

**Company:**

Berwin Leighton Paisner (BLP)

**Industry:**

Legal

**Function:**

With QlikView, BLP will be able to improve productivity, profitability and client-level engagement through the streamlining of its financial reporting processes.

**Geography:**

BLP is a premier, full-service law firm headquartered in the City of London. Its award winning approach - Law Firm of the Year 2010 by both the Lawyer and Legal Week - is redefining the way legal services are delivered.

**Challenges:**

BLP required a business intelligence solution that would automate and streamline financial reporting and cater to the firm's commercial objectives.

**Solution:**

The QlikView Business Discovery platform. A sophisticated and modern software tool that is capable of instantaneously providing real-time information for BLP's global business.

## International law firm selects the QlikView Business Discovery platform to gain instant financial insights.

Berwin Leighton Paisner (BLP) has selected QlikView from legal IT specialist Informance as its new business intelligence solution.

Informance is pleased to announce that international law firm Berwin Leighton Paisner (BLP) is to roll out the QlikView Business Discovery platform to its 1,400 plus employees worldwide. QlikView will be used to streamline financial decisions, improve internal processes and boost employee productivity and profitability.

BLP delivers clear, pragmatic legal advice to its clients who span more than 20 industry sectors. The firm required a business intelligence solution that would automate and streamline financial reporting. BLP also needed to cater to the firm's commercial objectives, including providing meaningful, multi-dimensional insight for core financial practices from client billing to time management.

As a global organisation, the platform BLP chose had to facilitate remote access from any web browser on a range of compatible devices and provide staff with up-to-the minute information, regardless of time or location.

“QlikView was chosen due to the flexibility of the solution.”

Mark Tothill, Financial Director for Berwin Leighton Paisner



Mark Tohill, Financial Director for Berwin Leighton Paisner says: "We needed a sophisticated and modern software tool that was capable of instantaneously providing real-time information for our global business. He continues: "We embarked on a corporate business intelligence project with the goal of improving productivity, profitability and client-level engagement through the streamlining of the firm's financial reporting processes. QlikView was chosen due to the flexibility of the solution to combine multiple and complex sources of data, enable multi-currency calculations and provide an intuitive user interface for partners and fee-earners to drive their own reporting and analysis."

BLP selected QlikView in recognition of its intuitive user interface and data visualisation capabilities which allow users to quickly access information and facilitate client requests. The appeal of having data in a single in-memory location that was available for

a variety of consumer devices also went hand-in-hand with BLP's own roadmap to enable greater mobile working on devices such as tablets.

Barry Talbot, Managing Director for Informance says: "We are very excited to be working with a multi-award winning firm like Berwin Leighton Paisner and seeing first-hand how they become accustomed to what QlikView can do for them".

Mark Tohill concludes: "QlikView will enable everyone within our firm to have seamless visibility of their own performance, empowering them to monitor their own productivity and become more efficient. Within the first hours of training, it was clear just how much of an impact this technology could have on our firm's development and success."

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Mark Tohill, Financial Director for Berwin Leighton Paisner



#### Client list:

Our legal industry client list includes:

A.A Thornton & Co.  
Fentons  
Simpson & Marwick  
Tods Murray

Barlow Robins  
Freshfields, Bruckhaus Deringer  
Taylor Walton  
Winckworth Sherwood

Dundas & Wilson  
Shepherd & Wedderburn  
Thrings

#### About Informance

Informance is a QlikView Elite Solution Provider with over 26 years' IT experience. We provide the QlikView Business Discovery platform to law firms and patent attorneys for strategic decision making and information on: utilisation of resources, outstanding debt analysis, WIP, top performers, what if analysis and matter, quote and client profitability. In addition to QlikView we provide a complete business analysis suite of applications including dashboard development, implementation, consultancy, training and support.



#### About QlikTech

QlikTech is a leader in business discovery and user-driven business intelligence. It has offices around the world and serves more than 16,000 customers in over 100 countries. It's powerful, accessible QlikView Business Discovery solution bridges the gap between traditional business intelligence solutions and standalone office productivity applications by enabling intuitive user-driven analysis that can be implemented in days or weeks, rather than months, years, or not at all.



#### Informance

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