

**Company:**

Tods Murray LLP

Industry:

Legal

Function:

QlikView's fee-earner dashboards that display analysis on key performance indicators such as work in progress, fee earner utilisation, accounts receivable, accounts ageing and overall performance.

Geography:

Tods Murray is a leading independent Scottish law firm that has 37 partners across its offices in Edinburgh and Glasgow. It is dedicated to providing first rate, innovative and commercially aware specialist advice to companies, institutions and organisations, within both the private and public sectors and to families, individuals and charities.

Challenges:

Tods Murray wanted to drive benefits back to its clients by empowering its lawyers to manage their own data and to do this, it needed to speed up its reporting process with a new business intelligence solution that would offer immediate, tangible benefits to the firm.

Solution:

Tods Murray chose QlikView as its new business intelligence solution to extract and analyse information from its ADERANT practice management system for analysis on utilisation, billing and profitability.

Scottish law firm selects QlikView from Informance as its new business intelligence solution

Leading independent Scottish law firm Tods Murray has selected QlikView from legal IT specialist Informance as its new business intelligence solution.

QlikView will enable the firm's partners, management team, lawyers and other key professionals to save valuable time and costs by accessing and updating real-time information through QlikView's intuitive legal fee-earner dashboards.

With offices in Edinburgh and Glasgow, the firm is dedicated to providing first rate, innovative and commercially aware specialist advice

to companies, institutions and organisations, within both the private and public sectors, as well as to families, individuals and charities. Everything the firm does is pivotal to one thing – getting the best results for their clients.

Tods Murray supports innovation in order to drive benefits back to its clients and it was keen to empower its lawyers to manage their own data and give them the assurance that their objectives were being met. Tods Murray also wanted to replace its existing Crystal Reports solution as reports were taking too long to manage. The firm knew that the business intelligence solution it chose had to be deployed quickly and affordably and that the benefits needed to be immediately advantageous to the firm's fee earners and other staff.

“We knew QlikView would make our lives easier as it offered something no other business intelligence solution did”. Lindsay Birch, Chief Operating Officer for Tods Murray



Tods Murray chose QlikView from Informance to extract and analyse information from its practice management system on key performance indicators such as: work in progress, fee earner utilisation, accounts receivable, accounts ageing and the firm's overall performance, with the information displayed through QlikView's fee earner dashboards. In the future Tods Murray plans to provide information to its clients by giving them login access to personalised dashboards for a live view of their case status and billing information.

Lindsay Birch, Chief Operating Officer for Tods Murray says: "We were instantly impressed by the user-friendly, visual nature of QlikView and its ability to draw off literally any report. We knew QlikView would make our lives easier as it offered something no other business intelligence solution did".

Barry Talbot, Managing Director for Informance says: "We were really impressed with the enthusiasm and commitment shown

by Tods Murray when we introduced them to QlikView. Their Seeing is Believing (SiB) demonstration went extremely well which was down to them having a very good understanding of their data and what they needed to make the most out of QlikView. Tods Murray now has an excellent fee earner dashboard that has set the benchmark for the legal sector".

Lindsay Birch says: "QlikView delivers an intuitive and easy to use method for pulling data from a number of different data sources, enabling the results to be loaded into memory. The initial project read information from varying tables within the ADERANT practice management system, although this is just the beginning".

Lindsay concludes: "QlikView performs multi-dimensional, analytic analysis with readily available charting tools and key performance indicators, without the need of data warehouses, data cubes and expensive business intelligence software and developers".

"QlikView delivers an intuitive and easy to use method for pulling data from a number of different data sources". Lindsay Birch, Chief Operating Officer for Tods Murray



Client list:

Our legal industry client list includes:

A.A Thornton & Co.
Dundas & Wilson
Shepherd & Wedderburn
Thrings

Barlow Robins
Fentons
Simpson & Marwick
Winckworth Sherwood

Berwin Leighton Paisner
Freshfields, Bruckhaus Deringer
Taylor Walton

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 currently the world's fastest-growing business intelligence software vendor with an average of 14 new QlikView customers added every day. The company's global headquarters are in Radnor, USA and it has direct operations throughout Europe through its 300 solution partners. Today there are 500,000 QlikView users in more than 92 countries.



Informance

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