

practice  
intelligence



IT

Simply



“Practice Intelligence brings data to life through insight, collaboration and market leading understanding of how law firms operate.

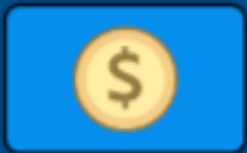
In the beginning, Practice Intelligence was purely the visualisation of traditional reporting data. With the assistance and support of the legal industries thought leaders, it now allows teams to work together, helps managers and CEO's to show partners exactly what is happening in their businesses, and gives authors/fee earners the freedom to understand their own performance, contribution and direction without feeling like big brother is watching”

The impact of implementing Practice Intelligence was immediate, and made all Producers conscious of their performance metrics and gave Partners/ Management easy access to valuable insights across all Teams.

Partners have easy access to a wealth of practice metrics in both Windows and iOS environments and authors have quick and easy access to key metrics such as daily hours and detailed WIP and debtor information.

Peter Rothwell, Finance Manager at Govett Quilliam

# Firm Overview

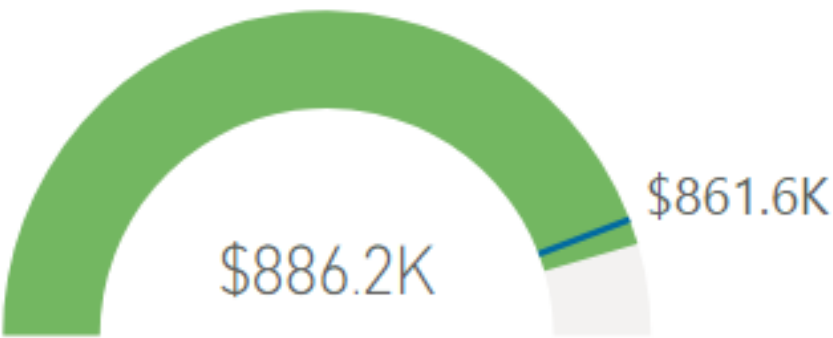


Period

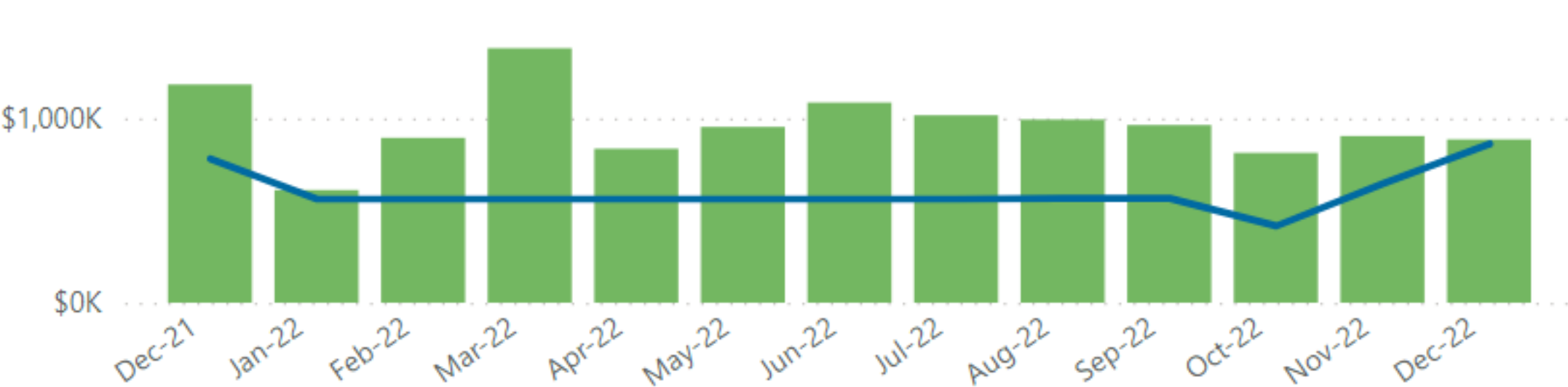
December 2022

## Fees - Selected Period

Budget as at the end of selected month

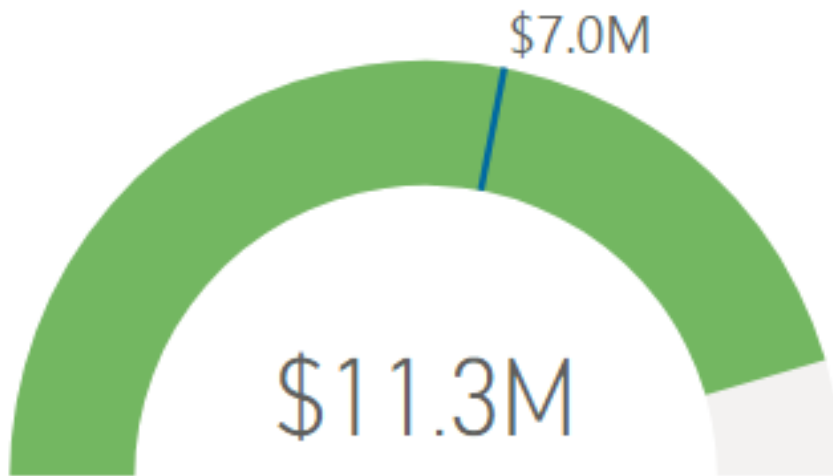


## Fees vs Budget - 13 Months



## Fees - Fiscal Year

Budget as at the end of selected month



## Fees by Work Code - Fiscal Year

Commercial Pro  
\$614,405

Residential Prop  
\$2,435,405

## Fees - Practice C

Property & Trusts  
\$5,602,644

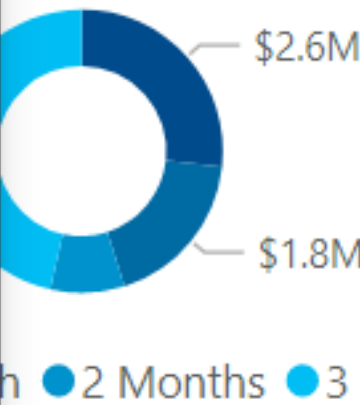
### Debtor - Top 10

\$8,264,135

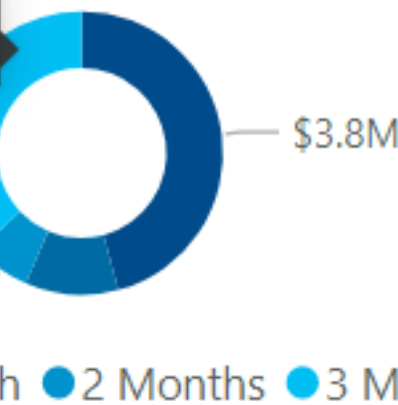
Client	Debtors
Katz's Café	\$419,000
SpaceX	\$384,405
Weyland-Yutani Corporation	\$293,312
Rod Tidwell Family Trust	\$213,853
Buy n Large	\$201,535
White Star Line	\$198,861
Hemmingways	\$160,124
Blue Origin	\$112,328
Gabriel Macht	\$78,120
Brian Flanagan	\$57,943

