



## Harnessing Relationship Data to Drive Collaboration, Grow Revenue & Operate as One Firm

Introhive's AI-powered Client Intelligence Platform automates the capture and enrichment of client data, and unlocks complete visibility into the firm's relationship network. Armed with valuable and contextual insights related to these relationships, Introhive enables firms to drive collaboration, identify new business and cross-selling opportunities, and deliver the collective knowledge and expertise value of the firm to their clients.

### LEADING PROFESSIONAL SERVICE FIRMS PARTNER WITH INTROHIVE TO

**Uncover** a complete record of contacts, companies, activities, and relationships.

**Augment** and streamline client data quality management to maintain an accurate and up to date the source of client data.

**Inform** trusted advisors with deep insight related to their contacts & accounts, wherever they choose to work.

**Align** as One Firm' and weave relationship and engagement data into every business decision to identify risk and opportunity

**Collaborate** across the firm, uniting teams around shared relationships to strategically plan how to win or expand services.

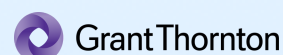
“ Firms that have adopted a one-firm operating model are 2.3x more likely to be in the top quartile of healthy and high-performing organizations.

McKinsey & Company

### TRUSTED BY THE WORLD'S LEADING PROFESSIONAL SERVICES FIRMS



Freshfields



## MOST COMMON INTROHIVE USE CASES

1

### Transforming the value of your CRM

Firms consistently face CRM challenges like low adoption, manual data entry, fragmented client information, and limited relationship visibility. These challenges are further heightened through mergers & acquisitions, lateral hires, and CRM migrations. Introhive resolves these issues by automatically capturing contacts, companies, activities, and relationships.

2

### Poor Data Quality

Contact data decays at a rate of 70% per year, leading to ineffective marketing and eroding trust firm-wide. Enhance your firm's crucial contact and company records with up-to-date data to streamline maintenance, reclaim resources, and boost the effectiveness of business development and marketing efforts.

3

### Lack of client insights

Traditional CRM requires fee earners to spend countless potentially billable hours entering, updating, and searching for data. Introhive frees professionals from the burden of mundane tasks, empowering them with more time and rich insights that result in greater efficiency and effectiveness.

4

### Limited Relationship insights

Disparate practice groups and siloed teams result in minimal visibility into a firm's collective relationships. This results in a lack of collaboration, missed revenue opportunities, and a poor client experience. Break down silos, leverage warm introductions and cross-practice collaboration with firmwide visibility into your relationship network. Enhance internal referrals, reduce collisions, and ensure a consistent client experience with a holistic view of relationships and interactions across the firm.

## THE TOTAL ECONOMIC IMPACT™ OF INTROHIVE'S CUSTOMER INTELLIGENCE PLATFORM

Summary of Benefits

**<6 month**  
Payback period

**495%**  
Return on Investment



Net-new opportunity revenue rises by **36% to 82%**



Cross - selling rate improves by **10% to 30%**



Revenue - generating professional productivity **+2.5%**

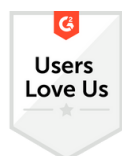


Non - revenue generating professional productivity **+7.5%**

Download full report



## VOTED A TOP PLATFORM BY END USERS



## YOUR TRUST AND DATA SECURITY IS OUR TOP PRIORITY



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Ready to tap into the power of your relationship capital?

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Your Path to One Firm Starts Here.