



# Entegrata

Empowering your firm with *all* your data

# Entegrata Overview

01

Founded to solve the legal industry's core data challenges

02

Over 70 years of combined industry expertise

03

Team combines legal industry knowledge and cloud data domain expertise

# Mission

Provide turnkey, centralized, secure and reliable data to power the firm's most important systems while offering beautiful dashboards lawyers will enjoy.



# The Team



**Tom Baldwin**

**CEO, Founder**

- 25 years of legal industry experience and has been CIO and CKO at Cadwalader, Reed Smith, & Sheppard Mullin, and partner at Fireman & Company.
- Led data strategy and cloud data lake builds at several Am Law 100 and 200 firms.
- Globally recognized thought leader and expert in information management, legal technology, practice management & economics, and knowledge management.



**Jared Korte**

**Director of Product Management**

- Almost 20 years of legal industry experience at Kirkland & Ellis, Mayer Brown, Faegre Drinker and with several LegalTech vendors.
- Led data & cloud strategy at Kirkland & Ellis.
- Oversaw the collection, storage, management, quality, and protection of data.
- Implemented a data governance program. This program standardized data definitions and business rules across the organization, resulting in increased data accuracy and quality.

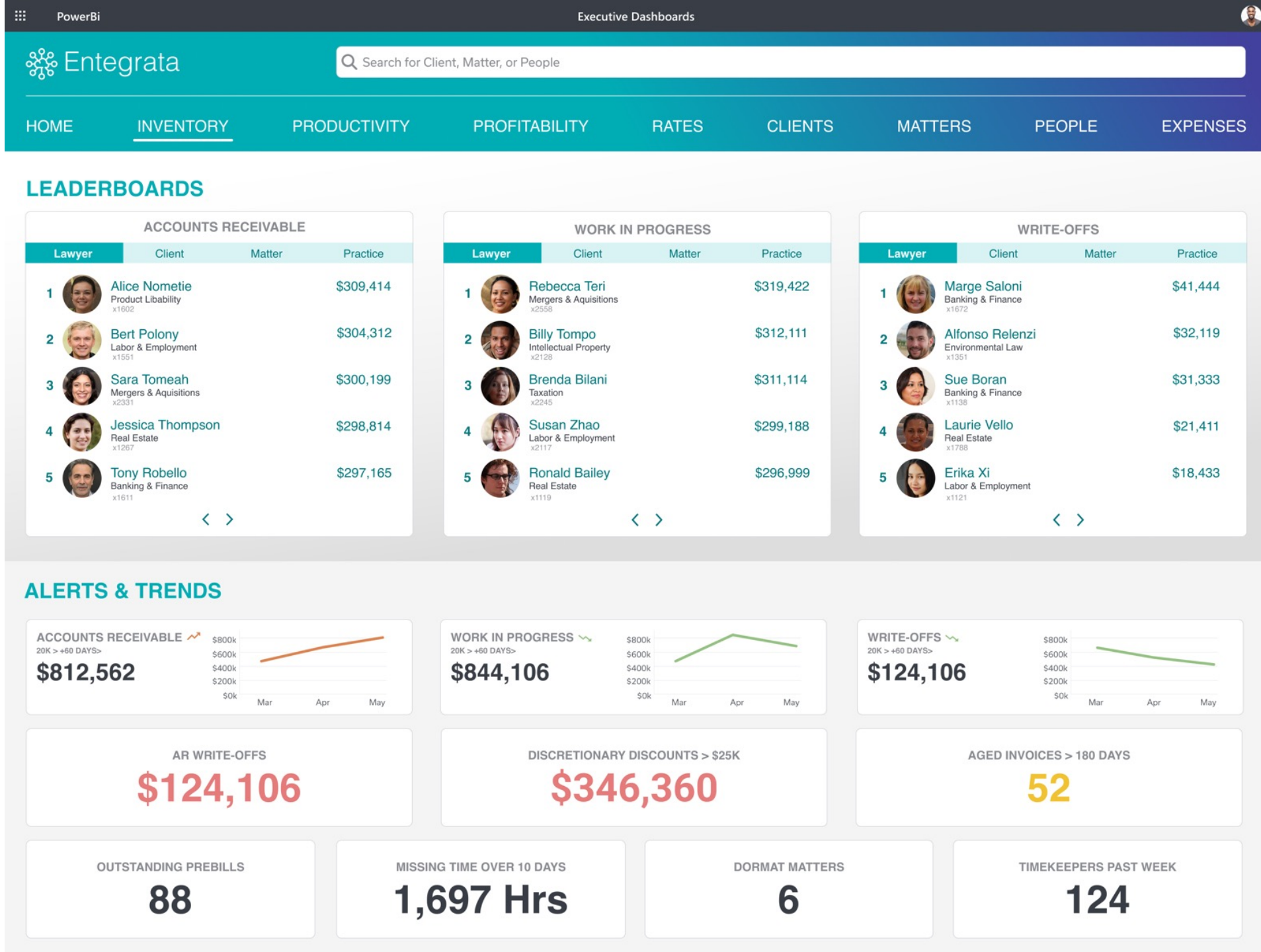


**Brett Medalen**

**Director of Data Engineering**

- Over 20 years of data engineering experience, including PwC, Sallie Mae, and Moser Consulting.
- Led over 10 cloud data projects across a variety of Fortune 500 clients.
- Expert in building scalable and flexible data architectures.
- Architected and led team to build out a 300TB Hadoop environment with 50,000 daily SQL queries.

