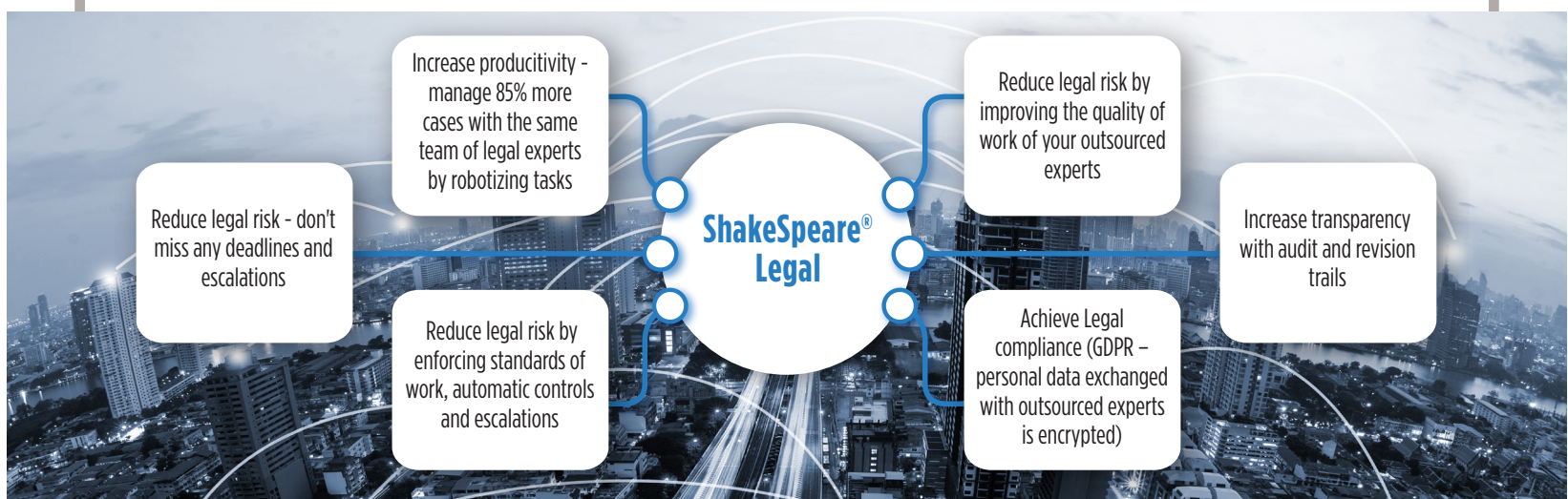


SHAKESPEARE® LEGAL SOFTWARE SOLUTION

The **Shakespeare® Legal** software solution is used by law practices and corporate legal departments to manage case and client records, important files, schedules and appointments, deadlines, billing and accounting, etc.

This secure, cloud-based solution helps law firms and organizations of all sizes solve the expensive, complex, and risky challenges associated with their legal affairs. Hence **Shakespeare® Legal** users can start a discovery case in five seconds, from anywhere at any time on any device. Reviewing data is as easy as performing a Google search. Whether a law practice or corporate legal we make sure the data are always safe and secure.

In **Shakespeare® Legal** documents are usually organized by cases, or client-matters. Additional document attributes may include chronology, topic, practice area, document type, or other keywords. These document attributes are "Metadata" which is data that describes information about other data. For example, an attorney needs to access a will that was stored several years ago. With **Shakespeare® Legal**, he or she has the ability to execute a search utilizing metadata such as: client name, a type of will, date of document creation, name of the author, most recent editor, or the dates of last edits. The attorney may also use a full-text search that uses multiple phrases or keywords to pinpoint exactly where the document is located.



We dig not only the work being done, but also results being achieved. Both aspects of data are important and accessible via intuitive interfaces.

Business benefits brought to your firm once you deploy **Shakespeare® Legal software** :

Reduced legal risk

- No more missed deadlines and escalations in court
- Enforced high standards of work, and automated control and escalation alerts
- Improved quality of work of outsourced legal and other experts
- Achieved legal GDPR compliance where all personal data exchanged is encrypted.

Increased productivity and reduced administration costs

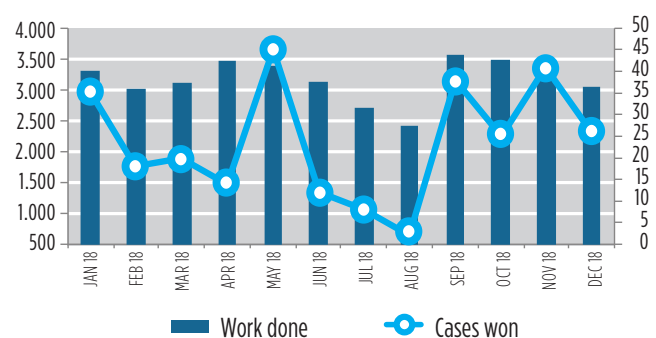
- Increased productivity - managing up to 85% more cases with the same team thanks to repeating and dull tasks robotization
- Automatic generation of all documents (letters, procurement processes, internal documentation, forms, contracts, decisions, meeting minutes, etc.)

- Search and find any data in a few seconds (no more need for tedious searching thorough physical archives).

Improved transparency

- Audit and revision trails
- Hours worked on cases, broken down by individual contributors and/or by case.
- Expenditures per case, per individual staff member, per outside law firm or consultant, etc.
- Ranking of cases by expenditures of time and funds.
- Case resolution rates and case success rates, overall or broken down by lawyer, outside law firm, etc.
- Benchmarking comparisons to other legal departments.