## Work in Progress - Selected Period

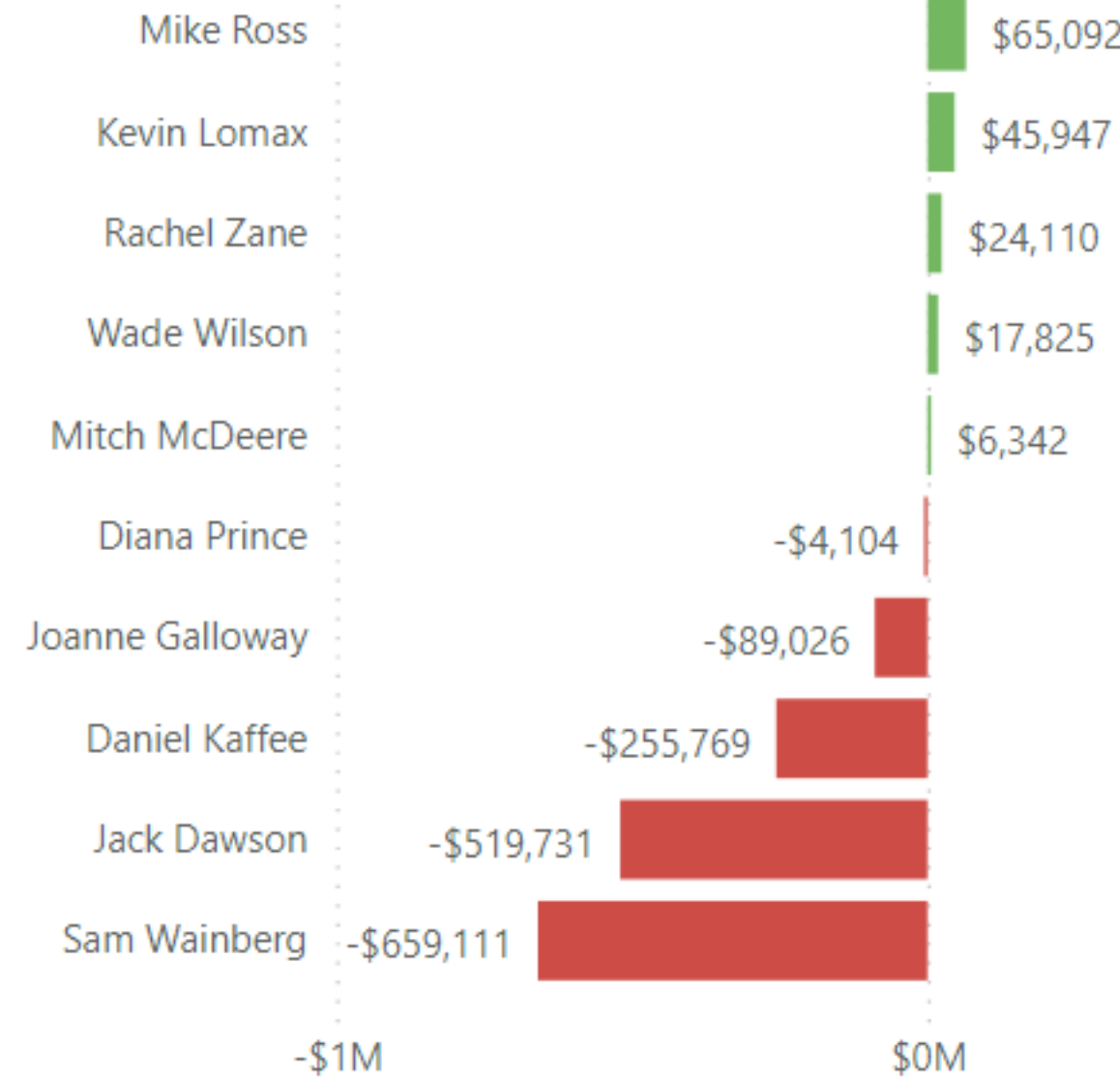
Days: 308.1, 3M+ %: 46.4%



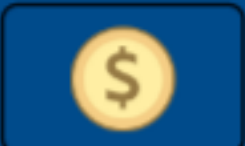
Days: 43.2, 3M+ %: 37.0%



## Author Budget Var YTD Top & Bottom 5



# Firm Details



Period

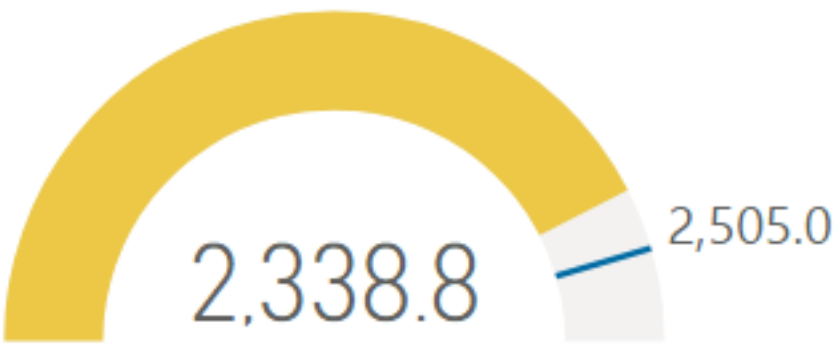
December 2022

Practice Group, Team

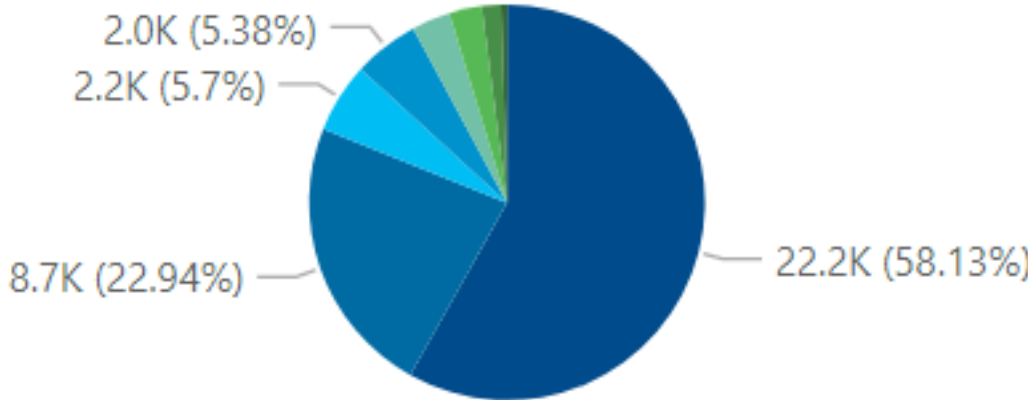
All

## Chargeable Hours - Selected Period

Budget as at the end of selected month



## Chargeable Hours by Work Code - 12 Months

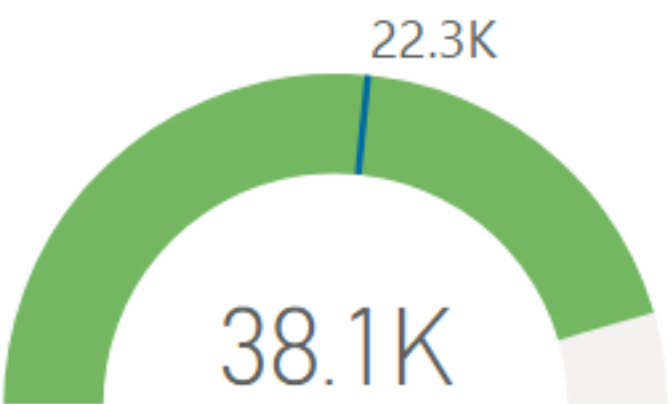


### Work Code Group

- Other
- Residential Property
- (Blank)
- Commercial Property

## Chargeable Hours - Fiscal Year

Budget as at the end of selected month

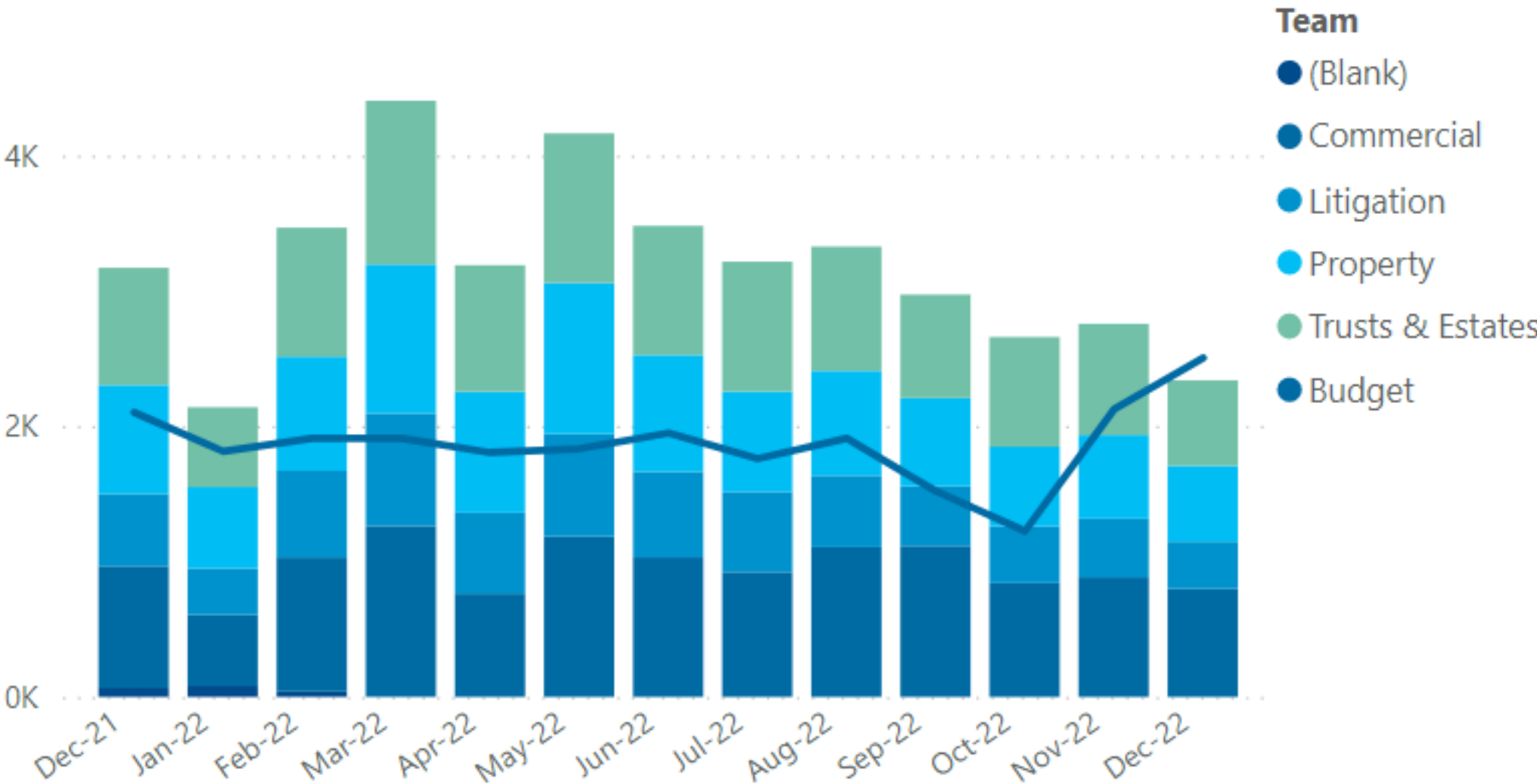


Practice Group

Team

Solicitor

