

# Business central for Law and Legal Firms

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2020-04-28, Jan Forsberg

# 01

## Market Situation Overview

# Process for ERP&PSA solution



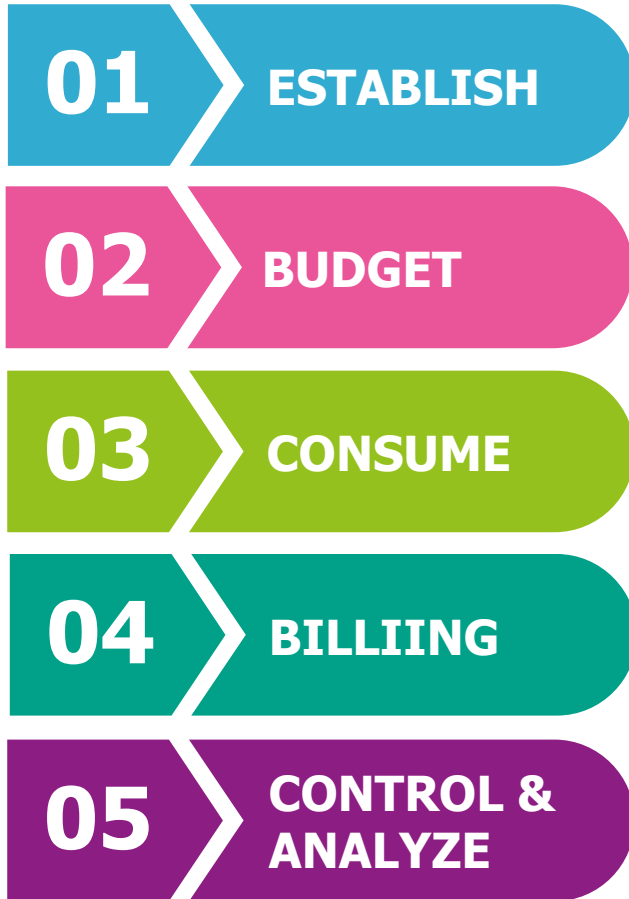


# Challenges

- Core processes are split up and require manual management for completion
- Extensive time spent on administration and manual management of processes
- Poor data quality and limited access to the necessary data
- Lack of control over projects and the overall



# Challenges



## ESTABLISH

"It is time-consuming to establish projects and is done inconsistently, which affects both the data quality and follow-up"

## BUDGET

"It is difficult to get an accurate overview of the workload and availability of the travel users and skills needed. Resource planning is time-consuming and difficult to update with all the changes that are going on"

## CONSUME

"Registration of timesheets and travel bills is a time-consuming and an administrative burden that takes time from debitable work. We don't charge for all the work done when hours are missed or forgotten"

## BILLING & REVENUE RECOGNITION

"Billing is a time-consuming and administrative burden that takes time from debitable work. The amount of time records makes it easy to miss inaccuracies, resulting in credit memos and disgruntled customers."

