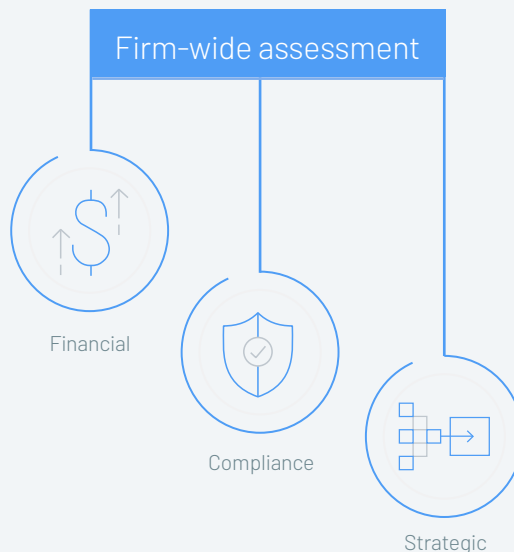


Minimize risk and maximize profits

New clients and successful ongoing relationships are the growth engines of your law firm. Yet disjointed workflows and manual tasks often slow new business approvals and fail to account for ongoing, firm-wide risks. Fee earners and staff alike endure frustrating new matter opening and revenue realization delays. There must be a better way.

Leading firms now leverage firm-wide risk and strategic scoring and ongoing monitoring with Intapp Unified Business Acceptance. The automated, integrated approach takes new business analysis and customer lifecycle management to the next level – minimizing compliance and financial risks and maximizing revenue realization.



Analyze upfront risks

With ratcheted-up rainmaking pressure, the last thing office heads and partners want is a convoluted, lengthy approval of the new business they just won. “Hurry-up” local/regional and even practice group analysis that fails to account for firm-wide risks and strategic objectives creates professional, regulatory, financial, strategic, and client relationship risks.

With Intapp Unified Business Acceptance, you can configure and embed firm-wide risk scoring into new business assessments.

Open matters faster

New client matter opening gets legal service and revenue flowing. Yet, new matter analysis, communications, and approvals can take weeks or even months. Siloed point tools, manual research, and ad hoc communications conspire to stymie efficient new matter start-up.

Open matters faster with our integrated solution. You’ll love the extensive risk and conflicts question library, research databases, automated progress reports, and easy engagement letter generation.

Monitor client lifecycles

Sound business acceptance approaches win your firm successful, long-term clients. That’s why firms must continue to monitor after new business approval. Changes in client corporate status or unmet outside counsel guidelines can cause downstream conflicts, compliance, and client relationship problems.

Manage the client lifecycle with ongoing, automated monitoring and alerts on client Paydex scores, corporate tree changes, and business term violations.

*2017 marked 10 years
of decreasing AmLaw100
collection realization rates.*

2018 REPORT ON THE STATE OF THE LEGAL MARKET

Intapp Unified Business Acceptance, part of our intelligent Intapp Professional Services Platform, is purpose-built to minimize risks and maximize profits with a holistic approach to new business analysis.

BEFORE

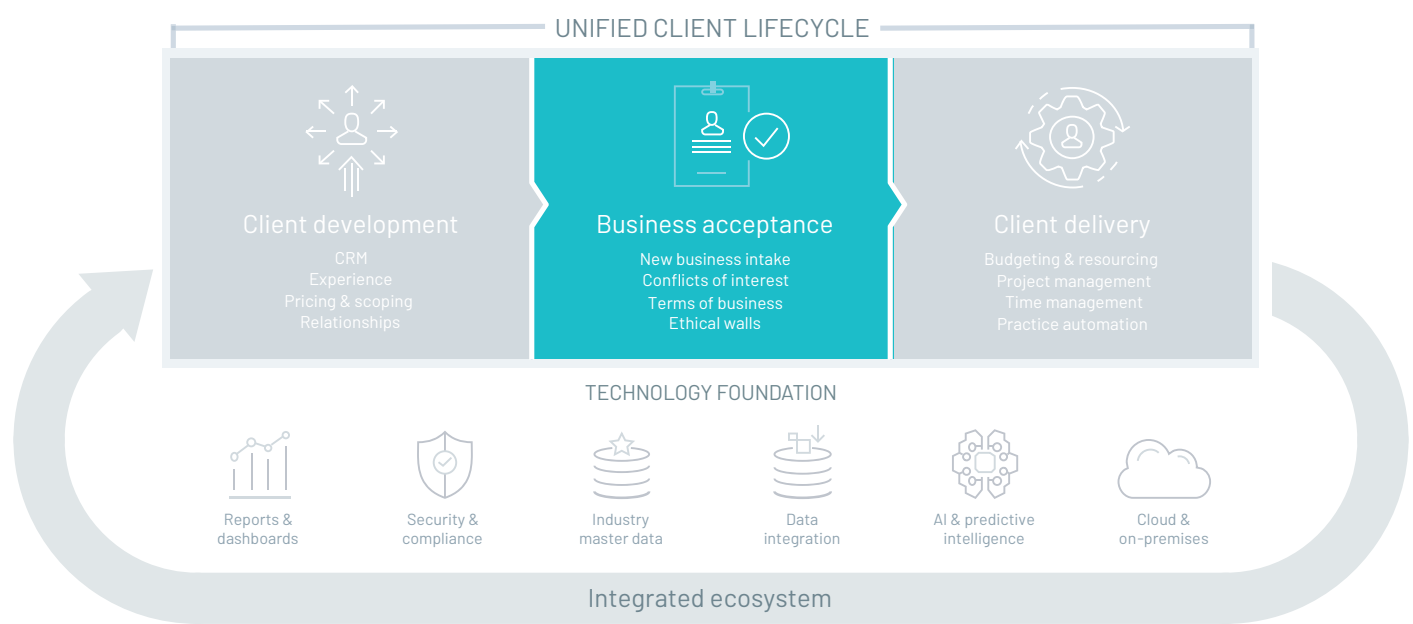
- Inconsistent new business assessments
- Manual, delayed analysis / approvals
- Unmonitored client changes or terms violations
- Disjointed data, convoluted reports

AFTER

- Firm-wide risk and strategic scoring
- Automated analysis, communications
- Alerts on client corporate changes, OCG violations
- Integrated systems, interactive reports

50% *reduction in conflicts review time*

INTAPP CLIENTS REPORT CUTTING CONFLICTS REVIEW TIME IN HALF



Learn more about [Unified Business Acceptance](#)



CONTACT @intapp | sales@intapp.com | intapp.com