

Wilson Promotes From Within So Clients Realize Greatest ROI



Please congratulate Justin Farmer in his recent promotion to Solution Specialist.

Justin has served as Wilson's Practice Management Consultant for four years. In his new role, Justin will work with clients to define and refine their needs as they contact Wilson to devise custom solutions for their Thomson Elite practice management system.

"Justin has in-depth knowledge of law firm practices and financial management systems," said Bruce Wilson, president, Wilson Technology. "This expertise will enable him to help clients articulate their requirements so we can streamline our development efforts and deliver a solution that is exactly what our clients are looking for, if not more. We think this approach will enable our clients to realize the greatest ROI when working with us and Thomson Elite."

To discover new ways to make better use of your Thomson Elite system, contact Justin at justinf@wilsontechnology.com.

Web-Enable your Financial Information

Firms find that web portals enable better decision making because up-to-date financial information is available anytime and anywhere.

By Rob Beisswenger, VP of Operations, Wilson Technology

Information is only powerful if you are able to access and use it. One way to realize the full power of information is to implement better and more efficient access points. With the advent of the Internet, organizations with standard reporting practices can now publish information in a timely and reliable manner by creating a web portal. Thomson Elite has facilitated the creation of web portals to web-enable their financial applications with a product called WebView™.

With good design and planning, web portals are easy to use, secure, and fast. Wilson Technology has worked with a number of firms to implement and customize WebView. Once implemented, firms can gain Internet access to financial management system functions that used to only be accessible through the back office.

Instead of generating monthly reports that are distributed to the firm's attorneys, the attorneys now have up-to-date information about the financial health of their practice. WebView enables users to access financial and practice management information using a simple, intuitive interface. Firms can also use a web portal to distribute information contained within custom data warehouses or report subsystems via the Internet. The only software required is an Internet browser.

Wilson Technology has worked with firms to web-enable a variety of applications. Some of our more compelling development projects include:

- Developed a partner inquiry system for a global law firm. The web portal allows partners to view information starting at the firm level with drill-downs by practice area, office, area of law and billing attorney.
- Designed and developed a custom data warehouse and web-based user interface for a consulting company to enable practice managers to build inquiries on timekeeper utilization and availability.
- Designed and implemented a business intelligence system that automatically publishes PDF report files for viewing by partners.
- Customized WebView to view statistics based on multi-timekeeper distributions.
- Designed and implemented an attorney reports distribution system that enabled attorneys to access the My Eureka (IQ Objects) Web interface. Also provided the ability to access FRX financial statements stored as PDFs.

A significant business driver for all of these projects was to put information in the hands of the people that need it. To explore web-enabling your applications, contact Rob Beisswenger at robb@wilsontechnology.com or 610-353-9879.

Accounts Receivable*		New Period		12/03		01/03-12/03		LTD	
AR Fees	21,300.00	Hours Worked	40.00	496.00	496.00			496.00	
AR Cost	300.00	Hours Written Down/Up	4.00	(35.00)	(35.00)			(35.00)	
AR Other	0.00	Worked Amount	9,800.00	106,037.56	106,037.56			106,037.56	
AR Unall	(300.00)	Non-Billable Hours	0.00	45.75	45.75			45.75	
Total AR	21,300.00	Amount Billed (Actual Value)	9,360.70	121,774.42	121,774.42			121,774.42	
Write-Offs*		Amount Billed (Original Value)	7,585.65	108,333.27	108,333.27			108,333.27	
W/O Fees	5,500.00	Amount Billed (Std Value)	9,278.50	124,889.05	124,889.05			124,889.05	
W/O Cost	0.00	Realization Ratio	93.40	95.70	95.70			95.70	
W/O Other	0.00	Realization Ratio (Std)	92.81	94.01	94.01			94.01	
Total W/O	5,500.00	Fees Received	0.00	95,245.27	95,245.27			95,245.27	
Unbilled*		Costs Written Down/Up	(49.85)	(1,000.00)	(1,000.00)			(1,000.00)	
UB Hours	45.00	Interim Bills	0.00	0.00	0.00			0.00	
UB Fees	9,000.00	Interim Bills Collected	0.00	0.00	0.00			0.00	
UB Cost	200.00	Total Received	0.00	103,000.00	103,000.00			103,000.00	
Total UB	9,200.00								

* These figures are current as of the snapshot date. They do not change as the period range changes. 12/29/2003