## CONTROL & ANALYZE

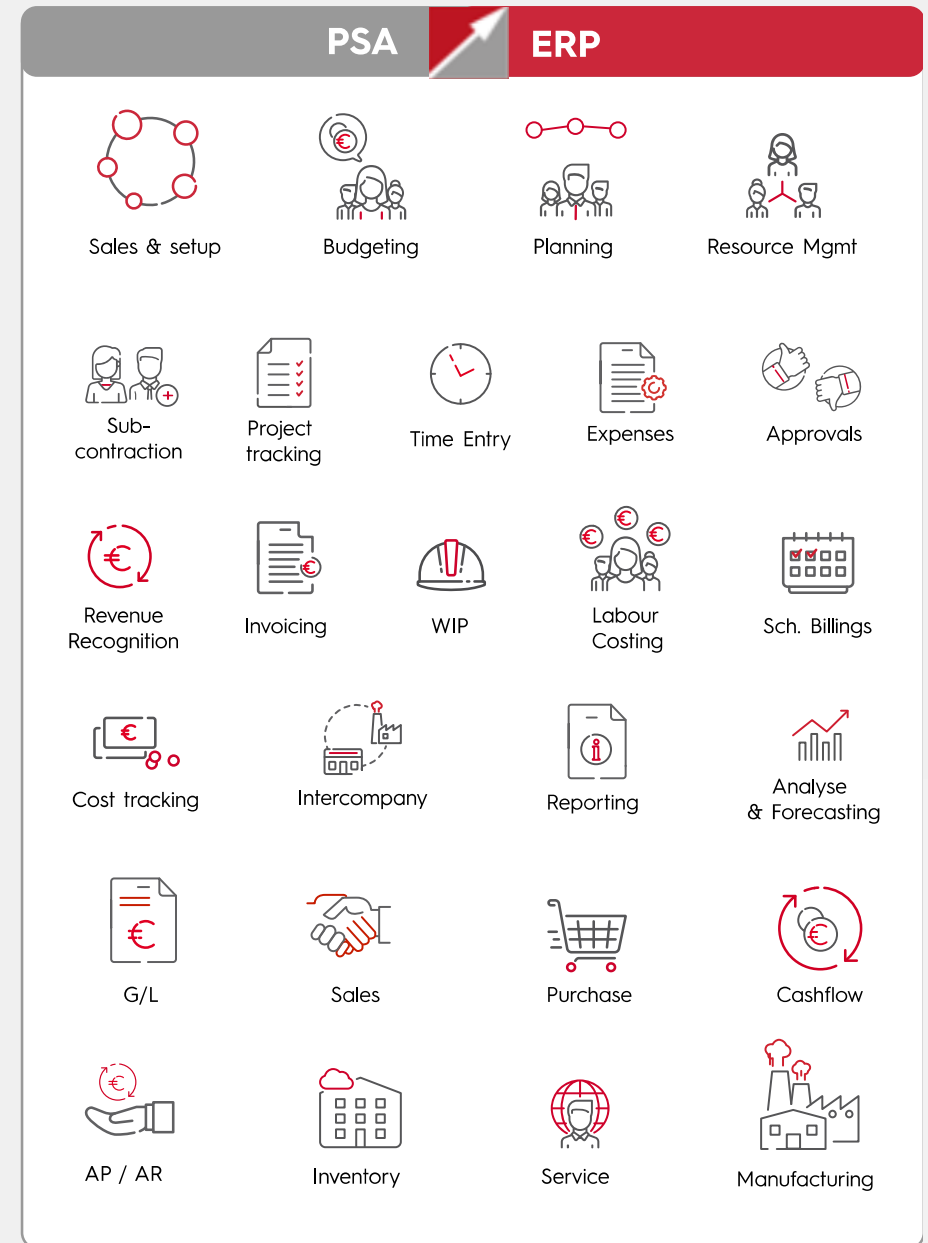
"We do not have full insight and control of the projects and our overall standards. This makes it difficult to take action on time and initiate the right change work."



# Ideal Solution

Creates the prerequisite for growth and increased profitability through increased productivity and efficiency for both operational and administrative activities.

- Integrated processes
- Automated processes
- Complete access to data
- Full control over projects and the overall activities



