INTAPP

Maximize firm revenue with modern timekeeping

How modern billing practices drive revenue and client confidence

In an industry where every billable moment matters,

modernizing your timekeeping solution isn't just a tech upgrade — it's essential to **productivity, profitability, and competitive edge.** Firms that cling to legacy tools can lose billable hours, leak revenue, damage client relationships, and lose top talent.

This guide shows why effective timekeeping is critical, and where revenue leaks occur with outdated software. And it demonstrates how Intapp's compliant time and billing solution — powered by Intapp Time, Billstream, and Terms — helps firms **maximize revenue, delight lawyers, and exceed client expectations.**

Why now?
Market pressure + mindset shift.

⊙ **Client loyalty is failing**
Buyers are rewarding firms that are fast, transparent, and disciplined on billing.

⊙ **Cloud is mainstream**
And AI is here to stay. **85% of firms** are mostly in the cloud, or moving there with each upgrade.

⊙ **Lawyer attrition is rising**
Job satisfaction **hit a 5-year low** this year, and administrative burden is a key contributor to burnout.

⊙

Modernization is no longer optional.

Now, it's the operating standard. Firms that wait will face compounding, avoidable losses — including missed hours, write-downs, rejections, and delayed cash.

Where revenue leaks
(and what it costs)

Unreported/late time — End-of-day entry loses **10–15% of billable hours**, and end-of-week entry loses **~25%**.

Write-downs at prebill — Manual fixes late in the process **erode realization**.

E-bill rejections — OCG noncompliance **triggers disputes** and weakens client relationships.

Month-end bottlenecks — Disconnected workflows and lack of transparency **hold up billing** and slow your cash cycles.

Intapp Time + Billstream:

Your modern time and billing system

Capture time and validate at entry to accelerate billing with clear visibility. Firms using Time and Billstream are getting results.

75%
faster time release

20%
less leakage

40%
faster billing cycles

The Intapp Time Horizon Release
Introducing the future of intelligent timekeeping

⊘ A new web interface
Improve your lawyers' day-to-day with intelligent client/matter matching, intuitive compliance capabilities, and flexible configuration.

⊘ Enhanced activity stream, time, and week views
Capture more time more efficiently with intelligent grouping, cross-device timers, and inline editing.

⊘ Instant compliance validation
Fix issues early at the entry/timesheet stage to prevent compliance-related fee reductions and payment delays.

⊘ Quick Add
Convert voice and text into structured entries in seconds with Intapp Assist.

⊘ Ask Intapp
Get fast, accurate answers to your questions about unreleased time, utilization, and cycle KPIs with AI-powered Q&A.

Capture more billable work

How it works:

Activity Capture groups related work.

Quick Add turns notes and dictation into complete entries.

Timers sync across devices so no minutes get lost.

Results:

Same-day capture becomes the default, reducing missed hours and boosting realization.

1–2
additional billable hours per lawyer per month

20%
less leakage

75%
faster time release

Enforce compliance from the start

How it works:

Intapp Terms integrates outside counsel guidelines into the workflow.

Intapp Time instantly validates time entries against client terms.

Intapp Terms flags violations for review and resolution before partner review.

Results:

Fewer write-downs and rejections, stronger client relationships, and faster cycles.

Up to
10%
fewer write-offs

Move prebills faster

How it works:

Intapp Time captures time entries and flags unreleased time.

Intapp Billstream automates invoice preparation and compliance checks.

Integration between the two solutions accelerates billing cycles.

Results:

Faster invoice preparation, better client-ready output, and fewer disputes

Up to
40%
shorter billing cycles

SOURCE: intapp.com/case-study/intapp-billstream-mintz-slashes-billing-timeframes/

Get enterprise-level security and legal-grade AI

How it works:

Microsoft Azure architecture enables enterprise controls and scalability.

AI workflows + a chatbot designed for legal environments protect your firm and clients with built-in safeguards.

Secure configurations prevent your client and firm data from being used to train models — protecting you from data leakage and reputation loss.

Results:

Secure, efficient workflows that give you more time to work on billable client matters and protect you from data oversharing.

The cost of inaction

For many firms, the real expense isn't the software they use — it's the time they lose.

Every billing cycle you delay modernizing is a month with **preventable revenue loss.**

1-2 missed hours
per lawyer per month
at blended rates

quickly becomes

$60k–$120k per month in lost revenue

for a 100-lawyer firm, before factoring in write-offs + rejections

We're transforming legal timekeeping

Join the **78 of Global 100** firms and **225,000+ timekeepers** who trust Intapp Time.

Want to learn more about the Horizon release of Intapp Time?
Watch this **on-demand webinar**.

Want to complete your Intapp solution with Intapp Billstream?
Learn how your firm can **shorten billing cycles** by up to 40%.

Still using Intapp Time on-prem?
There's never been a better time to move to the cloud. Discover the power of the cloud-exclusive **Horizon release** of Intapp Time.

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