



Legal Resource Management for Corporate Legal Departments

The Business Challenge

Unprecedented merger and acquisition activity, increasing use of outside counsel, a surge in regulations surrounding corporate governance, more hostile, competitive and litigious environment are the main pressures faced by today's corporate legal departments.

Even as the role of corporate legal shifting from "Support" to "Strategic", they are being asked to address these critical issues with less funding and fewer staff.

As the volume of legal work delegated to outside law firms increases, there is an inherent lack of control over providers that ripples deep into the legal department. With so many outsourced law firms, the enterprise suffers from a lack of visibility into the real-time status of the various processes handled by those firms.

- **Lack of Control**
- **Lack of Visibility**
- **Lack of Automation**
- **Cost Concerns**

Corporate Legal departments deal with numerous manual, unstructured processes; however systems within enterprises are disparate and disconnected. This requires data re-entry and thus creates data redundancy. Each and every practice group uses its own system to manage processes (Excel based, IT developed, commercial point solution).

Further, outsourced law firms also have their own internally developed systems. The result is that different versions of the same data exist in different places. With volumes going beyond manageable levels in every area, processes have reached the point where things can no longer be stretched any further.

The Lecorpio Solution

Lecorpio's technology has been architected, designed and developed right from the start to solve specific problems and attributes of the corporate legal business.

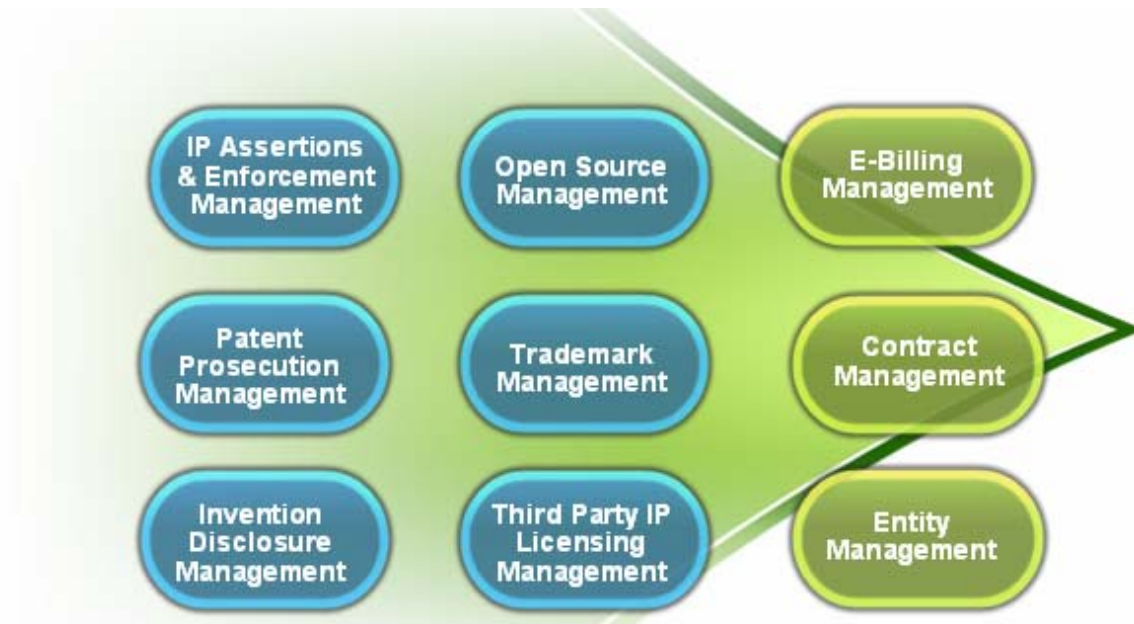
Lecorpio applications enable corporate legal departments and law firms to achieve more efficient processes, resulting in **better control, more visibility, lower risk and measurable cost savings.**



Lecorpio offers 9 pre-integrated, ready to use applications, built on the industry's most advanced application framework.

The conceptual foundation for the product set centers around 3 key areas where corporate legal requires support for their now manual or non-existent processes:

Collaboration + Workflow + Analytics



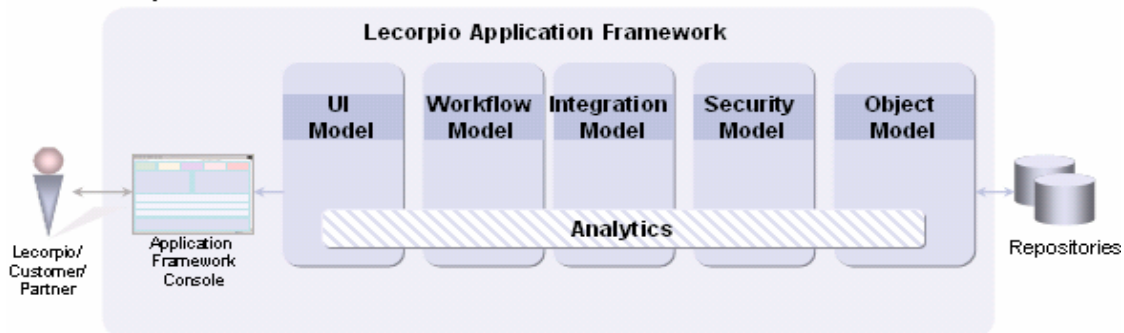
Presently, the product set includes solution modules for:

- **Invention Disclosure Management:** Disclosure submission; SME review & rating; committee review & rating; attorney review & rating; filing/defensive publication processes; inventor award.
- **Patent Prosecution Management:** Case assignment; draft review and approval process; prosecution actions; estimates and approvals; international filing and div/con/cip filing review and approvals; docketing; annuity review and approval.
- **Trademark Management:** TM search request, review, opinions and approvals; filing and registrations; prosecution actions; international filing; docketing; assertions, oppositions and enforcement.
- **Open Source Management:** Open source request management (review and approval processes for use of open source in products, participation in the open source projects, release of products as open source); licensing conflicts; conditions of use and integration with third party detection tools.
- **Contracts and Licensing Management:** Contract templates; clause library; events and notifications; review and approval workflows for various types of contracts; rights and royalty management.
- **E-Billing Management:** E-invoicing; LEDES and other standards; invoice and billing item review; approval and adjustments; accruals; cost center allocation; budget/estimate/actual analysis.
- **IP Assertions & Enforcement Management:** IP assertions, oppositions and enforcement; third party profiling and tracking; IP litigation; task, budget, resources and billing management; IP standards.
- **Entity Management:** Centrally controlled entity information; incorporation; board of directors; events; inter-company agreements; historical information; document search.

Lecorpio Application Framework

Lecorpio provides the most configurable application framework in the SAAS marketplace. **Each element of these applications is fully customizable using its online application builder.**

- Process centric, model driven, template reuse approach
- XML representation
- Performed by Business Analysts
- Quick definition and deployment of fit-to-purpose solution
- Simple to upgrade and maintain to reflect ongoing business requirements



Lecorpio applications are functionally rich and pre-packaged with best practices. No custom code is written for any configuration/integration. This orientation facilitates faster deployments, where customers are empowered to manage their own implementations, resulting in less vendor dependency.

Key Benefits

1. Automation of manual processes brings structure and consistency
2. Enterprise wide and external collaboration is enhanced
3. Better resource and budget allocation/monitoring/control
4. Complete visibility leads to reduced risk levels
5. Improved productivity
6. Immediate cost savings from more optimized systems

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