



Access Insight for Legal Business Intelligence

With a large number of legal practices and at least 10% of the UK top 250 law firms as customers, we can help you to become more efficient and to deal with the challenges the Legal Services Act has presented to litigation practices and law firms.

Why Access Insight

The impact of Legal Services Act (LSA), which came into full effect in early 2012, is now being felt throughout the UK Legal sector. 2012/13 saw the annual industry returns decrease by 21%; down from £26.8 billion in 2011/12 to £21 billion.

Coupled with reduced earnings, these returns are now being diluted not just through traditional law firms but also through institutions including new banking, insurance and retail institutions. Since the introduction of the LSA, these institutions have entered the Legal market.

Non-traditional legal players such as Barclay's, NatWest, Allianz and Cooperative are earning £30 million each per year – and growing yearly at 20% which significantly affects the bottom line of traditional firms. These new entrants are driving prices down through their increased brand equity, more efficient IT resources, innovative service delivery and low-cost service offerings.

After the high volume/lower margin segments such as conveyancing and personal injury, these new entrants will soon enter the traditional legal segments and challenge the established law firms for substantial market shares, particularly in consumer (£10b) and SME (£3b) markets .

Once these businesses gain a foothold within the industry through this 'low hanging fruit', it comes as no surprise that they will turn their attention to what they know best – corporate law. Law firms will need to adapt to these market changes to remain competitive and generate revenues. One of the key factors of success will be integrated IT solutions and delivering innovative legal service offerings

Access can support this through the use of its Insight Business Intelligence software.

“Thanks to its simplicity, effectiveness and its 100 per cent web architecture, Access Insight fits perfectly with what we wanted”

Nicolas Devillier
SOFIMAT

The collaborative, social features of Access Insight mean that you can start conversations around specific data, share knowledge and agree on the way forward. ‘What if’ scenarios mean you can anticipate future business performance and plan ahead. View information, join the conversation and make decisions while on the move from your iPad or smartphone – being out of the office is no obstacle to having full visibility of your company’s current business performance.

The power of analytics in your hands

Effective decision making at all levels of an organisation separates high- performing companies from poor ones. Yet too many organisations make most of their decisions each day without consistency across decision makers and without insight into how decisions are made or their effectiveness which results in poor outcomes.

Access Insight can help your business by enabling users to collaborate in real time so you get input from your key people there and then, and by getting to the heart of the key data that drives your company.



To find out more about Access Insight, visit www.theaccessgroup.com/insight, email info@theaccessgroup.com or call 0845 345 3300.

About Insight

Access Insight is agile, collaborative, user-friendly BI at its best. By integrating with your core business systems, you can obtain meaningful KPIs, get a true picture of the health of your business and take action where necessary. Interactive dashboards on selected data sets allow you to identify causes for concern or reasons for success and to assign specific actions as required.

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Sources:

1: City AM: 'UK legal sector worth £21bn to the economy' – Ben Southwood (2013)

2: Jures: 'Brave new worlds - new thinking in legal services (2012)

3: Jures: 'Brave new worlds - new thinking in legal services (2012)

By integrating Insight with your operational systems, you can:

- ✓ Extract meaningful KPIs that give you a true picture of your business' performance
- ✓ View information about your business, identify issues and act on them in real time
- ✓ Identify potential risks and take actions to mitigate these
- ✓ Use trend and projection data to anticipate & forecast the future of your business



About Access

We are a leading author of fully integrated business management software. One of the UK's top five fastest-growing software developers (Sunday Times Buyout Track 100), over 10,000 businesses and not-for-profit organisations use Access to unlock their potential. Offering solutions for ERP, finance, HR, payroll, warehousing, business intelligence, PSA and manufacturing, our vertical expertise and template solutions allow for rapid and easy deployment whatever your industry or sector.



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