



Business Impact Report*

Prepared for [AmLaw 200 Firm]

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Measuring the success of our initial rollout

Key Performance Indicators

Increase in billable hours

Improvement in narratives

Increased ease in accounting for time

Increase in release velocity

Increase in billable hours

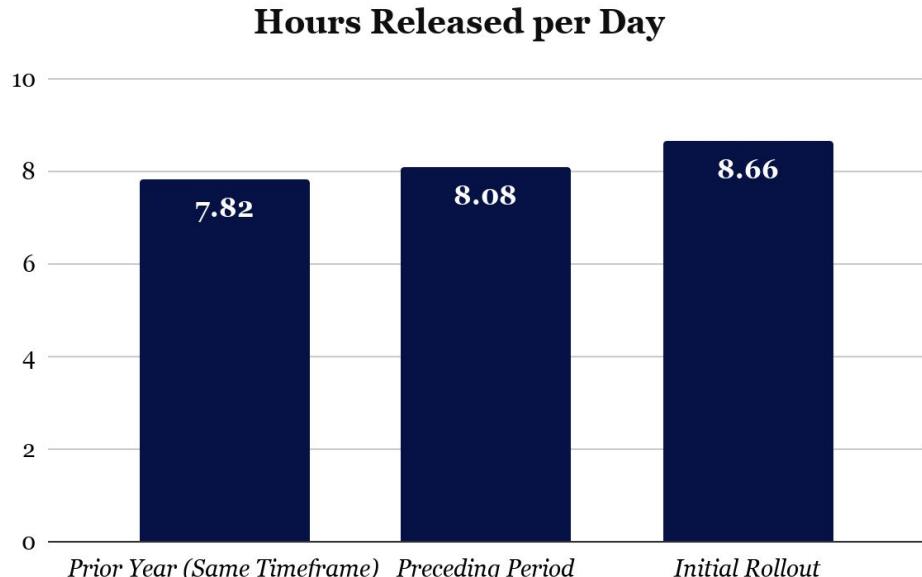


Results & Insights

When compared to the corresponding timeframe preceding the initial rollout period, billable time released per day increased an average of **0.58 hours** (7.17%) per timekeeper.

This translates to a potential increase in revenue of **\$355/day/timekeeper.***

*Assumes: (i) an average billable rate of \$800; (ii) 90% of billable time released is passed through to the client; and (iii) 85% of those fees are realized.

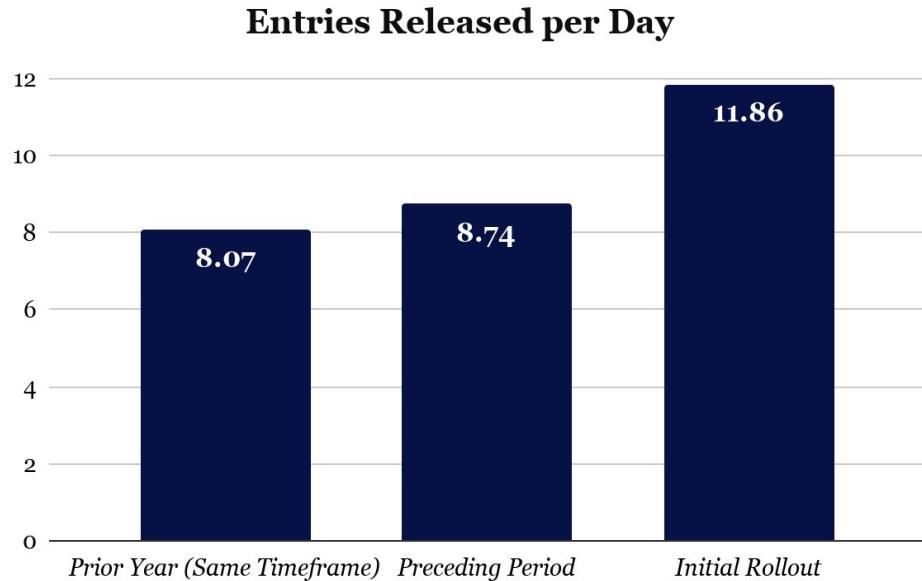


“It captured way more of my time than the current system.” - *Partner*

Improvement in narratives

Results & Insights

The number of time entries released per timekeeper each day **grew by more than 35%**, improving the accuracy and granularity of the firm's timekeeping data and lending greater detail in client bills.



