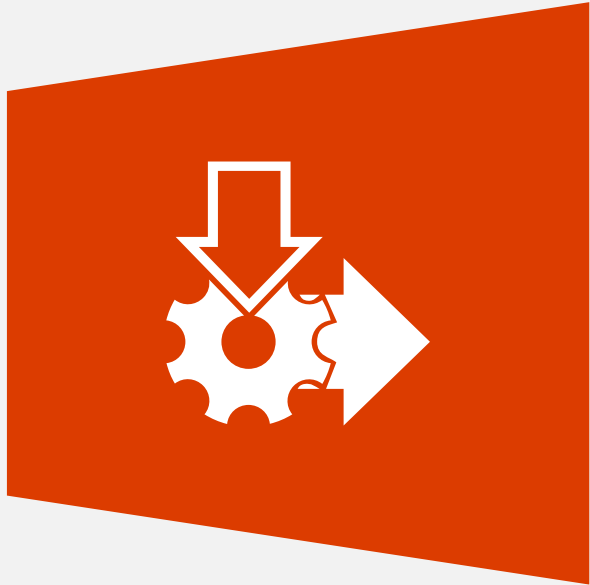

WHAT IS YOUR FIRM DOING TO STAY
AHEAD OF THE GAME?

The Modern Law Office

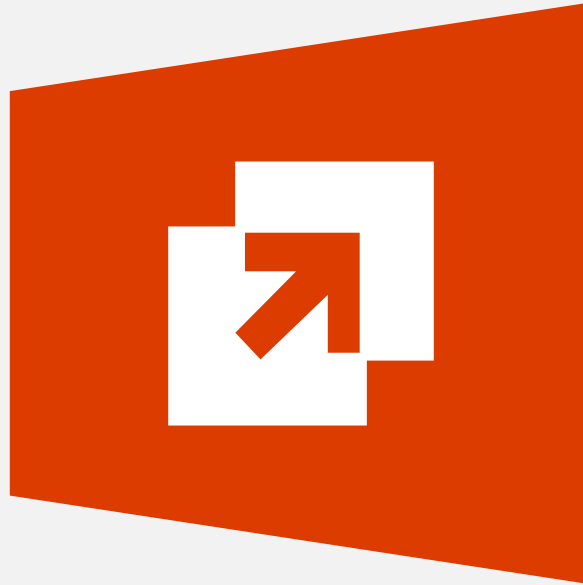
**Stay Ahead
of the Game**



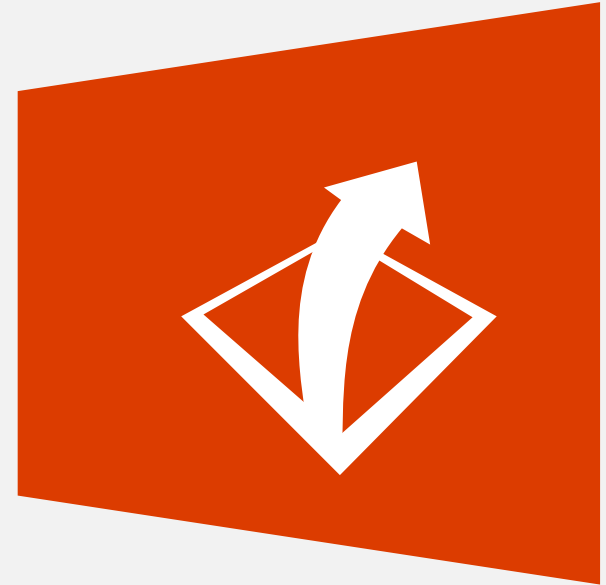
Stay Ahead of the Game



The Game Is
Always Changing



Staying Ahead
of the Game



How to Get
Ready



The Game Is Always Changing

The Game is Changing

The move to
the cloud



24% annual
growth

in spending on hosted
services by small & midsize
businesses¹

Skyrocketing
mobile & remote
usage



85% of SMBs use
smartphones

25% use tablets, 43% have
telecommuters²

Using data
to compete for
clients



#1 priority

top planned activity for SMBs
is improving client
experience³

1. AMI WW Market Opportunity Model: 2012-2017. 2. AMI WW Market Opportunity Model: 2012-2017 and AMI ICT Tracker survey data. 3. AMI ICT Tracking Studies, U.S. SMB Trends & Server Market Insights, March 14, 2013.

