

# UMBRIA

Data-driven practice management



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## Enterprise software empowering the industry's new business model

The market for professional services has changed. Clients expect firms to deliver quality work at the agreed price. As margins continue to shrink, firms need to meet client demands for predictable fees while sustaining their own profitability.

### Key Features

- ✓ Monitor and manage matters to keep work within scope
- ✓ Deliver real-time, interactive insight into critical financial data, including leverage, margin, realization, utilization, time to invoice, collection, and review scorecards
- ✓ Mine and analyze past matters to generate proposals, pricing, and budgeting options
- ✓ Model multiple pricing scenarios utilizing simple or complex fee arrangements
- ✓ Flexible matter budget creation
- ✓ Monitor budget adherence and automate status and threshold alerts
- ✓ Generate phase-specific client reports for each engagement
- ✓ Automate approvals with workflows for pricing and alternative fees
- ✓ Track and ensure compliance with Outside Counsel Guidelines
- ✓ Robust mobile app for anytime, anywhere access

### Key Benefits

- ✓ Improve Client Relationships
- ✓ Reduce Write-downs
- ✓ Reduce Billing Mistakes
- ✓ Deliver Meaningful KPIs
- ✓ Clearly Understand Revenue and Cash Flow
- ✓ Understand Impact of Bottom of Bill Discounts
- ✓ Comply with Outside Counsel Guidelines
- ✓ Transform from a Revenue Culture to a Profitability Culture
- ✓ Reduce the Need for Partner-Requested Custom Reporting

### Avoid Pre-Bill Surprises by Using Actionable Business Intelligence

Realization has dropped by more than 10%, due in large part to unnecessary write-downs. Umbria enables matters to be monitored, in real time, helping to put an end to out-of-scope work, unexpected pre-bills, and costly write-downs.

### Manage Complex Pricing with Planning and Arrangements

Firms must manage numerous complex fee structures plus bottom-of-the-bill discounts. Umbria tracks them all, enabling firms to understand the big picture while facilitating better matter planning and informed rate renewal negotiations.

### Comply with Outside Counsel Guidelines and Manage Opportunities

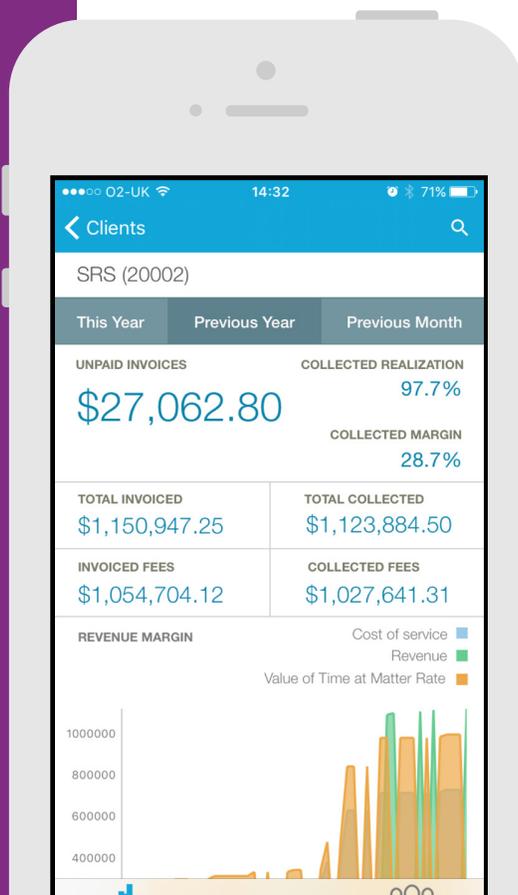
Client Outside Counsel Guidelines have become more complex. Umbria tracks them, across every department and team, and helps win new business by simplifying RFPs, automating proposals, and, importantly, ensuring compliance.

### Resource Matters Efficiently and Understand Firm Experience

Tracking experience and expertise helps for winning, resourcing, and planning future matters. Umbria tracks it all – metadata about matters, clients, vendors, even external entities such as experts.

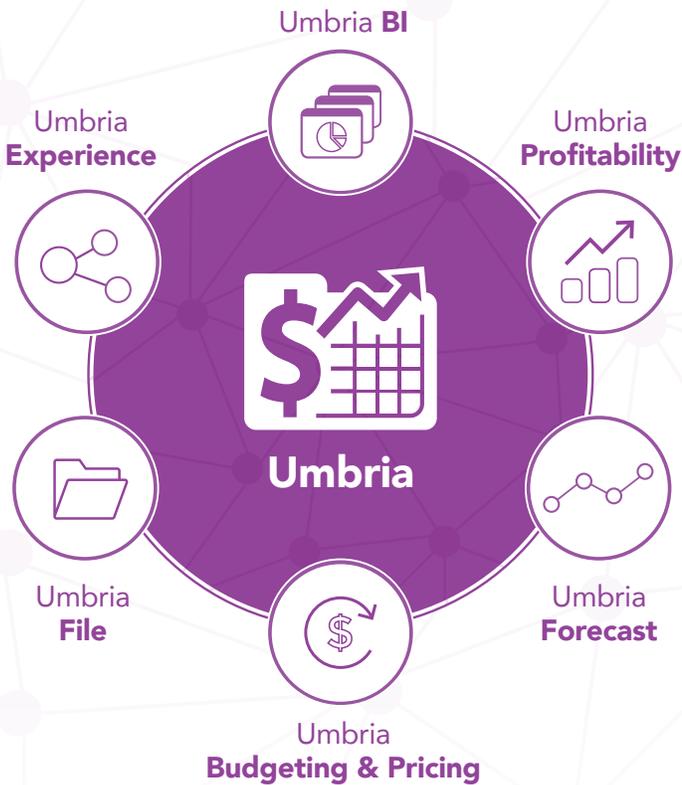
### Forecast Revenue and Cash flow, Track AFAs, Collections, and Availability

