan Williams with greater visibility to make more informed business decisions. ”

Colum Smith

Senior Partner, McMillan Williams

3E Financial Reporting

Improve decision making

Turn your critical data into meaningful information with 3E Financial Reporting. Powerful and intuitive 3E data analysis capabilities help enhance analysis and decision making. Predefined or customized metrics offer a view into the most recent system activity to provide up-to-the-minute insights on firm performance and trends.

- Create, integrate, and maintain reports without the help of IT
- Manage and measure firm performance
- Use design tools for advanced reporting capabilities and multi-dimensional report outputs
- Drill down into real-time data
- Modify reports to adapt to changing needs and different audiences with 3E Advanced Reporting

To learn more, visit elite.com/financialreporting.

3E Matter Pricing

Budget and price matters with confidence

Plan, track, and analyze matter budgets and financials with 3E Matter Pricing. The user-friendly tool makes it easy for lawyers and pricing professionals to search historical matters, create different types of budgets, and manage the matter's financials.

- Accelerate pricing and budget creation with more than 50 out-of-the-box Thomson Reuters Matter Maps
- Accurately price matters with lawyer-friendly software for pricing, budget to actuals management, and analytics
- Quickly compare different budget options, including fixed fee, with extended “what if” scenarios
- Track profitability in addition to revenue
- Sort and filter on firm's current and historical matters
- Select which analytics can be viewed by users
- Easily view results with data visualizations

To learn more, visit elite.com/matterpricing.

3E Paperless Proforma

Automate proforma distribution and mark-up

Reduce the chance of human error, speed the pre-billing process, and get invoices out the door faster with 3E Paperless Proforma. The intuitive, browser-based pre-bill distribution and mark-up solution, provides sophisticated auditing, tracking, filtering, and reporting capabilities so you can start improving your cash flow.

- Streamline and expedite the review process for improved cash flow
- Reduce paper usage and costs within the pre-bill workflow
- Increase productivity with filtering, reporting, and scenario calculations features
- Review proformas securely while out of the office without transporting confidential, printed documents
- Expand visibility of productivity and profitability with a wide range of pre-built reports for managerial review and analysis

To learn more, visit elite.com/paperlessproforma.

Confidently Take on the Future

WHAT IF YOU COULD ...

- Take on new matters and fee arrangements confidently
- Secure your data
- Grow your financial management system with the firm
- Easily incorporate new technologies and datasets into your existing financial management solution
- Have a robust feature set



YOU'D BE ABLE TO ...

- Ensure your firm thrives today and in the future
- Stay on the leading edge of technology
- Reduce your firm's exposure to risk
- Confidently rely on the systems you have in place

No matter what changes are happening in the legal market, if you want to consistently excel, you need the tools to face them head-on. Are you confident your current systems will be able to adapt to future legal landscape shifts, threats, and vulnerabilities that you will face? With 3E, you don't have to worry. Built with future-proof technology, 3E delivers unlimited agility and profitability. Its sophisticated architecture is built entirely on Microsoft .NET, making it easy to grow with your firm and adapt to your changing needs. And you can trust that the Elite team will be by your side as you navigate the changes today, tomorrow, and into the future.

3E DELIVERS

- **Open and scalable foundation** – Technology core offers the ability to scale in size
- **The most reliable and secure system on the market** – Role security and audit capabilities are built into the system; gain enhanced security through the cloud
- **Flexible data model** – Ability to customize fields and adapt to future business requirements
- **Cloud-delivered** – Cloud offering provides all the mobility and security benefits that the cloud offers
- **Abstraction layer** – Distinct technology layers that can be updated individually and quickly without disrupting the whole system, allowing new technologies to be integrated into the product (e.g., moving from Silverlight® to HTML 5)