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NEWS RELEASE

FOR IMMEDIATE RELEASE

India's largest law firm now live on Elite 3E – Elite's cutting-edge practice and financial management system

Amarchand Mangaldas sees smooth transition to advanced business platform

LONDON, 29th May 2008 – Amarchand Mangaldas (Amarchand), India's largest law firm, has successfully gone live with Elite 3E, the next-generation practice and financial management system from Elite.

The leading commercial law firm in India, Amarchand selected Elite 3E to provide an advanced business platform to help support its rapid growth. Amarchand employs over 500 fee earners, including 36 partners, in its five offices in Mumbai, Delhi, Hyderabad, Bangalore and Kolkata. The firm is the first in India to complete implementation of the 3E system.

Elite is a leading provider of integrated practice and financial management systems for professional services firms worldwide. Since the company launched its Elite 3E flagship offering in April 2006, more than 70 law firms globally have signed up to the solution and roll-out is now occurring across the globe.

Cyril Shroff, managing partner of Amarchand, says "Our firm has expanded rapidly in recent years and, as a result, our business requirements have become much more complex. We now have a presence in all the major cities in India, so we needed a system that provides a stable platform to support operations across our entire office network and ensures international statutory compliance.

"The 3E solution will be a vital tool in helping us make better informed and more effective strategic decisions. The accurate and timely information the system provides will help us deliver consistently high-quality professional advice and service to our clients as our business evolves."

The firm is adopting a phased approach to the implementation, allowing staff to become accustomed to the core billing and financial systems before installing conflict management and other functionality provided by the software.

Shroff says that while change management of a large firm is always challenging, the transition to the new system has progressed smoothly. “We have moved from having disparate systems for financials and time recording to an advanced, integrated solution. Our lawyers are already beginning to see the advantage of having vital information readily available at their fingertips.”

Ashwin Maheshwari, chief financial officer of Amarchand's Mumbai office, says the firm wanted a system with effective financial reporting capabilities. “We evaluated many products; however most of them did not have the flexibility we required, especially with regard to billing. Elite 3E's billing capabilities are designed with a clear understanding of the way law firms operate and they integrate seamlessly with its other financial management components. The greater depth of financial information that can be extracted from the system will help improve the firm's budgeting and forecasting processes.”

Amarchand's chief technology officer, Sharmila Unni, says that another of the critical factors in the firm's decision to implement 3E was the product's rapid application development capability, which will allow the firm to customise the software to suit its growing needs.

Kim Massana, Elite's senior vice president, says, “Each country has its own unique legal marketplace, and each law firm its own unique business processes. Elite 3E has been designed to incorporate special international features that allow it to operate across as many different jurisdictions as possible and adapt to a variety of different commercial and accounting models.

“Amarchand's successful implementation of 3E demonstrates the versatility of the solution to meet the changing business needs of law firms worldwide.”

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About Elite

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