

ProVantage™

Focal Point Reportwriter

ProVantage® Focal Point is a component of the ProVantage Business Intelligence Suite. It provides direct reporting capability with the summary tables you select within the powerful analysis tool, *Executive Portfolio™*. Now you can access a wealth of strategic business information and export it seamlessly into Microsoft® Excel for further analysis. And Focal Point users enjoy full Excel features and functionality.

Instant access to financial performance figures is imperative to today's professional service firm. With

ProVantage's powerful Business Intelligence Suite, gaining this knowledge is a mousedown click away. Backed by an extensive, customizable data mart, the Executive Portfolio applica-

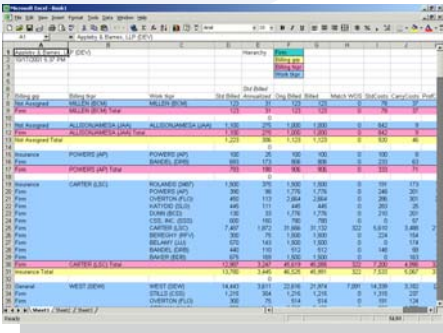
tion instantly delivers data for over 80 dimensions and 36 measures relating to your firm's performance. This data is captured from routine time & cost accounting and billing functions maintained within the firm's accounting software. From this information, managers can analyze the performance of the entire firm categorized by office, practice area, area of law, timekeeper, client and matter.

Focal Point allows you to export this important data into spreadsheets for your further analysis. And Focal Point reports can accommodate hundreds of columns and expressions.

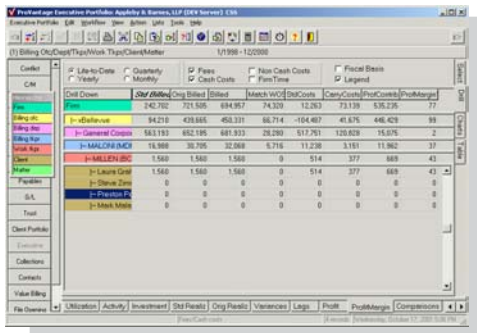
Strategic Reports the Way You Want Them

With ProVantage BI Suite's Executive Portfolio and Focal Point Reportwriter, you can:

- Immediately create and view an Excel report mirroring the same dimensions and measures as selected in Executive Portfolio
- Customize an Excel report using Executive Portfolio as a template
- Create a totally new Excel report from the extensive list of available dimensions, measures and user-definable expressions in Executive Portfolio
- Choose between Excel report types: traditional MIS, drill-down or pivot table
- Create true ranking reports for a variety of dimensions, e.g., top 10 practice groups for profitability for the year
- Create side by side two-period reports with optional variances
- Store customized reports by name



Category	Item	Value	Value	Value	Value	Value	Value
ALL INFORMATION	ALL INFORMATION	1,000	75	1,000	0	850	0
ALL INFORMATION	ALL INFORMATION	1,000	75	1,000	0	850	0
POWER	POWER	100	25	100	0	100	0
POWER	POWER	100	25	100	0	100	0
POWER	POWER	100	25	100	0	100	0
CARTER	CARTER	1,000	375	1,000	0	1,000	0
CARTER	CARTER	1,000	375	1,000	0	1,000	0
CARTER	CARTER	1,000	375	1,000	0	1,000	0
WEST	WEST	14,000	3,000	20,000	20,000	14,000	3,000
WEST	WEST	14,000	3,000	20,000	20,000	14,000	3,000
WEST	WEST	14,000	3,000	20,000	20,000	14,000	3,000



Executive Portfolio™ allows you to easily drill down to over 80 dimensions and 36 measures of your firm.

A Goldmine of Business Intelligence at your Fingertips

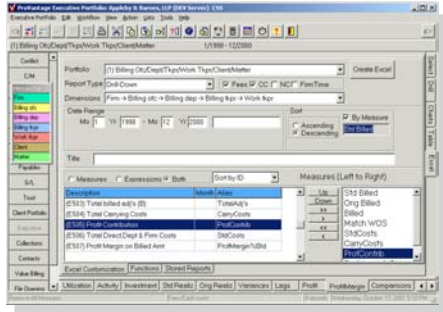
Focal Point™ can be launched from any summary level you've chosen within Executive Portfolio. A right mouseclick reveals various Focal Point reporting options: custom or automatic; and format options: drill-down, MIS or pivot table.

Focal Point enables you to select from an extensive list including date ranges, measures, expressions and sorting options. As with the Executive Portfolio EIS System, numerous portfolio value tabs are available within Focal Point. These value tabs enable you to instantly access summarized information on your firm's

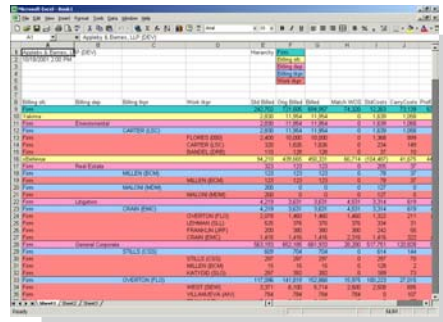
- Billable & nonbillable work
- Utilization
- Activity
- Investment
- Standard & original realization
- Variances
- Billing and payment lags

Once you've made your selections, Focal Point will instantly export the Executive Portfolio summary tables **directly** into Excel--no wasted time looking for downloaded Excel files. From here, you are free to further analyze and manipulate your spreadsheet while enjoying full Excel functionality and features.

All Focal Point reports can be stored for future usage.



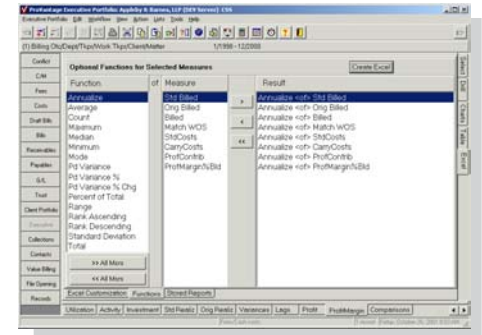
Focal Point allows you to select from a myriad of reporting options and portfolio values



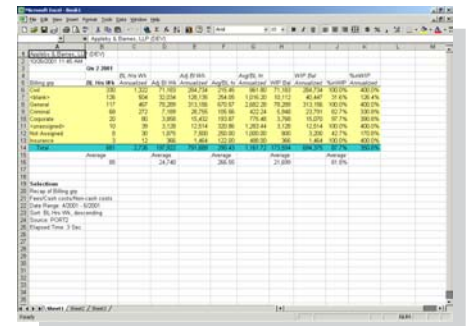
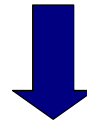
Focal Point delivers your strategic data directly into an Excel spreadsheet. No searching for downloaded files!

Even More Options at Your Fingertips

By choosing the Functions tab, you have access to many more statistical functions, including averages, variance percentages, percentages of total, ascending and descending rank.



The Functions tab provides more statistical options for your data.



System Requirements

ProVantage Business Intelligence Suite

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