



# Services

## Solution Selection

Choosing the right technology solution for your law firm can be daunting. With so many options on the market, it's easy to feel overwhelmed by features, pricing structures, and vendor promises. That's where I come in.

With extensive experience completing numerous RFPs and consulting on software deployment projects, I bring a straightforward, focused approach to help your firm cut through the noise. I'll guide you through the selection process, ensuring you make confident, informed decisions that align with your firm's needs and goals.

Over my 25+ years in legal technology, I have gained comprehensive experience in Practice and Finance Management, Case Management, Client Relationship Management, Document Management, Document Automation, Workflows and Automation, as well as Reporting and Analytics.

### What I Do

- **Understand Your Needs:** I'll work with your team to define clear requirements, ensuring the solution you choose aligns with your firm's objectives, workflows, and client needs.
- **Streamlined RFP Process:** With years of experience completing RFPs, I know how to design a process that's efficient and targeted. I'll help craft an RFP that gets meaningful responses and eliminates unnecessary back-and-forth with vendors.
- **Evaluate Vendors Objectively:** I'll provide a structured evaluation framework to objectively compare vendors, focusing on the features, usability, and scalability that matter most to your firm.
- **Cut Through the Noise:** My experience gives me a unique perspective on the selection process. I'll help you navigate the jargon and sales pitches, keeping the focus on what truly matters - delivering value to your firm.
- **Facilitate Demos and Feedback:** I'll coordinate vendor demonstrations and guide your team in assessing them critically, ensuring everyone is aligned on the decision.



- **Cost vs. Benefit Analysis:** I'll analyse costs, functionality, and long-term ROI to ensure you select a solution that delivers value within your budget.
- **Negotiation Support:** Once you've selected a solution, I can assist in negotiating terms to ensure your firm gets the best possible outcome.

## Why get me to do it?

- **Extensive Experience:** With a track record of completing numerous RFPs and selection projects, I understand the complexities of choosing the right solution.
- **Focused Approach:** My process is streamlined and tailored, cutting through unnecessary complexity and delivering results efficiently.
- **Legal Industry Expertise:** I know the specific needs of law firms, from compliance to case management, and ensure the solutions meet these demands.
- **Impartial Advice:** I provide unbiased recommendations, focusing solely on what's best for your firm.
- **Actionable Results:** At the end of the process, you'll have a clear, confident decision backed by thorough analysis and expert guidance.

Choosing the right technology doesn't have to be overwhelming. With my support, your firm can confidently select a solution that fits your needs, drives efficiency, and supports long-term success.

Ready to replace your aging software systems? Get in touch to get started!

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