BigHand BI Revenue Module Data Sheet

Overview

The BigHand BI Revenue module provides a robust foundation for our complete BI suite for law firms. The Revenue module focuses on the core data in your ELITE, ADERANT, or RIPPE & KINGSTON practice management system: billable hours, billable dollars, bills, receipts, revenue worked/billed/collected, WIP, AR, write-offs and write-downs, disbursements, etc. The Revenue module is tightly integrated with the other BigHand BI modules and provides the foundation for all of your BI analysis and reporting needs.

Features

- Complete performance analysis and reporting solution for law firms
- Complete set of role-based dashboard, providing analysis by Working Attorney, Responsible Partner (multiple roles), Department Head, Office Manager, Team Leader, etc.
- A robust cube with 300+ measures to support ad-hoc analysis on all aspects of firm performance

Capabilities

- Fast queries and fast dashboards. The vast majority of queries render in one second or less, and dashboards that contain multiple queries render in four seconds or less on the average at client sites.
- Each implementation is unique – based on your firm's business practices and requirements. It is part of our standard implementation to capture your firm's financial reporting requirements and build them into the cubes and dashboards. Your Revenue cube will tie back to your practice management system values, with no exceptions and no compromises.

Benefits

- Role-based dashboards drive improved individual and firm performance. Attorneys are fully informed on their performance on key KPIs, and how they are tracking towards achieving their targets.
- Partners and firm managers can improve performance by monitoring their work with role-based dashboards

Revenue Measures

A measure is a value that is stored in the cube. The BigHand BI Revenue cube contains more than **300 measures**, enabling the analysis of:

- Time Worked, Time WIP, Time Relieved
- Revenue Billed, Revenue Received
- Revenue WIP and AR
- Unapplied Revenue
- Premium Discounts
- Billing and Collection Speed
- Disb Worked, Disb Type, Disb Relieved, Disb Collected
- Exchange Rate
- Participation Credits
- Revenue Targets for over 20 measures
- HR data based on Title, assignments, FTE values
- And more!

Dimensions

Over **30 dimensions** are offered for slicing the measures, including:

- Office, Department, Team, and Total Firm
- Client/Matter, Parent-Client
- Working Attorney
- Title/Personnel Type
- Client/Matter Responsible Attorney
- Participating Attorney/Participating Category
- Work Type, Work Status
- Year/Period (including MTD, QTD, YTD, and R12)
- Bill, Bill Date, Receipt, Payor
- Disb Entry, Disb Type
- Currency, Exchange Date
- Age Bucket
- Time Entry, Time Type, Transaction Type, Tax Type
- Full support for multiple calendars (Fiscal Year, Associate Comp, Partner Evaluation, etc.)
- And more!

Top 10 Capabilities – Revenue Module

#10 - Your Revenue Cube is Part of Complete Business Intelligence Ecosystem

The Revenue module forms the foundation of your BI ecosystem, but it does not work in isolation. All BigHand BI modules are designed to work off of a shared data set and a shared technology platform. The BigHand BI Revenue cube captures all firm transactional data and then shares that data with other modules. For example, performance targets that are tracked in the Revenue module can be surfaced in the Profit module dashboards. Each value is only defined once for all modules, resulting in an integrated and high-performance BI ecosystem to meet all of your firm reporting and analysis requirements.

#9 – All the Measures that you Need

We start with the superset of data, loading all relevant measures (values) from the transactional data in your ELITE, ADERANT, or RIPPE & KINGSTON practice management system. We then extend the available values by adding calculated measures such as Billing Speed and Leverage. The result is more than 300 measures available for analyzing firm performance. While all of those measures are available to your power users, you can limit to content that is displayed in the dashboards for your attorneys and managers, allowing them to focus on their most important KPIs.

#8 – Role-Based Performance Analysis

The Revenue cube is designed to support analysis for all of the roles in your firm: Executive (firm-wide), Office Manager, Department Head, Team Leader, Partners, and Working Attorneys. This enables reporting and comparison on any firm role, allowing you to quickly identify your top performing business units or individuals. All BigHand BI modules support a security layer that allows you to assign access based on these roles. The security determines not only which dashboards are available to each user, but also the slice of data that is displayed (the IP Department Head can only see IP data, etc.).

#7 - A Complete Set of Role-based Dashboards

The Revenue module comes with a complete set of out-of-the-box dashboards. Role-specific content is provided for all roles mentioned above. And of course, since these are BigHand BI dashboards, they are FAST! Typical screen refresh times are under 4 seconds. The dashboard content can be modified to match your requirements, including bringing in data from additional source systems.

#6 – Partner Participation % Fully Supported

Both the BigHand BI Revenue and Profit modules fully support analysis and reporting based on partner participation. The participation types are determined based on those used by your firm. For example, if your firm is tracking Client Origination % Credit and Matter Origination % Credit, then both will be available in the cube. This is in addition to supporting analysis by Client Responsible Attorney, Matter Responsible Attorney, etc.

#5 - Full Support for Ad-hoc Analysis (All modules)

At BigHand, we believe that if you don't have cubes then you don't have BI. Cubes are required to empower your financial analysts to perform ad-hoc analysis. Working with the cubes, your power users are able to answer ad-hoc queries using drag-and-drop tools such as Microsoft Excel. Your power users will be thrilled that they no longer have to write T-SQL queries to respond to ad-hoc requests. Additionally, your management team will be thrilled that they get answers to their ad-hoc requests in minutes as opposed to hours or days.

#4 – High Performance Cube (All modules)

We want to emphasize that "all cubes are not created equal." We have heard for years about users of other systems where queries would take ten or more minutes to execute, or even worse where complex queries would freeze the system. We have heard about dashboards that were so slow that the lawyers would refuse to use them. And we have heard about cubes that get "out of sync" with the ADERANT, ELITE, or RIPPE & KINGSTON database, reducing confidence in the dashboards and analysis results. The BigHand BI suite has been designed from day one to make sure that our clients will never have any of these issues, and we welcome a "shootout" with your existing cubes to prove it.

#3 - We will Deliver Your Toughest Requirements and Customizations

The Revenue module serves up the core data for performance analysis and reporting, and that data must be perfect. Your firm has almost certainly customized or extended your ADERANT, ELITE, or RIPPE & KINGSTON practice management system. BigHand BI is designed based on the assumption that no two law firms have the same implementation of their practice management system, and we fully expect to configure and customize for each client.

#2 – High Performance Dashboards with Rich Content

Let's file this one under "all dashboards are not created equal." Our dashboards provide rich, detailed content and support multiple drill-down paths. We have even added the ability to impersonate other users if you have the appropriate security settings. BigHand BI dashboards provide a superset of content to help your users to manage their performance while still offering excellent refresh speed. Combining beauty and speed with our customization capabilities results in a very compelling dashboard offering.

#1 - The Bottom Line: A complete BI Foundation to support your Analysis and Reporting Requirements

When deploying a BI solution, your firm needs to start by getting the basics right. The BigHand BI revenue module starts by making the core transactional data in your ADERANT, ELITE, or RIPPE & KINGSTON database available for reporting and analysis, and we guarantee that the numbers will tie out to the source system – to the penny. This gives your firm the confidence to deploy the dashboards and use the cube for ad-hoc analysis. You can also extend the capabilities of the system by bringing in data from other source systems. A solid foundation is the key element in a successful BI deployment. The BigHand BI Revenue module provides the foundation for the BI initiative that leads to improved performance across the firm.