Law firms today need to...

1

Do more with less

You need to stretch fewer resources to accomplish more. You need to get every ounce of value out of your investments.

2

Get the job done, wherever you are

To get the job done fast, your lawyers require the freedom to work wherever they need to be with speed and efficiency.

3

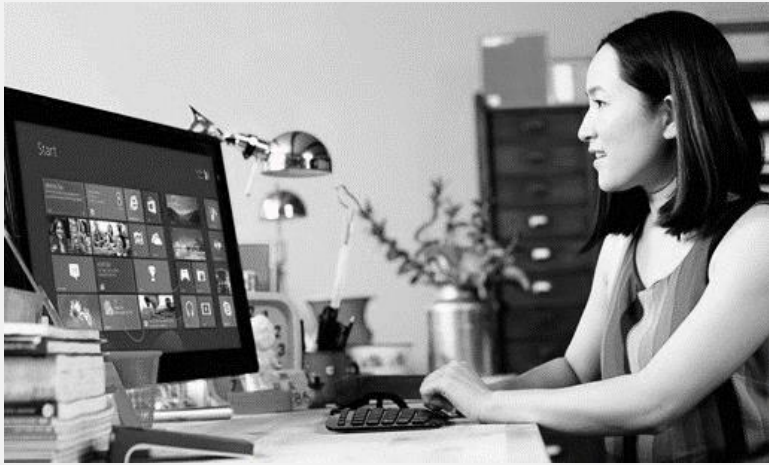
Focus your efforts and win business

Focus on targeting the most profitable opportunities. Those who can use data to their advantage will win.



Staying Ahead of the Game

Staying Ahead of the Game



Be Lean & Stay Lean

Don't invest a cent more than you need—but scale instantly when required



Business Anywhere

Give your lawyers the flexibility to work anywhere they need to be



Tap Your Data Goldmine

Unlock the value of your data to generate new opportunities



Three ways to stay ahead of the game



Be Lean & Stay Lean

Don't invest a cent more than you need—but scale instantly when required

You need to get the most out of every investment.

The challenge is to support your growing firm without spending a fortune on IT.

1

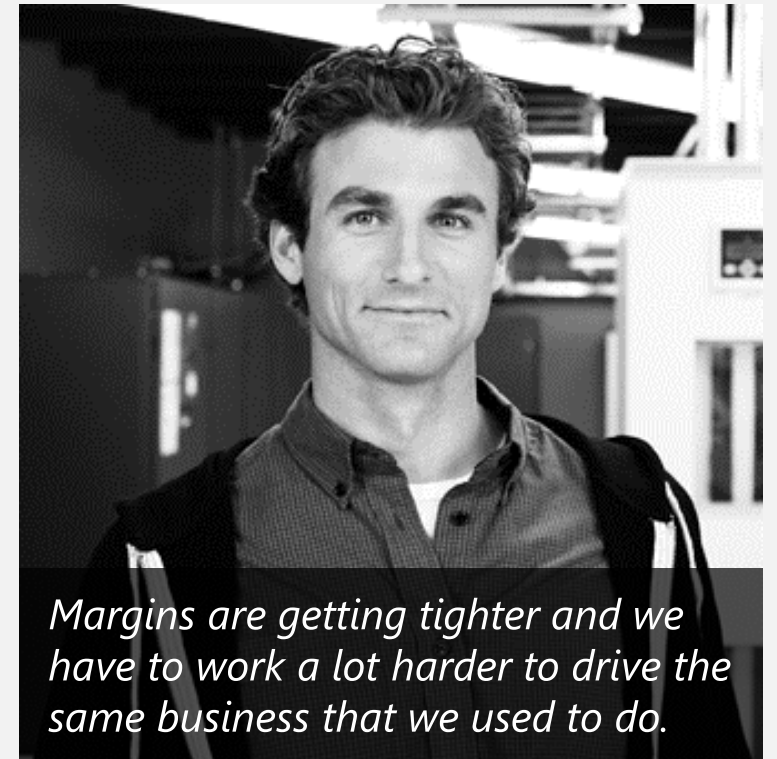
Get the most out of your cloud investment

2

Know that you're open for business—even if disaster strikes

3

Get the flexible data storage you need without spending a fortune



Margins are getting tighter and we have to work a lot harder to drive the same business that we used to do.

