TOTVS

Legal
Law Firms

Complete | Accessible | Definitive

TOTVS Value Proposal

Allowing that law firms make strategic decisions, based on structured data.

Challenges of the Segment

- Pricing of services
- Knowledge management generated by the law firms
- Career planning
- Variable compensation
- Admission of partners
- Measuring the profitability of teamsFinancial management

TOTVS Solutions

- ERP Legal
- Follow Up on Lawsuits
- Time Sheet
- Billing
- Financial
- File
- Electronic Document Management
- Library
- TOTVS Business Analytics
- CRM
- HCM - Human Capital Management

Achieved Results

- **Improvement in result of operations**
- **Optimization of intellectual production**
- **Accuracy in compensation of professionals**
- **Effective recovery of reimbursable expenses**
- **Reduction of billing loss due hours not registered**
- **Sending budgets and legal opinions to clients**
- **Viewing profitability by clients and cases**
- **Measuring the performance of teams and legal areas**

Facts

TOTVS is absolute leader in the legal market. More than **ten thousand** users in about **340** law firms use the TOTVS Legal.

Over 70% of customers of the segment use TOTVS Service Desk

References

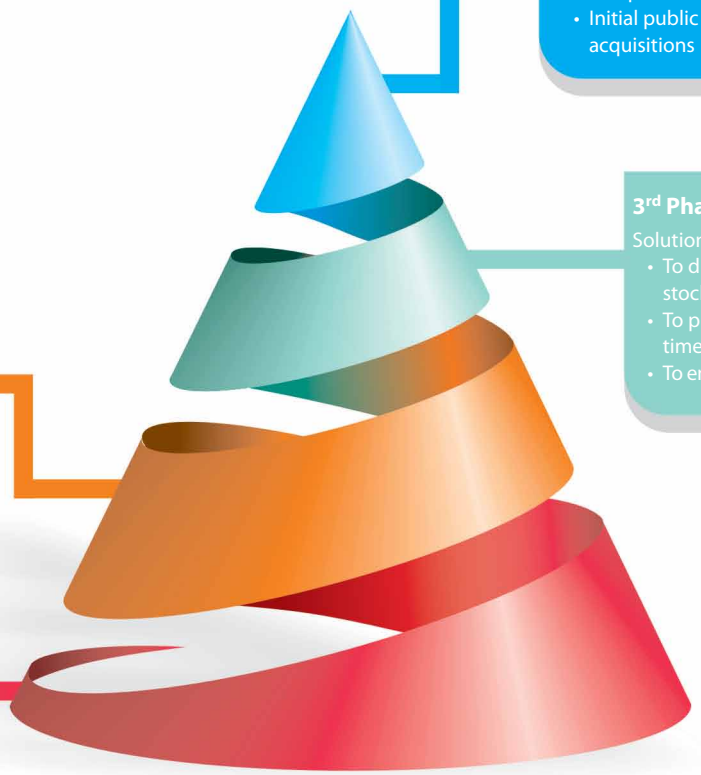
- Martins, Chamon e Franco Advogados e Consultores
- Velloza, Girotto e Lindenbojm Associados
- Felsberg e Associados
- Neumann, Salusse, Marangoni Advogados

october / 2011

Management Maturity Indicators

Companies need solutions geared towards each moment of their enterprise management evolution.

Thus, TOTVS organizes and offers its solutions according to **MANAGEMENT MATURITY INDICATORS**, adapting its products and services with the moment and the evolution of each customer.



4th Phase - ENTERPRISE COLLABORATION

Solutions aiming:

- To expand the boundaries of the company
- To maximize value chain competitiveness
- Initial public offerings/fusions and acquisitions

3rd Phase - RELATIONSHIP

Solutions aiming:

- To draw customers, suppliers and stockholders together
- To provide quality information at time of sale/delivery
- To enhance relationship management

2nd Phase - PRODUCTIVITY

Solutions aiming:

- Data agility
- Automation of processes
- Improved customer service
- Accelerated profits

1st Phase - CONTROL

Solutions aiming:

- Data precision
- Elimination of manual controls
- Cost reduction
- Management of the operation

Meet the TOTVS Combos and accelerate your Management Maturity Indicators

1st Phase - Cost reduction control and results maximization

Processes	• Billing • Financial • Follow Up on lawsuits • File	• Accounting • Human Capital Management • Timesheet	• Reimbursement of expenses to already existing processes
	OFFERS		
Software	• Library • Web Process Module • Time Sheet	**ERP** • Billing • Financial • Payroll • Accounting	**VERTICAL** • Time Sheet • Follow Up on lawsuits • File
Technology			
Consulting	• PMO	• Standardization of daily routines	
Infrastructure	• Service Desk		
BPO	• HR	• Accounting	
Education			

Combo

Software

+

Hosting Infrastructure

2nd Phase – Increased productivity

Processes	• Management of Deadlines and Arrangements • Knowledge Management • Expenses Management • Time Sheet Management	• Supply • Enterprise Planning • Budgets • HCM - Human Capital Management	• Drafts of proposed • Profitability of Teams • Profitability of Contracts • Workflow
OFFERS			
Software	• Corporate Agenda • Purchases and Inventory • Integration with Taxers • TOTVS Business Analytics	• Budget Planning • Variable Compensation and Profit Sharing	• Human Capital Management
Technology	• TOTVS | ECM / Electronic document management		
Consulting	• Process Mapping • Skills Management	• Strategic Planning • Change Management	• Integrated budget management
Infrastructure	• Cloud Computing	• IT environment management	
BPO	• Legal	• Financial	
Education			

