

Onit Enterprise Legal Management

Onit's Enterprise Legal Management (ELM) solution for Matter & Spend Management is the most innovative and comprehensive in the legal market today because "process" is at the core of everything we do. Traditional ELM vendors take a database-centric approach to managing legal operations and their technology platforms are primarily considered systems of record. As a result, lawyers rarely use these systems because they fundamentally don't help them do anything better or faster.

Our ELM solution is a "system of engagement" that supports the highly integrated, collaborative legal work that reinforces an enterprise's business goals. Onit's ELM solution represents a new paradigm shift and addresses:

- ▶ Why systems of record are not enough to drive operational improvements
- ▶ Why traditional ELM systems fall short
- ▶ Why e-billing and matter management technology only represent a fraction of a legal department's needs
- ▶ Why process, workflow and collaboration are critical for a legal department to succeed

Process at the Core

Onit represents the first real advance in Matter & Spend Management since the last company Onit's founders started — Datacert (now Wolters Kluwer ELM Solutions) in 1998. The difference is that Onit's primary mission is to help lawyers get their work done better, faster and more efficiently by replacing email as the primary way they get work to do and get work done.

One of the key differences for Onit is that to us, ELM is more than just Matter & Spend Management. Onit ELM is really a platform that lets you solve the "whole" of your legal department's needs, whether that is for contract management, NDA creation and distribution, Legal Holds, SEC filings, eDiscovery or IP issues. We automate law department processes in ways that remove redundant / wasteful data entry by lawyers and staff.

In fact, you can buy, configure and deploy what you need when you need it. Unlike enterprise or traditional ELM software, enhancements can be made quickly and the process is completely iterative.

“ *In its essence, it's really important for corporate law departments to be involved in business processes and continuously optimize those processes to improve the performance of the business as a whole. That's what keeps law departments innovative, creative and providing continuous value to the company.* ”

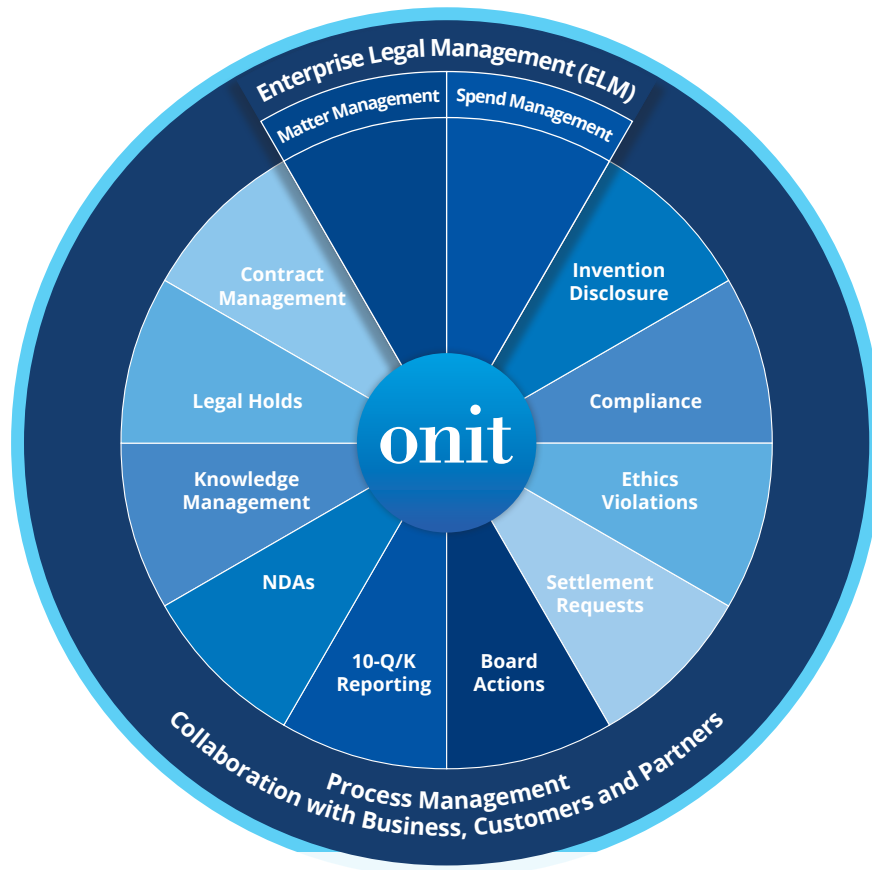
– Archer Daniels Midland (ADM)

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This graphic shows the breadth of problems we solve at Onit.