## Chargeable Hours - 13 Months - Team



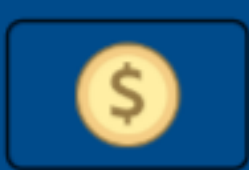
## Chargeable Hours - 12 Months - Team

Year	Commercial	Litigation	Property	Trusts & Estates	Total	
2022	121.6	11,428.3	6,569.4	9,352.7	10,642.6	38,114.6
January	80.8	525.4	343.8	601.3	588.7	2,140.0
February	39.8	990.7	640.2	843.9	952.4	3,467.0
March	1.0	1,262.2	831.8	1,101.6	1,208.0	4,404.5
April		762.7	598.8	893.5	934.0	3,189.0
May		1,185.8	757.4	1,115.6	1,105.1	4,163.8
June		1,031.2	632.8	862.8	953.4	3,480.2
July		922.8	593.8	740.1	958.9	3,215.6
August		1,107.6	528.1	774.2	917.4	3,327.3
September		1,116.6	440.5	652.0	763.3	2,972.4
October		841.4	419.1	588.5	810.2	2,659.2
November		882.6	434.5	618.9	820.7	2,756.7
December		799.3	348.6	560.3	630.6	2,338.8
Total	121.6	11,428.3	6,569.4	9,352.7	10,642.6	38,114.6



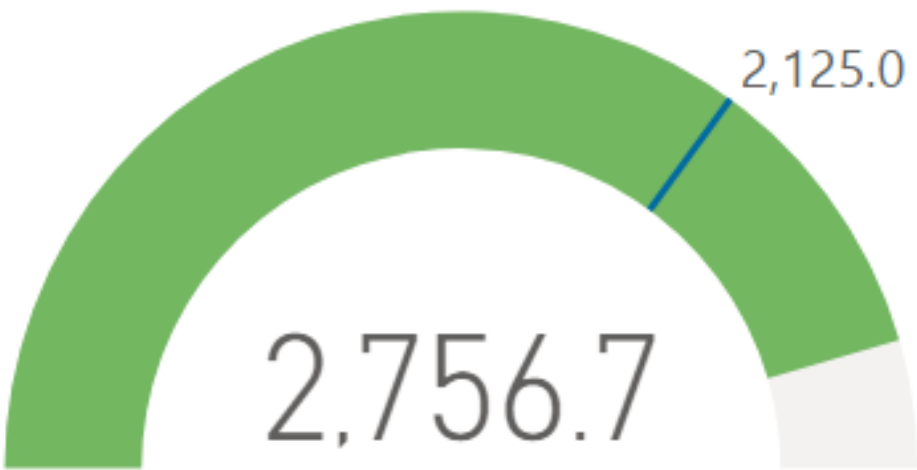
“The IT Simply Team are fantastic to work with. Nothing seems to be a problem and they have a great understanding of how law firms work and what the drivers of performance are. We thought that we had a good understanding of our business until IT Simply produced PowerBI-based reporting for us that opened our eyes to many of the performance measures and metrics that we rely on. Tasks that once took us hours to produce analysis and reporting are now at our fingertips. We are continuing to improve our performance and could not easily do this without the insights that IT Simply deliver us via PowerBI. We are really looking forward to the next steps in our journey where the insights are translated into actions that drive more material performance improvements. IT Simply will be a big part of this.”