Three ways to stay ahead of the game



Business Anywhere

Give your lawyers the flexibility to work anywhere they need to be

Your lawyers want the freedom to work anywhere, on any device.

You need the peace of mind that your data is protected.

1

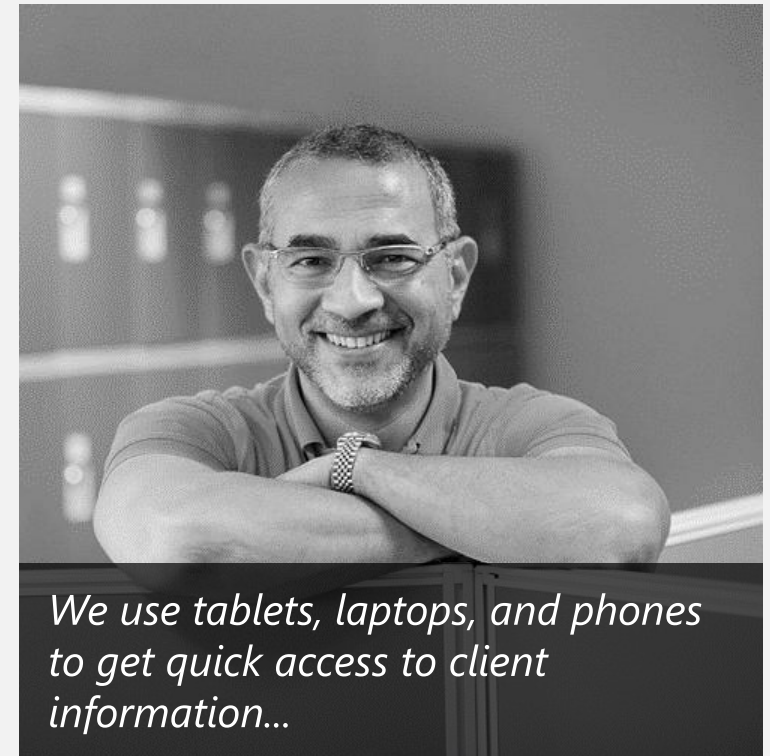
Empower lawyers to do business anywhere with a consistent experience across mobile PCs & devices

2

Enable easy remote access to legal applications with greater peace of mind

3

Respond more quickly to client needs and set your firm apart



We use tablets, laptops, and phones to get quick access to client information...

Your lawyers want the freedom to work across PCs and mobile devices

To be productive, your lawyers need a consistent work experience on whatever type of device they choose—PCs, tablets, laptops, convertibles...



You need: flexibility + consistency

Deliver flexibility and consistency across devices



Lawyers get a consistent, familiar experience almost anywhere they go—whether on a Windows 10 remote PC or mobile device.

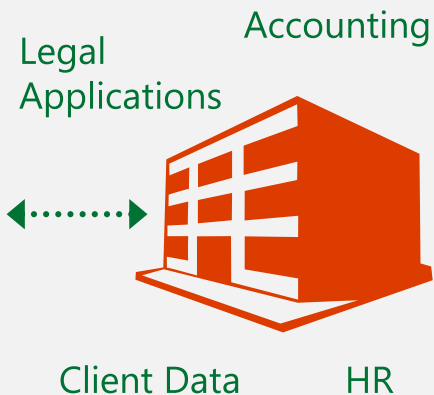
- ▶ Enable the flexibility to choose device type while offering a consistent experience, whether on a desktop, laptop, or tablet.
- ▶ Sign in with your i-worx Hosted Desktop account on any of your PCs and devices and you'll immediately get access to your legal applications and client data.

