

LAWTOOLBOX SERVICE DESCRIPTION

- Deadline management product creates **matter-based** backbone inside Outlook for Office365 and Office 2016.
- Calculate **rules-based deadlines** in state and federal court based on **rules of civil procedure** in 50 states.
- Manage deadlines w/o leaving Outlook

KEY FEATURES

- modern add-in for Office 365
- create & track **matters inside Outlook**
- **calculate litigation deadlines** - 50 states
- works with **any case management system that 2-way syncs with outlook**
- share case deadlines inside Outlook
- share case deadlines **externally to google, iCal, outlook** and lotus notes
- deadlines in calendars link to authorities
- case deadline **reports** & group calendars
- get started **drafting emails w/ templates**
- insert deadline charts into emails

KEY BENEFITS

- Auto-provision inside outlook mailbox with **single sign-on (SSO)**
- **no software installed** (not a COM add-in)
- methodical deadline management
- **reduce malpractice** risk
- docket deadlines as emails arrive
- **Another set of eyes** tracking rule changes
- Automates calendaring as **rules change, users change** and **deadlines change**

BEFORE LTB365:

Court emails notice of a trial date for California Superior Court matter, staff **takes hours to calculate 50+ deadlines by hand** & enters into team member Outlook calendars one-at-a-time.

AFTER LTB365:

Paralegal receives email, uses modern add-in to calculate 50+ deadlines in **less than a minute** instead of hours

VALUE TO END-USER

Missed deadlines are the **NUMBER ONE** cause of **malpractice claims against attorneys**. For example, *miss a medical malpractice mandatory deadline and in some states your case is automatically dismissed ...*

TARGET MARKET

- Legal Vertical
- Small, Mid, Large Firms
- Legal Departments
- Insurance Companies
- Government Agencies
- *Almost any law firm*

Objection: The law firm **calculates deadline by hand and it's working fine**. **Response:** Manually calculating and adding deadlines to calendars is risky. **Missed deadlines are the number one cause of malpractice claims**. With a modern add-in attorneys get better visibility to deadlines and can view deadlines on any device using O365 for iPhone, iOS and Android.

Objection: Why go with LawToolBox365 instead of the **competition**? **Response:** LawToolBox365 is built **inside Office 365**, works seamlessly in the Microsoft ecosystem, born in the cloud and automating rule changes **since the 90s**. Law firms can start using **in minutes** instead of learning a system that **requires a dedicated IT support** to make it work with other products.. Firms that are not yet using LawToolBox **switch to LawToolBox365** when they **upgrade to Office 365**

Objection: We **already have a case management system**. **Response:** LawToolBox365 **works with any** case management system **that two-way syncs with Outlook** or Google. LawToolBox court rule sets are also available with **LexisNexis Time Matters, PracticePanther, Rocket Matter, Microsoft Matter Center** & Clio.

Objection: **Too expensive**. **Response:** LawToolBox365 is a cutting-edge modern deadline calculator, and it offers deadlines at the **lowest price this quality of deadlines has ever been offered at**. Worth every penny to avoid just one dispute over missed deadlines. **Malpractice insurance discounts** for computerized rule-based calendaring systems can save more money than the cost of the product. Performs calculations in **minutes** that if done **by hand can take hours of unbillable time**.

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PROBING QUESTIONS FOR LAW FIRM

1. Do your attorneys rely on **Outlook** calendars to track their deadlines?
2. Is the law firm staff **manually calculating** deadlines from a checklist?
3. Are they entering deadline into calendars and sending **calendar invites one-at-a-time**?
4. How does the law firm find out about and implement the **court's rule changes**?

5. Can attorneys view a list of deadlines for a case or for the firm?
6. What happens when any attorney leaves or cases get re-assigned?
7. Are attorney calendars cluttered with deadlines that don't apply?
8. Would rules-based calendaring, automated rule changes, and seamless integration with internal team member Outlook calendars help manage risk and make it easier to run the law firm?
9. Is firm getting malpractice insurance discounts w/ an centralized calendaring system?

PROBING QUESTIONS FOR LEGAL DEPARTMENT

1. Would it be helpful to view a **deadlines chart for cases your outside counsel** is handling?
2. How do you manage your **company's litigation calendar**?
3. If you could easily **share key dates and deadlines internally and externally** would this potentially improve the outcome of your case?
4. Would rules-based calendaring, automated rule changes, and seamless integration with internal team member Outlook calendars help manage risk of missing deadlines

LawToolBox365: For each new matter created on LawToolBox365, users can get:

- Document Repository (via Matter SharePoint site)
- Shared Inbox
- Shared Calendar
- Shared OneNote

Also works great for firms with case management solutions-premise or cloud

PARTNER OPPORTUNITY

- Sell 1 product instead of 3
- Intro to legal vertical
- distinguish yourself from other VARs
- Become trusted advisor
- VERY EZ to implement
- Good Supporting collateral

QUICK WINS FOR "Net" NEW OFFICE 365 SEATS!

Small law firms generate deadlines by hand, LawToolBox365 is a "no-brainer" but can't get it until they upgrade to Office 365

Mid/large law when these firms migrate to Office 365 they typically modernize, replace premise, and upgrade to LawToolBox365