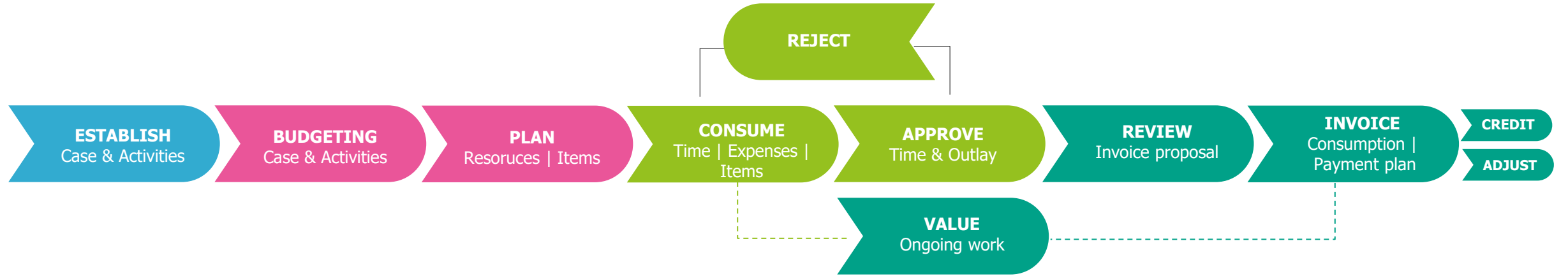


# 02

## **ERP&PSA-solution adapted for law and legal agencies from Sopra Steria**

SOLUTION OVERVIEW

# A solution for general PSA-processes



## CONTROL & ANALYZE

### ESTABLISH

Quick and easy  
Consistent set  
< 1 min

### BUDGETING & PLANNING

A smooth process  
Insight and overview  
Integrated with OUTLOOK

### CONSUME

A nice experience  
Part of the DAILY work tools  
Integrated with booking

### BILLING & REVENUE RECOGNITION

Efficient and flexible  
Grouped & summed up as needed  
Meets IFRS

### CONTROL & ANALYZE

Full access to data  
Complete project accounting  
Visualized as needed

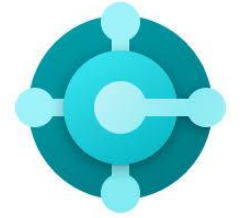




# Adapted for law and legal agencies – Special abilities

- Conflict of interest control
- Money laundering control
- Parts management
- Redistribution of revenue
- Pro bono billing
- % Split of invoice
- And more

# Build on Microsoft Dynamics 365 Business central



## INTEGRATED SOLUTION "PSA & ERP all-in-one"

*Integrated and automated processes with complete access to the necessary data*

CASES &  
RESOURCE



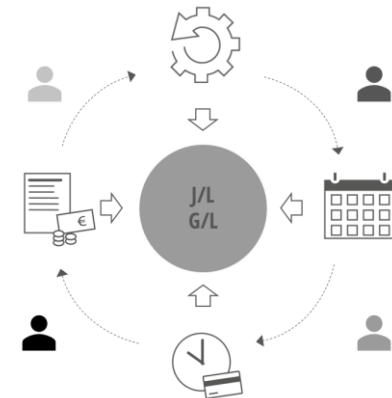
## PART OF MICROSOFT ECO-SYSTEM

*A common platform and data model where processes can flow through different applications*



## PROCESSES & EMPLOYEES "end-to-end"

*What the employee and business needs to succeed*



# Contact

## Christer Söderholm

Business Owner Business Applications

Sopra Steria

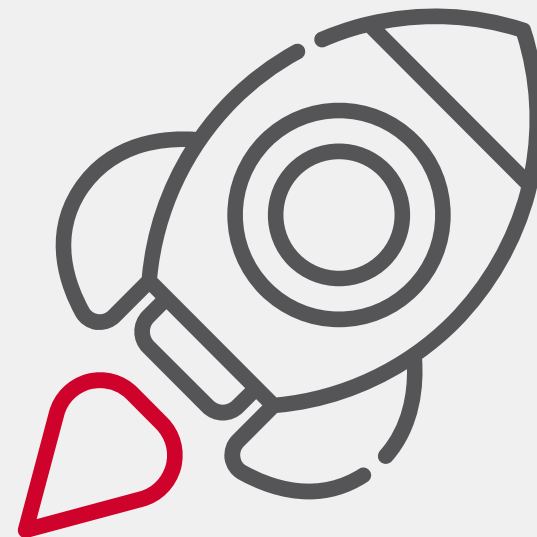
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# Thanks

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