“It's been helpful to surface more of my activity through the day.” - *Partner*

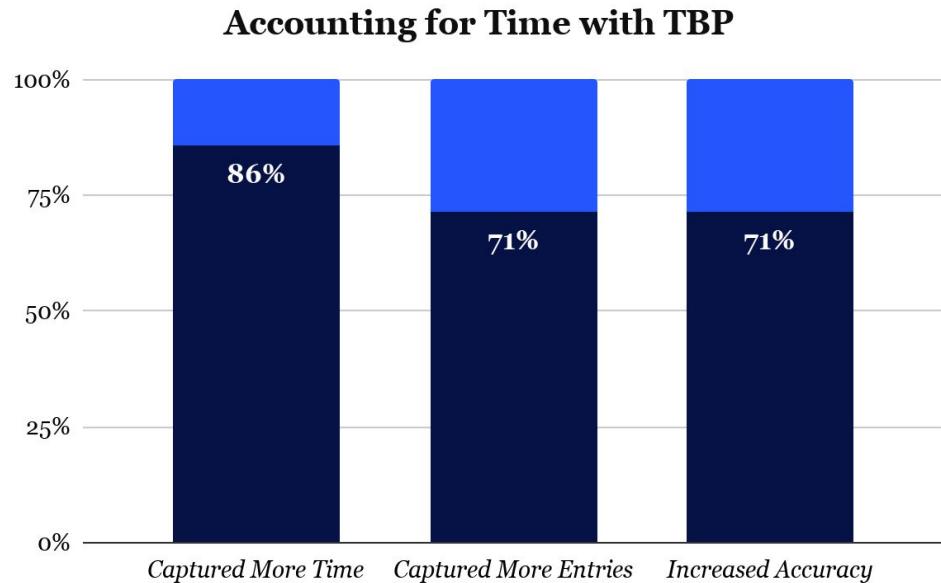
Increased ease in accounting for time



Results & Insights

Early adopters overwhelmingly reported capturing more time, in more entries, with improved accuracy.

Every timekeeper we worked with asked to keep using the software after the initial rollout.

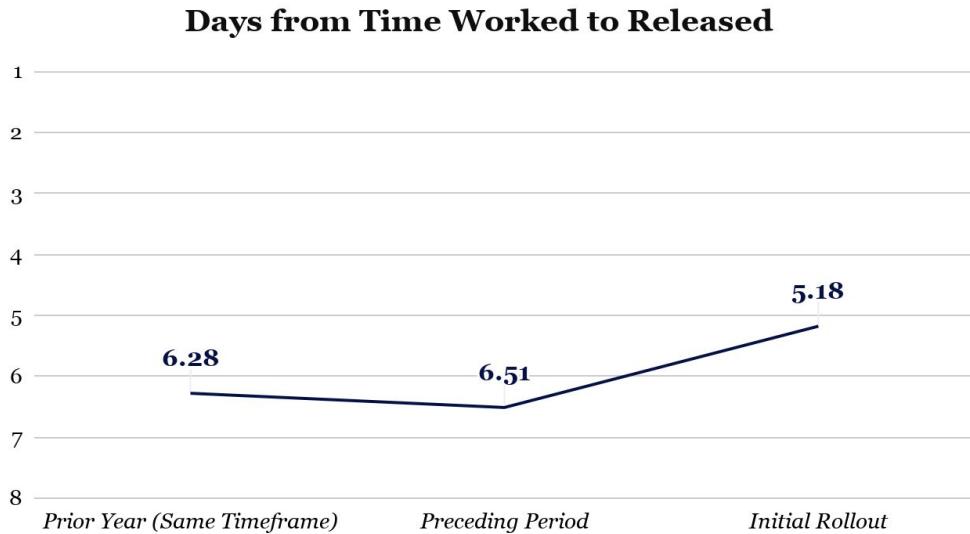


“It works well, and the way my work gets represented overall makes it easy to report my time.” - Associate

Increase in release velocity

Results & Insights

When compared to the corresponding timeframe preceding the initial rollout, release velocity **improved by 20.47%** to an average of 5.18 days from time worked to released, meaning bills get to the client faster, shortening the collection cycle.



“It's much more efficient. I wish we had this when I started here.” - *Paralegal*

ROI Extrapolated



\$355

per day per timekeeper

<2 days

time to recover TBP yearly
license fee per timekeeper

\$89,384

in additional billable
hours captured yearly per
timekeeper on TBP

It would take only two lawyers using TBP to pay for your entire annual license across the firm.

“This is the future.” - Associate

⌚
thank
you