Cameron Madgwick, Chief Executive Officer at Gibson Sheat Lawyers



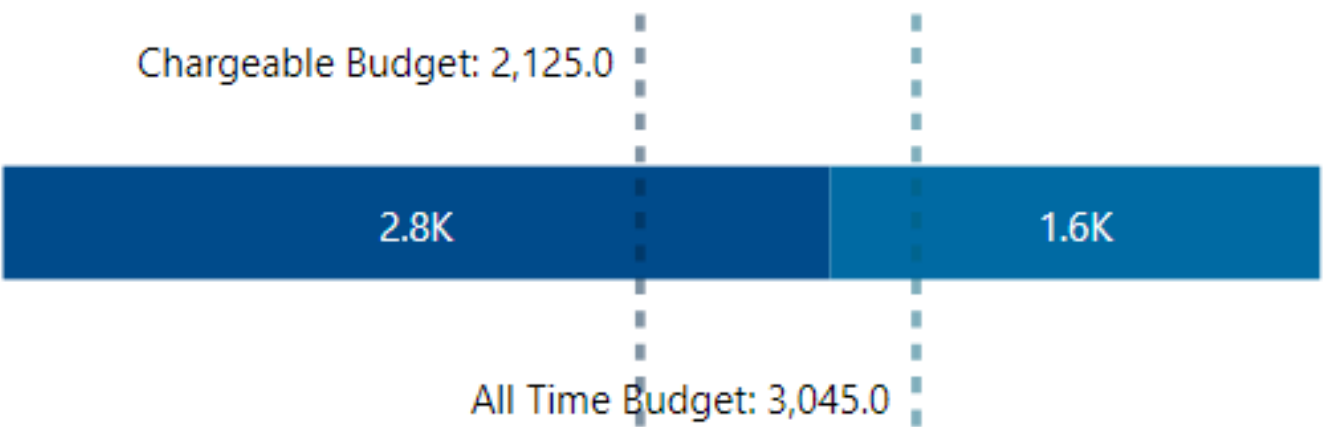
Chargeable Hours - Selected Period

Budget as at the end of selected month

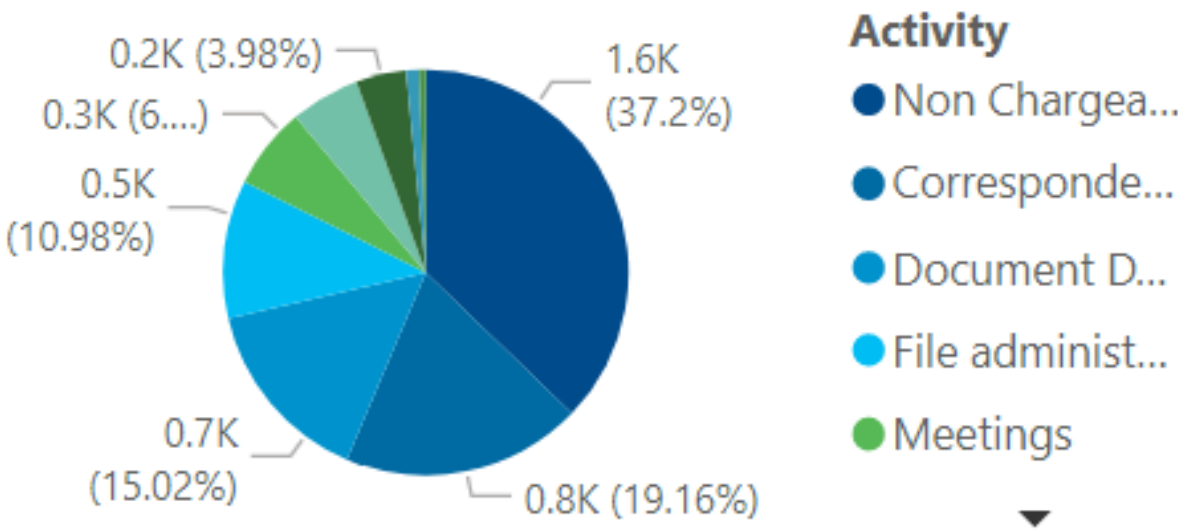


All Hours by Billing Status - Selected Month

Charge Type ● Chargeable ● Non Chargeable



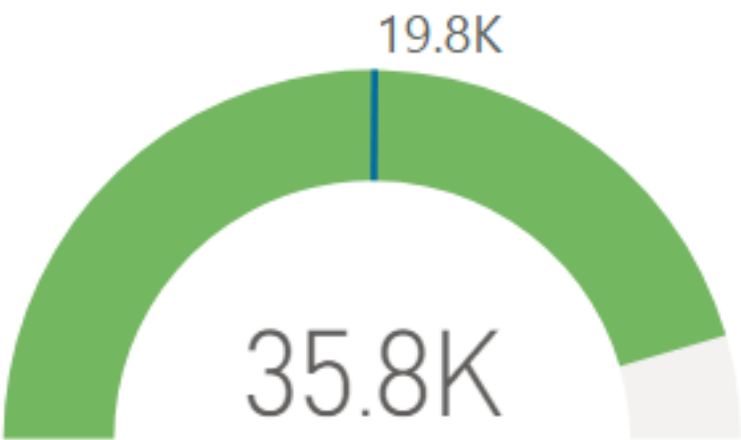
All Hours by Task Type - Selected Period