Combo

Software
+
Hosting Infrastructure
+
ECM

3rd Phase – Relationship to enhance integration

Processes	• Correspondent Firms • Relationship with Customers	
Software	• Correspondent Firms Management	• CRM
Technology	• TOTVS | ECM	
Consulting		
Infrastructure		
BPO		
Education	• Development of Customized Courses	

Combo

Software
+
Hosting Infrastructure
+
e-Learning Center

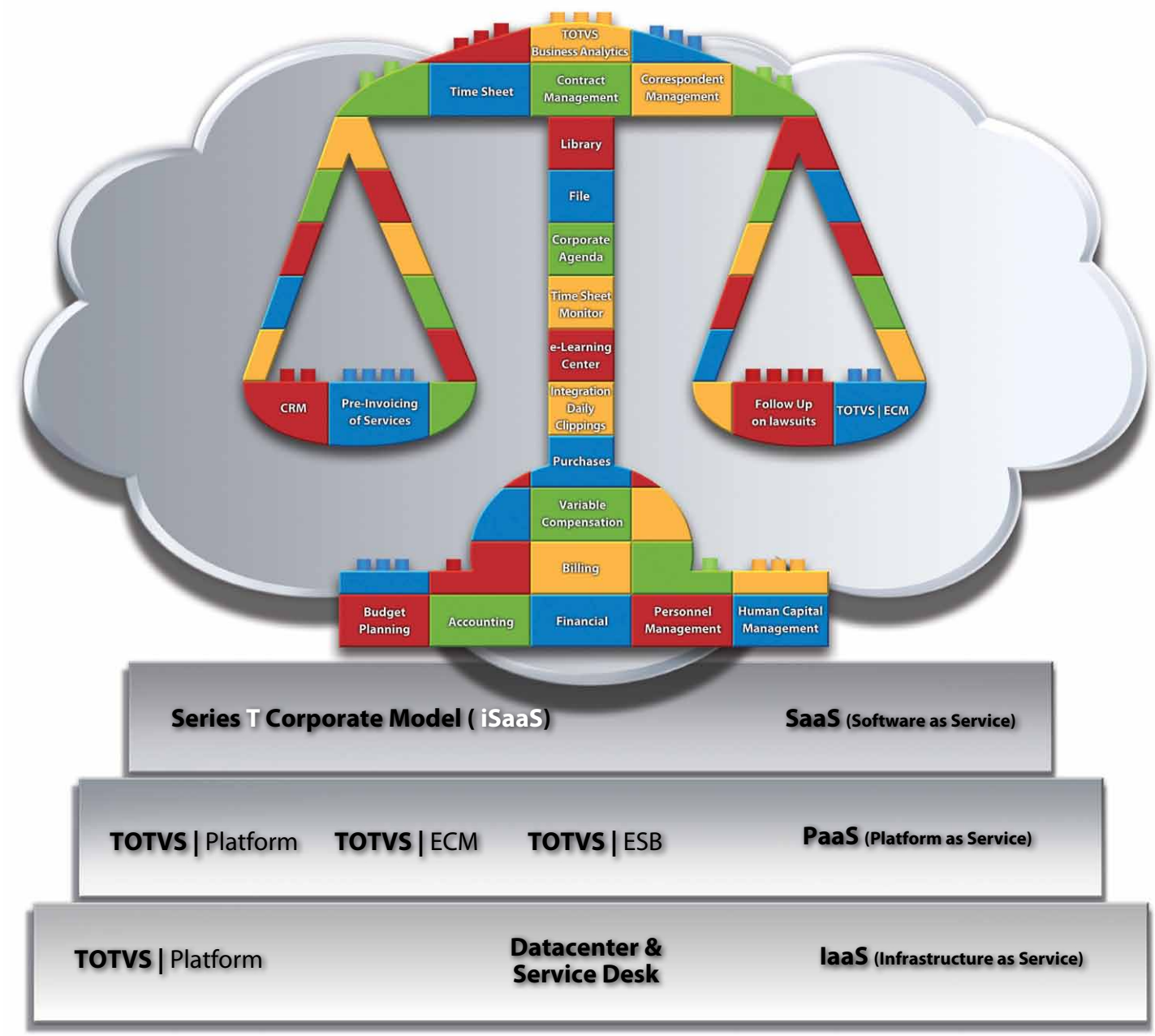
4th Phase – Enterprise collaboration for growth

Processes	• Publications • Correspondent firms		
OFFERS			
Software	**Vertical** • Integration with the correspondent firms to import processes	• Outsourced digitizing of physical files integrated with TOTVS Legal	• Integration with Official Daily clipping companies
Technology			
Consulting			
Infrastructure			
BPO			
Education	• Development of online courses for correspondent network		

Combo

Software
+
e-Learning Center

Vision of the TOTVS Solution



About TOTVS

Absolute leader in Brazil with 48.6% market share*, and also in Latin America with 34.5%, TOTVS is a company of software, innovation, relationship and support to management. The word TOTVS comes from Latin and means everything, everyone; that is an appropriate name for a company that operates in 10 segments and provides solutions for companies of all sizes and types, in three business segments: software, technology, and services (infrastructure, BPO, education and Service Desk). TOTVS has been operating for 26 years. It was the first company of the sector to go public in Latin America. Currently, the company is present in 23 countries, has over 26 thousand active customers and 9 thousand employees.

* Source: Gartner - All Software Markets, Worldwide, 2010.

Software(SaaS) | Technology | Services

/totvs

www.totvs.com

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