# The Legal Reporting Solution



**CHICAGO OFFICE FLASH REPORT**  
Period: 2023 May  
5/22/2023 11:39:30 AM  
To access this report click [here](#).

**PRODUCTIVITY BY PRACTICE GROUP**  
Report run on: 5/22/2023 11:36:25 AM

Practice Group	2023 Qtr	2023 Apr	YTD
Non-Bar WAR	612	612	612

**Working Attorney Time Analysis**  
Apr 2023

Working Attorney	2023			2022		
	Billable Hours	Total Hours	Non-Bar WAR	Billable Hours	Total Hours	Non-Bar WAR
Alice Nomelle	1,289	1,289	62%	1,193	1,193	55%
Bert Polony	1,084	1,084	57%	1,084	1,084	88%
Sara Tomash	1,022	1,022	57%	1,022	1,022	57%
Jessica Thompson	1,022	1,022	57%	1,022	1,022	57%
Tony Robello	1,022	1,022	57%	1,022	1,022	57%
Sonia Solana	1,022	1,022	57%	1,022	1,022	57%

1. Attorney flash report
2. Office flash report
3. Productivity by PG
4. Non Bar WAR
5. Shared Billing Stats
6. Working Attorney Analysis

**108 total pages of reports ported to Productivity dashboard**



**Entegrate** Search for Clients, Matters, or People

HOME INVENTORY PRODUCTIVITY PROFITABILITY RATES CLIENTS MATTERS PEOPLE EXPENSES

**LEADERBOARDS**

WORKING ATTORNEY

Layer	Client	Office	Time Entry	Hours	Hours vs Target	Fees Billed	Last Time Released
Alice Nomelle	Partner	New York	●	1,289	62%	\$177,444	01/01/2022
Bert Polony	Partner	New York	●	1,193	55%	\$166,312	01/01/2022
Sara Tomash	Attorney	Oregon	●	1,084	57%	\$157,351	01/01/2022
Jessica Thompson	Attorney	Toronto	●	1,084	88%	\$153,487	01/01/2022
Tony Robello	Attorney	San Francisco	●	1,022	57%	\$152,319	01/01/2022
Sonia Solana	Attorney	New Orleans	●	1,022	57%	\$152,319	01/01/2022

**PRACTICE GROUP**

Practice Group	Partner Hours	Associate Hours	Fixed Share Hours	Paralegal Hours	Staff Attorney vs Target	Total Hours
Mergers & Acquisitions	97%	96%	92%	81%	94%	92%
Real Estate	98%	92%	92%	92%	92%	94%
Banking & Finance	98%	97%	96%	93%	94%	97%
Labor & Employment	95%	93%	92%	74%	82%	93%
Product Liability	95%	93%	95%	79%	95%	92%
Environmental Law	95%	88%	82%	81%	97%	95%
Taxation	95%	93%	92%	81%	82%	92%
Corporate Governance	95%	95%	93%	93%	92%	92%
Securities	88%	96%	92%	81%	81%	82%
Antitrust & Competition	97%	94%	97%	92%	92%	92%
Litigation & Dispute Resolution	82%	86%	92%	92%	93%	93%
Intellectual Property	79%	95%	95%	95%	95%	90%
Total	95%	94%	92%	83%	94%	92%

**ALERTS & TRENDS**

UNRELEASED TIME > 30HRS: **88**

TKS PROJECTED TO MISS > 30HRS: **22**

UNRELEASED TIME > 5 DAYS: **6**

TIMEKEEPERS PAST WEEK: **124**

**FILTERS**

Applied Filters: Office: **Denver**

**KEY CHARTS**

**HOURS & UTILIZATION AS OF TODAY**

Category	Hours Billed	Budget	Projection
MTD	147	147	158
YTD	1,300	1,300	1,351

**WORKED VALUE**

Category	Hours Billed	Billing Realization
MTD	147	85%
YTD	1,300	85%

**AVERAGE HOURS WORKED PER FTE**

Role	Average Hours	% Since 1.1.2022
Partner	~1,000	6.1%
Fixed Share Partner	~800	-
Associate	~600	-
Other Tks	~400	-
Firm Average	~500	-

**AVERAGE HOURS BILLED PER FTE**

Role	Average Hours	% Since 1.1.2022
Partner	~1,000	8.4%
Fixed Share Partner	~800	-
Associate	~600	-
Other Tks	~400	-
Firm Average	~500	-

**BILL SPEED**

**COLLECT SPEED**

**WORKING ATTORNEY FTE**

Year	FTE	% Since 1.1.2022
2021	~100	9%
2022	~100	9%
2023	~100	9%

**AVERAGE DAYS TO RELEASE TIME**

Role	Average Days	% Since 1.1.2022
Partner	17	8.4%
Fixed Share Partner	12	-
Associate	5	-
Paralegal	3	-
Other Tks	8	-
Firm Average	11	-