Chargeable Hours - Fiscal Year

Budget as at the end of selected month

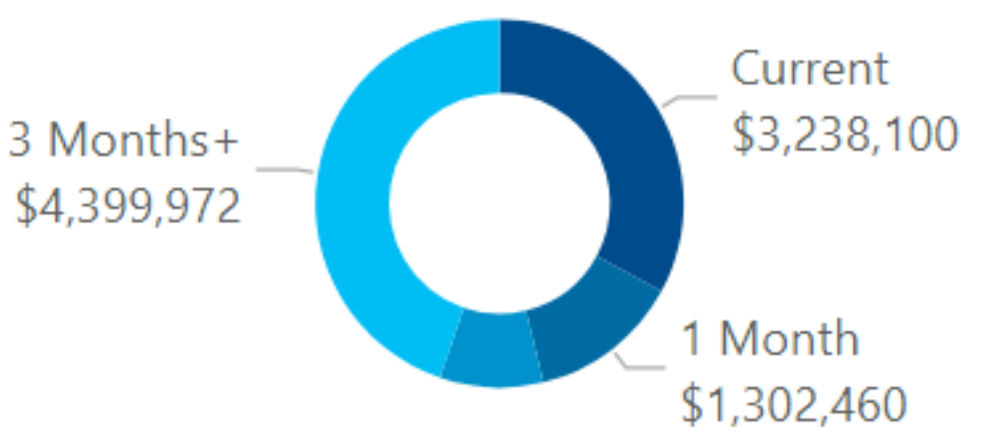
LFYTD  
15,583.7  
Budget: 6,232.2



	Current Month	CFY
Chargeable Hours	2,756.7	35,775.8
Budget	2,125.0	19,764.0
Budget %	129.7%	181.0%
Variance	631.7	16,011.8
Variance %	29.7%	81.0%
Recovery %	95.8%	92.1%
Fees per Hour	\$326	\$292

WIP - This Month

Total: \$9,833,416, Days: 308.3, 3M+ %: 44.7%



Hours per Day

Selected Period

9.8

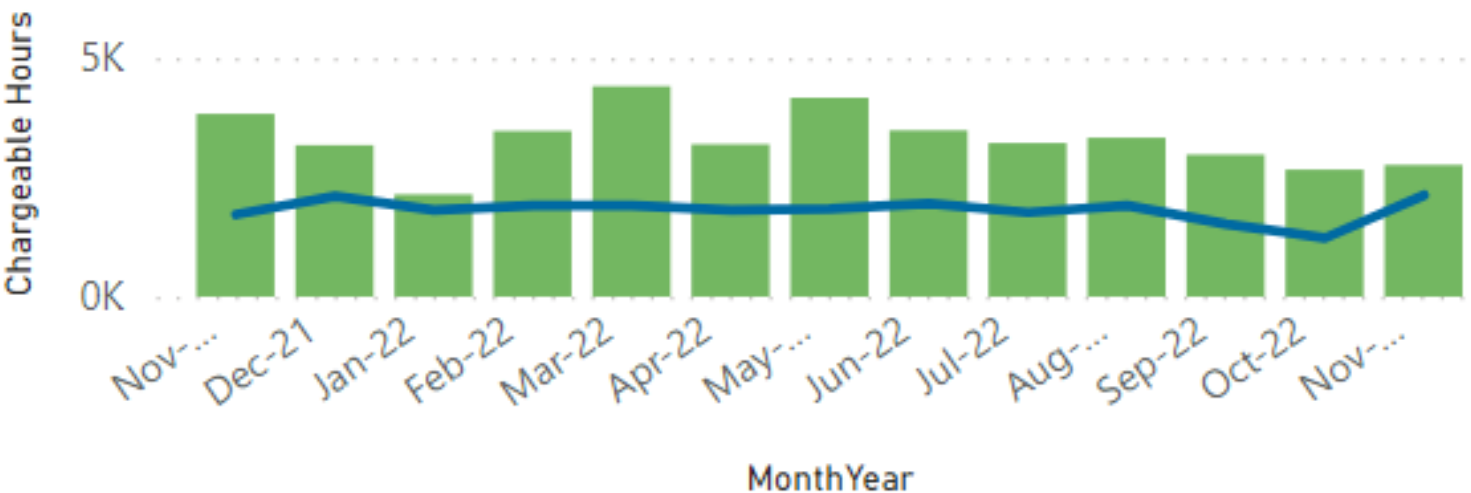
Target: 5.16  
(+89.48%)

Fiscal Year

12.1

Target: 5.15  
(+135.34%)

Chargeable Hours vs Budget - 13 Months



New Matters

Person Acting

16

[Details](#)

Matter Supervisor

16

[Details](#)