Expense unit	Work done 2018	Cases won 2018	Money gained 2018
Procurement	18.745	145	6.545.581,00 €
Executive	8.451	33	578.889,00 €
Subcompany 5	3.455	25	989.887,00 €
Subcompany 3	1.874	26	254.110,00 €
Marketing	874	7	510.112,00 €
IT	250	2	105.000,00 €
other	2.998	46	1.053.726,00 €
Total now	33.649	238	8.983.579,00 €
Total orig	36.647	284	10.037.305,00 €



CASE STUDY ADDIKO BANK

Addiko bank is a member of Hypo Group Alpe Adria from Austria offering banking services to individual and business clients. The bank spreads its network of branch offices in Croatia, Slovenia, Bosnia and Herzegovina, Serbia, and Montenegro, all under the umbrella of the joint holding company Addiko Bank AG headquartered in Vienna, Austria.

Business challenge

At the time the bank had a policy of no new employment in power. On the other hand increasing workload in the bank legal department caused human error to grow beyond tolerable limits, with the potential to damage the bank's reputation. In summary, the specification requirements were simple: the implemented software solution has to reduce workload and increase efficiency in the legal department, with special focus on reducing the risk of human error.

To gain assistance, a part of the legal cases was outsourced to external partners and law firms. With outsourcing a new challenge arose: sharing sensitive information with partners outside the house exposed the bank to a major legal risk. Service Level Agreement had to be implemented in order to monitor the compliance of the outsourced work with the strict requirements of the bank.

Solution

ShakeSppeare® Legal Software enabled the bank to:

- Monitor all legal cases (open/closed) and to analyze the actual process,
- Delegate cases to outsourced law firms with a click of a button and ensure traceability of their work, amount of time spent for individual cases and overall SLA compliance,
- Reduce the risk of human error with built-in notifications, safeguard mechanisms and processes,
- Gain an overview of all processes (cases, workload, revision trails, time spent and efficiency of individual legal experts in-house and external), and to better use the resources and plan for future assignments.

Increased success rates of court cases by 16% due to systematic approach with reduction of human error (first full year of use vs. previous year). Reduced administrative burden on employees in the legal department by 12% in time spent on administrative tasks. Department management is able to identify key people (success rates, efficiency) within the operational structure and plan future estimated scope, and the need for additional or reduced engagement of outsourced lawyers in the future.

ID	Ime	Datum objave	Ime	Davatelj	To procesnega dejanja	To postojala	Datum dejanja	Prebrali	Opravila št.	Stroševno mesto
25003	24.2.2017	24.2.2017	24.2.2017	ni javna	druga procesna dejanja sodstva v ...	postopek osebnega stečaja	24.2.2017		1900/2014	297/2014
25007	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o odobritvi obveznosti	postopek osebnega stečaja			5643/2014	5643/2014
25001	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			1542/2014	1542/2014
25000	24.2.2017	24.2.2017	24.2.2017	ni javna	končni seznam prečiščanih terjanz	postopek osebnega stečaja			3746/2014	3746/2014
25009	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			1542/2014	1542/2014
25017	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			1239/2014	1239/2014
25016	24.2.2017	24.2.2017	24.2.2017	ni javna	končni seznam prečiščanih terjanz	postopek osebnega stečaja			1039/2014	1039/2014
25015	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			809/2014	809/2014
25014	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			5344/2014	5344/2014
25013	24.2.2017	24.2.2017	24.2.2017	ni javna	prečiščanje za upnike k plačbam str.	postopek osebnega stečaja			5442/2014	5442/2014
25012	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o odobritvi obveznosti / stečaj	postopek osebnega stečaja			3597/2014	3597/2014
25011	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o odobritvi obveznosti	postopek osebnega stečaja			2171/2014	2171/2014
25010	24.2.2017	24.2.2017	24.2.2017	ni javna	druga procesna dejanja sodstva v ...	postopek osebnega stečaja			877/2014	877/2014
25008	24.2.2017	24.2.2017	24.2.2017	ni javna	končni seznam prečiščanih terjanz	postopek osebnega stečaja			677/2014	677/2014
25007	24.2.2017	24.2.2017	24.2.2017	ni javna	sklep o prečiščanju terjatev - stečaj	postopek osebnega stečaja			1594/2014	1594/2014

ShakeSppeare® Legal instantly checks the portfolio of the bank's legal cases for connected individuals and organizations, double-checks their data with Insolvency fillings to find if any additional actions should be taken in any legal case.

CASE STUDY OBERSTAR LAW OFFICE

The law office Oberstar is specialized in corporate law, civil law, constitutional law and labour law. They operate from an office in Slovenia's capital, Ljubljana, and they also have a branch office in Novo Mesto. Their goal is to become one of the first law offices in Slovenia to embrace most of the possibilities that digitization is offering.

Business challenge

Due to an increasing number of legal tasks, and ongoing challenges of daily operations happening at two different locations, the need to centralize day-to-day work became increasingly pressing. Further on, a discrepancy often emerged between hours that were used for a particular case and payable hours. Access to legal cases while on the go was another requirement specification of the law firm.

Solution

Today the Oberstar law firm uses **ShakeSppeare® Legal** as a central solution in which all cases are stored and edited. Users have the ability to use at their work all the data and documents that are uploaded to a particular legal case. All data – documents, pictures, video and audio are in digital form, therefore accessible from all kinds of smart devices. The list of benefits gained:

- Centralized archive of legal cases,
- Different access rights assigned to working groups or individuals,
- Control over working hours and payment according to them,
- Possibility to widen the project to all possible digital connections, and to all public administration resources enabling a digital connection.