

Executive Portfolio

Executive Portfolio™ EIS System is the central application in the ProVantage® Business Intelligence Suite. Executive Portfolio is a powerful graphical data mining and analysis tool used by senior managers and partners to analyze their firm's key financial and business performance data. Using a customizable multi-dimensional data mart, Executive Portfolio extracts and summarizes data stored in your accounting system into user-defined views.

Instant access to accurate financial performance information is critical for effective practice management and development. Executive Portfolio (EP) employs a customizable data mart to create multi-dimensional views of the information captured during time & cost accounting and client

billing, which is managed within your current accounting system.

Once created, these portfolios can be viewed using the drill-down, charting and table views to:

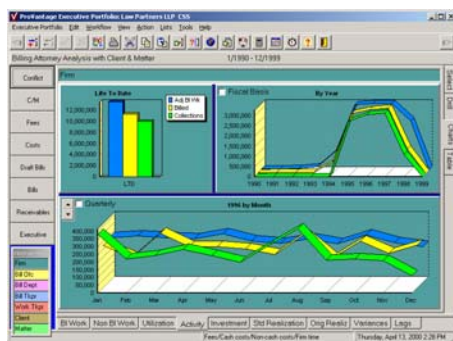
- Analyze the performance of the entire firm by over 80 dimensions, including office, practice area, area of law, timekeeper, client or matter. This can help you evaluate the contribution of practice groups, departments, and individuals.
- Graphically display key business indicators such as utilization, activity, and the value of billable work to improve firm management and profitability.
- Monitor critical success factors such as realization, billing and payment lags, variances, and

write-offs to improve cash-flow management.

Portfolio Selection

Executive Portfolio provides a wide variety of customizable views or portfolios of client/matter and financial information to suit the unique reporting needs of individuals or groups within the firm such as the executive committee, equity partners, office or practice group managers and billing attorneys.

A standard set of portfolios are provided with EP. Additional portfolios can be created with the Well-spring™ Designer application, also included with the ProVantage Business Intelligence Suite.

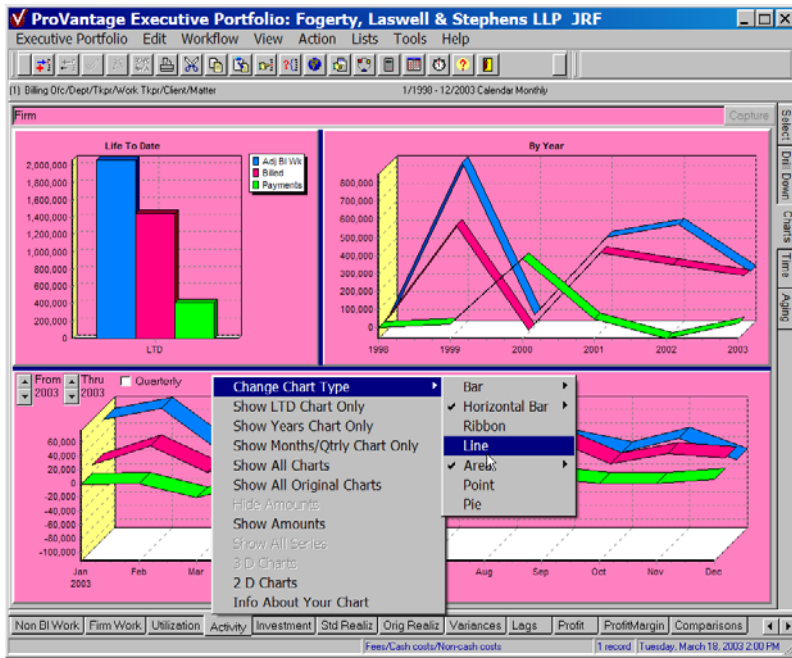


The screenshot shows a detailed data table within the Executive Portfolio software. The table is titled 'Billing Attorney Analysis with Client & Matter' and has a date range of '1/1/99 - 12/1/99'. It includes a 'Contract' section with a tree view on the left and a main table with columns for 'Year', 'Month', 'Value', and 'Legend'. The table data is as follows:

Contract	Year	Month	Value	Legend
CM	1999	12	26,875	294 34,013 94 100
Fees	1999	12	26,875	294 34,013 94 100
Costs	1999	12	26,875	294 34,013 94 100
Dual Bill	1999	12	26,875	294 34,013 94 100
Bills	1999	12	26,875	294 34,013 94 100
Receivables	1999	12	26,875	294 34,013 94 100
Executive	1999	12	26,875	294 34,013 94 100

The interface also includes a sidebar with a tree view showing categories like 'Contract', 'CM', 'Fees', 'Costs', 'Dual Bill', 'Bills', 'Receivables', and 'Executive'. The table is titled 'Billing Attorney Analysis with Client & Matter' and includes a date range of '1/1/99 - 12/1/99'.

The initial Executive Portfolio screen lists all of the available portfolios together with their description and the date the portfolio was created/updated. Double-clicking on a portfolio begins the drill-down process and reveals extra tabs for selecting the data values, charts and table values.



Examples of these value tabs are:

- Billable work
- Non billable work
- Utilization
- Activity
- Investment
- Realization
- Variances
- Billing and payment lags
- Profitability
- Comparisons

These values are available at each level of the portfolio hierarchy.

Client	Year	Type	Amount	Other Metrics
CM	1996	211,465	211,543	93
Fees	1996	195,995	211,255	114
Costs	1996	138,506	145,903	105
Draft Bills	1996	85,572	89,503	105
Bills	1996	81,861	82,141	100
Realizables	1996	67,933	73,754	109
Executives	1996	65,326	66,704	102
Partners	1996	83,824	84,279	101
Associates	1996	62,368	61,137	107
Federal	1996	55,182	51,382	93
Beverly	1996	54,647	55,983	102
Reston	1996	44,380	49,075	109

Executive Portfolio™ provides extensive, customizable chart and table views of client and financial data summarized from the billing and accounting information managed within your current accounting system.

- Cash costs
- Non-cash costs
- Firm time

Values can be shown on a calendar or fiscal basis.

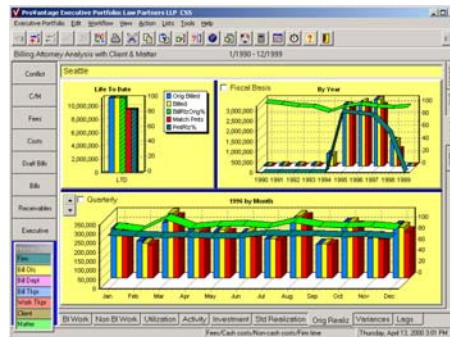
At all times, the hierarchy legend and the context headings indicate your position in the portfolio hierarchy.

Portfolio Charts

At any level of the portfolio hierarchy, the Charts tab can be selected to graphically display financial analysis information. The type of information presented is defined by the data series tabs located immediately below the chart area.

Portfolio values may be filtered using the radio and check boxes at the top of the Drill-down, Chart and Table views. Values may be shown for:

- Life-to-date
- Yearly
- Quarterly
- Monthly
- Fees



Individual chart menus are available to select different chart types and to include or exclude specific values or data series from the chart.

Portfolio Values

Portfolio values are the summarized or calculated values available within the selected portfolio.

Focal Point™ Reportwriter

Data from the EP tables can be transferred directly to Microsoft® Excel with Focal Point, also included in the BI Suite. Transferred files instantly appear in Excel; no need to search for them. Focal Point users enjoy full Excel functionality and features.

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