No other ELM vendor approaches legal department operations with “process” as its foundation.



“With its emphasis on “process management” as a means of introducing content scalability to legal operations, Onit can be seen as a disruptive player among ELM solution providers — possibly a paradigm shift brought about by the same team that shifted the market a generation ago.”¹

– Hyperion Global Partners

Onit’s ELM solutions help law departments provide better service to their businesses and improve operational efficiency. This is all consistent with **Gartner’s** view that:

*“In addition to the responsibility of managing documents, e-billing, matters and outside counsel, it’s equally important for corporate legal departments to be involved in **business processes** and **continuously optimize the organization’s processes** to improve business performance against goals and objectives. In an enterprise legal management context, BPM includes the automation of manual processes through methods such as **workflow and collaboration functionality.**”²*

¹ Hyperion MarketView™ Report: Enterprise Legal Management – E-billing and Matter Management Systems for Corporations, October 2015.

² Gartner: Magic Quadrant for Enterprise Legal Management, 23 October 2013.

Committed to Customer Success and Quick Deployments

In today's environment, most ELM initiatives take between nine to 12 months for scoping, implementation and final execution — if not longer. ROI is typically not measured for months after completion. Onit's implementation process is unique in that no other ELM vendor can offer such quick deployments.

- ▶ The Home Depot migrated 12+ years of e-billing data and on-boarded more than 300 firms in less than 150 days
- ▶ Under Armour had no existing technology or process to manage their legal spend but was up and running in 180 days
- ▶ ADM had an incredibly complex local business and had to replace their matter / spend management system. From inception to completion, it only took 150 days and included a global rollout

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“This has been an exceptional process improvement for our client communications, reporting metrics and speed in which we can turn around contracts. Our clients have embraced this new process and use it daily.”

– The Home Depot

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A Platform for ELM and Beyond: The Onit Advantage

- ▶ Innovative legal departments acknowledge “the paradigm shift” and the need for process automation
- ▶ Matter Management & Legal E-billing is a decades old industry served by decades old technologies
- ▶ We count more than 55 companies as customers and 90% of our revenue comes from companies with revenue of \$1 billion and above
- ▶ Our customers have processed millions of transactions in more than 175 countries
- ▶ Onit customers have unprecedented customer adoption rates and our retention rate exceeds 95%
- ▶ Our ELM solutions focus on “process” to drive efficiency, increase transaction velocity and reduce cost
- ▶ Our platform extends “beyond” legal to serve the broader business

Key Benefits

Onit's ELM solutions are flexible, lightweight, easy-to-use and provide an unparalleled return on investment in the form of operational efficiency, increased transparency, and flexible workflow. Additional benefits include:

- ▶ Improved knowledge sharing and collaboration among internal and external team members
- ▶ Enhanced responsiveness to your clients and transparency within your operations
- ▶ Cost savings between 4-7% of your outside counsel spend
- ▶ The ability to aggregate all transactions and develop metrics around cycle times, work distribution and other business metrics at a portfolio, business unit and individual level
- ▶ Robust back-end data capabilities including reporting, document storage and analytics

“ *Onit has proven a great partner both in terms of its product features and the customer service support the Onit team provides. Onit provides a very nimble product that can be quickly modified and adapted for various business needs ... This is not the case with the other products we considered in this space. My experience of Onit is that ... (they) continue to improve the product and ensure customer success in the adoption and use of the product.* ”

– Under Armour

Key Features

- ▶ Highly configurable to your legal needs
- ▶ Rules-based workflow that generates reminders and sends notifications
- ▶ Custom intake and data forms for multiple matter types with the capability to support context sensitive data capture
- ▶ Complete matter repository to organize all matter-related information
- ▶ Ability to configure individual matter types and provide customized views for staff and management as required
- ▶ Full-text search on all fields, data and searchable documents
- ▶ Integration with systems such as document management, IP management or other back-end systems
- ▶ Invoice review and approval with configurable invoice validation rules
- ▶ Ability to track total spend by firm and matter type and represent reports in various formats (grid, line graph, bar graph, pie chart)

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