



Brochure

legal360  
by sa.global

## legal360 overview

### What is **legal360?**

The legal360 business management platform is the industry's most modern and comprehensive cloud-based solution that is purpose-built to support the unique needs of today's most progressive law firms. Built on Microsoft's best-in-class Dynamics 365 business management suite, legal360 provides a single integrated solution that encompasses all core aspects of managing a legal practice.



## What can you do with **legal360**?

- Bring together data from across the firm to empower fee earners and support staff to be more responsive to your client's changing needs
- Focus on digitizing and automating manual processes to work more efficiently
- Integrate disparate systems to drive visibility and insights across your business

## What does **legal360** offer?

- A broad cloud-based solution that seamlessly connects data across marketing and business development, matter management, time and billing, finance, and talent management processes - all in a single system
- A combination of the industry-leading capabilities of Microsoft Dynamics 365 with a purpose-built solution for the legal industry – all with the goal of providing your firm with a 360-degree view of your clients, matters, finances, and employees

## What makes **legal360** unique?

### **A single platform**

- legal360 brings together systems and functions across your firm's value chain - from marketing, business development, to time, billing and accounting, to talent management
- It offers a unified platform underpinned by a single database
- You benefit from a comprehensive set of business intelligence and reporting capabilities to facilitate your end-to-end business processes

### **Modern**

- legal360 is the legal industry's most modern business management platform built as a native cloud service on the Microsoft Azure platform
- It takes advantage of Microsoft's unmatched security, privacy, and compliance portfolio
- It is designed to leverage Microsoft's industry leading investments in mobility, advanced analytics, and artificial intelligence
- legal360 offers a modern HTML5 architecture and is 100% mobile-ready for your employees on-the-go

### **The best of Microsoft**

- legal360 benefits from Microsoft's unmatched investments in annual R&D
- It provides all the benefits of the Microsoft platform, including a familiar Microsoft user experience and powerful integration across Microsoft Office, LinkedIn, and the Power Platform
- Microsoft does the heavy lifting to address complex multi-entity and multi-national requirements

### **Expertise**

- sa.global is the leading provider of Microsoft Dynamics 365 solutions to law firms and other professional services organizations
- We have 25+ years of law firm experience

# legal360

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## engage



ERM: Manage client and account data and automate data harvesting



Business Development: Work with client teams, BD plans, manage client matter, automate document assembly



Marketing: Manage marketing lists, email, and event marketing and analytics



Get relationship intelligence and scoring

Workspaces



## optimize

### Productivity



Enter and manage time



Manage clients and matters



Manage and approve invoices



Enter and manage expenses

### Financials



Manage cash and bank operations



Manage accounts receivable and collections



Process accounts payable and expense



Perform planning and budgeting



Perform general accounting and reporting

Insightful analytics



## empower



Hire to retire



Manage recruitment



Manage compensation and benefits



Manage performance



Manage leave and absence

Microsoft Power BI

Our solutions

# legal360 engage, optimize, empower

## legal360 engage

Marketing, Business Development, Enterprise Relationship Management (ERM), and Relationship Intelligence

Built natively on the Microsoft Dynamics 365 platform, legal360 engage helps your law firms gain a 360-degree view of your clients, matters, contacts, pursuits, and relationships. legal360 is the only CRM solution that provides a comprehensive and integrated suite of automated enterprise relationship management (ERM), marketing, business development, and relationship intelligence tools, specifically designed to support the unique needs of law firms.

### What it can do:

- Automate the capture of client interactions
- Enable cross-practice business development initiatives
- Provide critical insights around the firm's relationships and growth initiatives

## legal360 optimize

Integrated Practice Management Suite

If your law firm has deployed multiple standalone business systems for client and matter intake, time recording, expense management, credit control, e-billing, and other functions, you have most likely noticed the high costs and complexity levels of maintaining these applications. Implementing an integrated cloud-based practice management system can help your firm connect key information across your client lifecycle to increase productivity and drive more effective decision making.

### What it can do:

- Provide a complete firm-wide time, billing, accounting, and matter management platform, purpose-built for law firms
- Deliver a powerful platform that automates key law firm workflows to drive efficiencies, improve productivity, and deliver rich insights to key stakeholders
- Provide the foundation for your firm to easily grow and expand, even across borders
- Give you a real-time 360-degree view of your clients, matters, finances, and people

## legal360 empower Talent Management

Law firms are people-centric organizations; so your firm's success depends on finding and retaining the best possible talent and leveraging your employees' experience and knowledge to deliver value to your clients. Today's growing law firms must find, attract, and hire the best possible talent and deploy proactive strategies to drive employee retention and efficiently manage administrative HR processes.

legal360's empower solution is a comprehensive HR and talent management suite, built on the Microsoft Dynamics 365 for Talent HCM platform.

### What it can do:

- Handle end-to-end management of the employee life cycle
- Offer user-friendly tools for recruiting, onboarding, administrative HR, performance management, and much more
- Streamline routine HR activities so that your HR team can focus on more strategic initiatives



Microsoft  
Partner

2019 Partner of the Year Winner  
Dynamics 365 for Sales Award  
2019 Partner of the Year Finalist  
Dynamics 365 for Talent Award  
Media & Communications Award

2019/2020  
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