# Author Time

Period

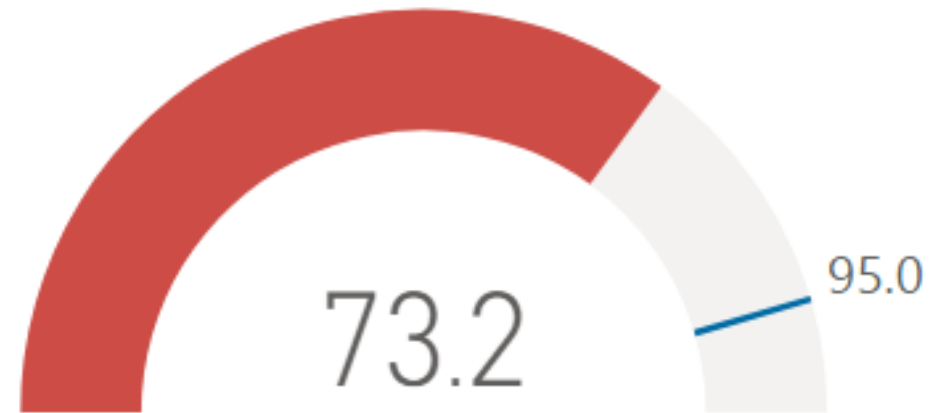
November 2022

Solicitor

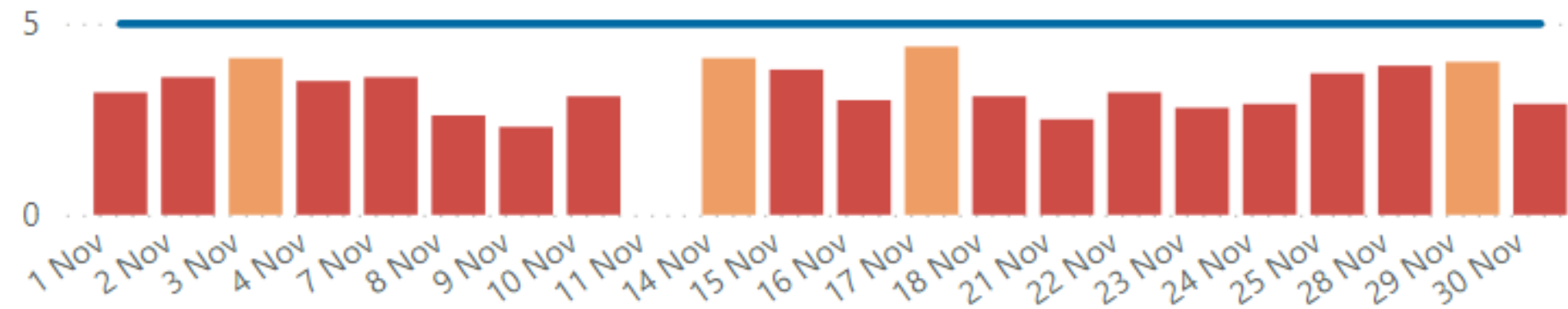
Wade Wilson

## Chargeable Hours - Selected Period

Budget as at the end of selected month



## Hours per Day



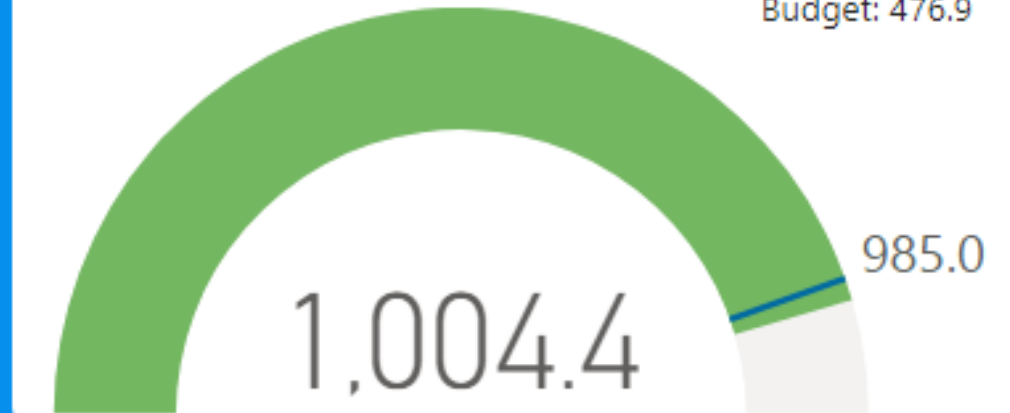
## Chargeable Hours - Fiscal Year

Budget as at the end of selected month

LFYTD

592.6

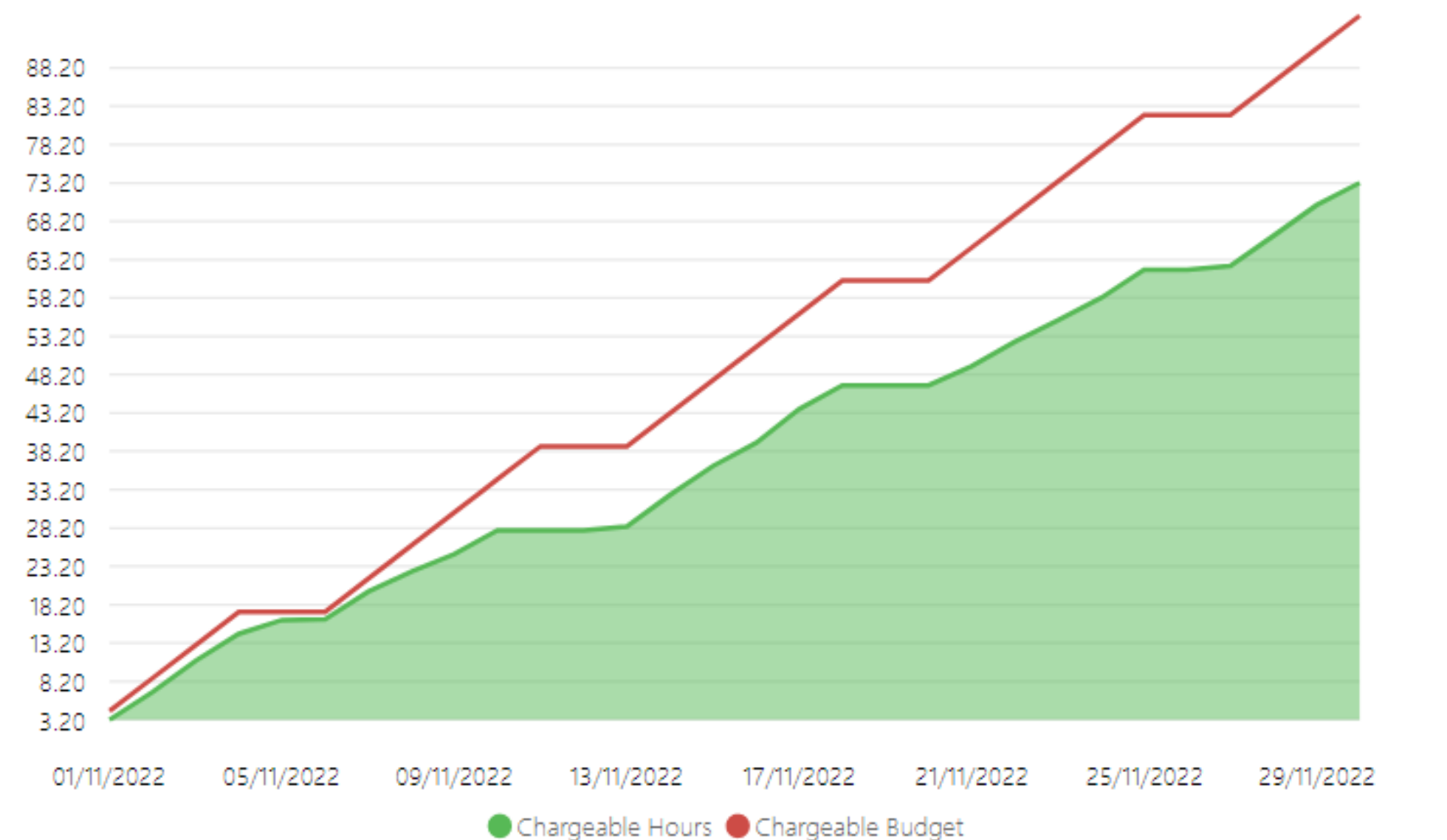
Budget: 476.9



## Chargeable MTD vs Budget

30/11/2022

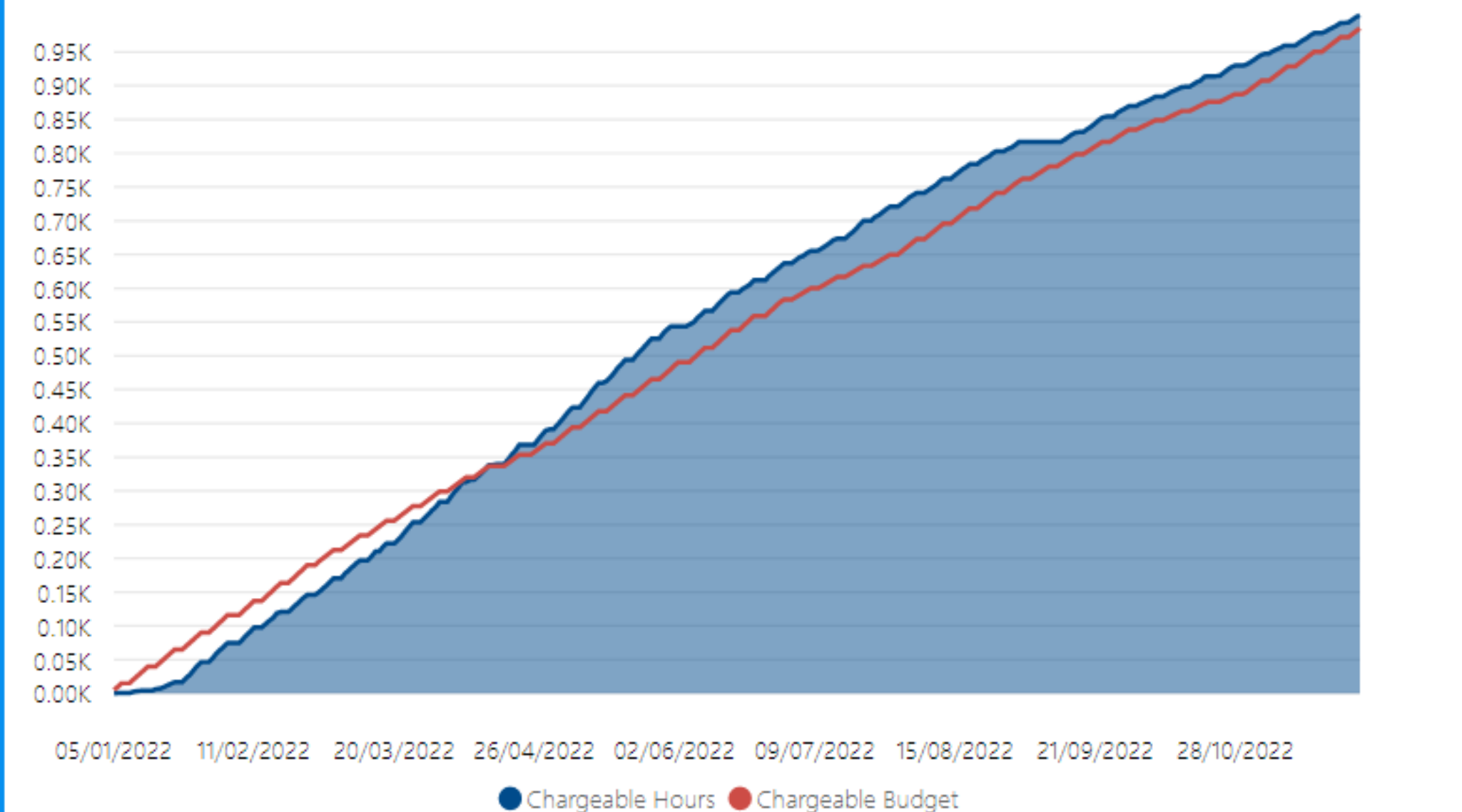
Date



## Chargeable YTD vs Budget

30/11/2022

Date





Understanding trends and comparisons is critical to running a successful Law Firm and, with Practice Intelligence our data is at our fingertips when we want it, it updates automatically and is easy to understand. We drive our business by what the up-to-date data is telling us.

As soon as we rolled out Practice Intelligence to our Authors, we had a positive response. Authors like being able to track their progress daily in an easy to digest manner. Partners and management can view key indicators and drill down to individual performance.

When we amend a process or implement a new tool we are able to instantly view the impact it has. Practice Intelligence provides real reporting value to our firm.

We use Practice Intelligence for most reporting, and rarely need to print traditional reports. A favourite feature of Practice Intelligence is the ability to look at the Firm Overview dashboard which shows a rolling 13 months of data. This allows us to see how we are tracking compared to last year without the need to print manual reports.

Working with Grant and the Practice Intelligence team has been brilliant. They really understand our business.

Deena Himpers – Practice Manager at Sharp Tudhope

practice  
intelligence