Your lawyers need to access on-site applications from remote locations

Remote PCs & Devices



On-Site Applications



They want access from remote PCs and mobile devices to legal applications.

You want to make sure your data is secure in light of:

- ▶ Risk of lost or stolen laptops.
- ▶ Use of personal devices at work.
- ▶ Lack of control over who can access what.

The challenge is to enable your lawyers to be productive anywhere, while maintaining the peace of mind that your data is protected.

Make remote access easy & keep data on-site

Remotely access applications while keeping company data on-site, where it is backed up and up-to-date.

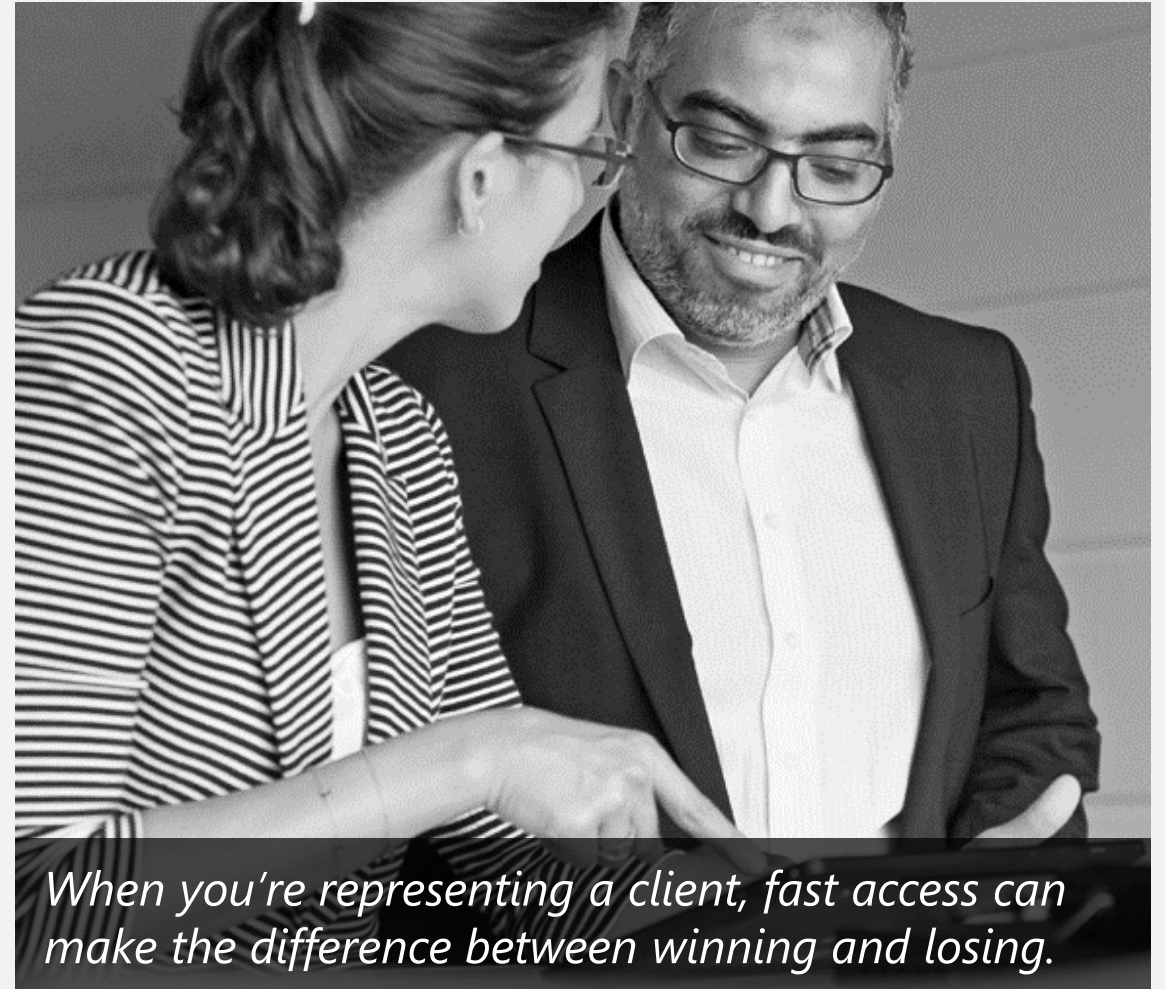
- ▶ Hosted Desktops enable easy remote access to legal applications and client information.
- ▶ Have the peace of mind that sensitive data is kept in secure Canadian data centres—not the laptop or device.