Projecting revenue and cash flow is important. Umbria manages spending plans, work forecasting, and resource allocation and availability to facilitate better business decisions.



## A Data-First Platform to Drive Your Business

Firms no longer need to struggle with multiple point solutions and their single capabilities, such as pricing or proposal generation. Umbria is the most comprehensive platform to address the core needs of firms, across functions and teams, throughout the matter lifecycle – a single interface to drive profitable delivery of work product from proposal generation through budgeting, pricing, and matter monitoring.



## Complete Matter Management

Firms need easier routes to process improvements such as LPM. Umbria delivers with flexible task management, role-based metrics and real-time analytics, and robust data capture for matter tracking. Transform your firm – at your own pace – from revenue-focused to matter profitability-focused, while improving client service.

## An Evolutionary Approach to Support the Whole Firm

Umbria supports finance, LPM, pricing, and business development teams while delivering actionable information directly to professionals. Gain visibility into the impact of taking on each matter, leverage prior matters to identify and model new, profitable engagements, win new business, and deliver quality work – on time, and on budget.

## Evolve at Your Own Pace – Painlessly

Firms are evolving; change can be difficult. Most will struggle with rapid changes. The likelihood of success increases when change is gradual. Umbria was designed to help firms evolve their work and management processes at their own pace – an approach unique to the industry. With Umbria, firms can more easily evolve from a revenue-driven to a profit-driven culture by leveraging historical data they already have and tracking important new data they need to be successful.



**Umbria BI** collects and delivers business intelligence via interactive dashboards and email alerts, enabling partners to see the big picture and the details. This first step for most firms requires no training and matters can immediately be monitored without even creating budgets!



**Umbria Profitability** models firm performance and partner compensation. It delivers financial dashboards to partners to track performance throughout the year.



**Umbria Forecast** allows firms to understand cash flow and project revenue based on WIP, cost modeling, projected work remaining, and opportunities.



**Umbria Budgeting & Pricing** provides more than a dozen different methods for creating budgets using its modern interface or via Microsoft Excel. Umbria helps finance and pricing teams model, approve, and track all fee arrangements.



**Umbria File** enables the creation of indices – pleading, deposition, trial, and case bundles, storing it any DMS or document repository of choice, with extended multi-value metadata.



**Umbria Experience** builds profiles from time entries and other systems to track industry success, budgets, experience, courts, vendor expertise, and more. Powerful price search and automated proposal generation facilitate better business development, pricing, and knowledge management.



*Umbria plays a critical role in enabling us to competitively price and manage our matters. Based on our clients' needs for fee certainty and greater transparency, this tool is a key component of delivering exceptional client service."*

*Linda Novosel, Chief Pricing  
and LPM Officer at Steptoe LLP*

*"While the word 'innovation' is used often, few products or initiatives truly deserve to be categorized as such. Prosperoware's Umbria, however, is one of these few, truly innovative platforms. It's innovative not only because of the vision and persistence it took to bring this first-of-kind application to market, but also for the problem it seeks to solve. This is unique, transformative, and important thinking."*

*Toby Brown, industry leader in  
pricing and practice management*

Umbria aggregates, analyzes, and delivers data to facilitate real-time decision-making

- ▶ The market is flat and margins are shrinking
- ▶ Clients want transparency and predictability
- ▶ Firms will only remain competitive if they understand their cost of delivery
- ▶ Professionals need easy access to actionable data to manage and monitor matters to avoid write-downs
- ▶ Data is buried in multiple systems and difficult to report on

**Umbria provides the solution.**

## About Prosperoware

Prosperoware is an enterprise software company focused on law firms, corporate legal departments, and professional services firms. Our 300,000+ users represent half of the G20 and AmLaw 100 firms as well as large global corporations and Big Four accounting firms. Our innovative software transforms how professionals work and enables firms to deliver more value to clients while protecting profitability. Our software also empowers firms to reduce costs and better compete. Prosperoware has offices in London, Chicago, and Philadelphia. Our more than 270 customers range in size from only a few professionals to more than 14,000 users.

