

A Balancing Act

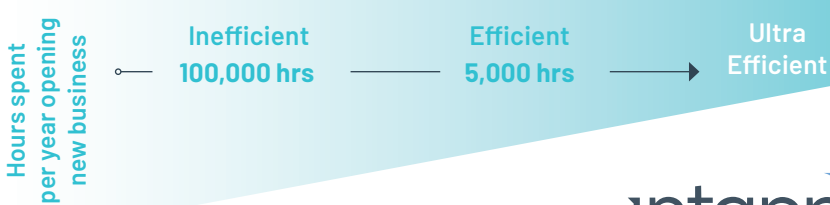
Do you open new business **quickly** or **carefully**?
What if you could do **both**?



The Business Acceptance Reality

Typical firms per year:

Open **1,000** new clients **AND** **6,000** new matters



intapp Open business faster, smarter, safer

The Benefits

Increase Realization Rates

Without Intapp

Average realization rate of

87%

With Intapp

0.5%
reduction in write-downs



Driven by

- Policy enforcement, eg. retainer collection, credit checks
- Engagement letter and OCG management
- Minimizing work done before conflicts are cleared

Improve Risk Staff Efficiency

Without Intapp

Average **15** hours to open new client

9 hours to open new matter

With Intapp

25%
reduction in time taken¹

More time for

- Strategic client evaluation
- Assessing financial health

Reduce the Burden on Lawyers

Without Intapp

15 mins to review conflicts report

With Intapp

50%
reduction in time taken²



More time for

- Billable work
- Business development
- Mentoring

Bring on Lateral Hires Faster

Without Intapp

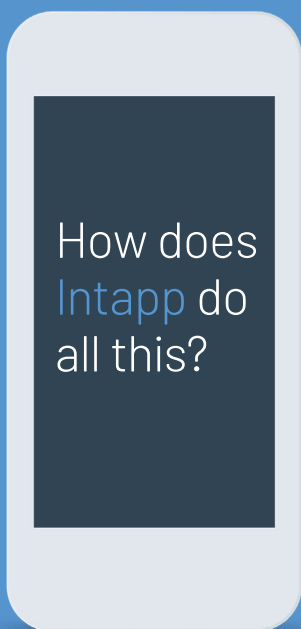
43 days before a lateral can start billing

With Intapp

14.5%
reduction in billing delay

Driven by

- Coordinated clearance of large volumes of business
- Dedicated workflow for incoming laterals



Intapp centralizes and automates business acceptance to reduce inefficiencies and improve profitability

- Streamlines and enforces processes
- Simplifies conflicts review
- Enables strategic client evaluation
- Extends assessment throughout the engagement lifecycle



Footnotes

• Data collected from firms evaluating Intapp Business Acceptance

• Respondents estimated expected improvements based on their own analyzes of existing processes and an understanding of how Intapp handles those processes

• Firms surveyed ranged in size from 78 to 6,000 lawyers, with a median size of 200 lawyers

• The median blended billing rate of firms surveyed was \$340 / hour

• The median annual revenue of firms surveyed was \$140m

1. The average reduction in time to open a new client or matter was 19% across all respondents.

2. The average reduction in time for lawyers to review conflicts reports was 43% across all respondents.