Client interactions don't wait

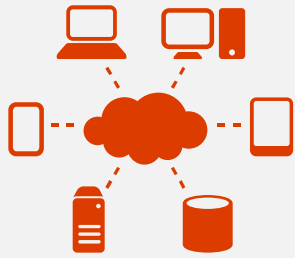
Fast, mobile access to information can be a major differentiator when representing your clients

Whether it's client information, access to court dates, your lawyers need to know they have access to the latest information — wherever they are.



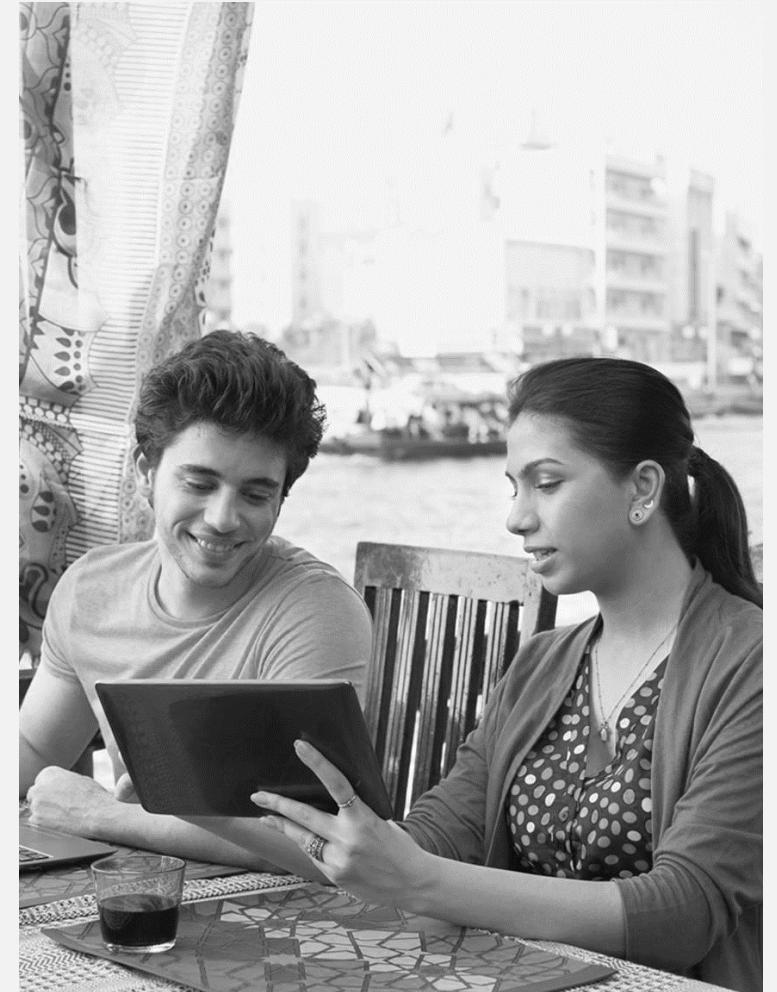
Take your Office with you

Office anywhere



Hosted Desktop's provide fast, mobile access to information—which can make all the difference when servicing clients

- ▶ With Hosted Desktops, you can use your familiar productivity tools nearly anywhere.
- ▶ Access your latest documents, whether on your PC or mobile device.
- ▶ Bring together the familiar Office and legal applications with cloud services like email and file sharing.



Three ways to stay ahead of the game



Tap Your Data Goldmine

Unlock the value of your data to generate new business

You're sitting on a goldmine of data.

The challenge is to put that data to work to help grow your firm.

1

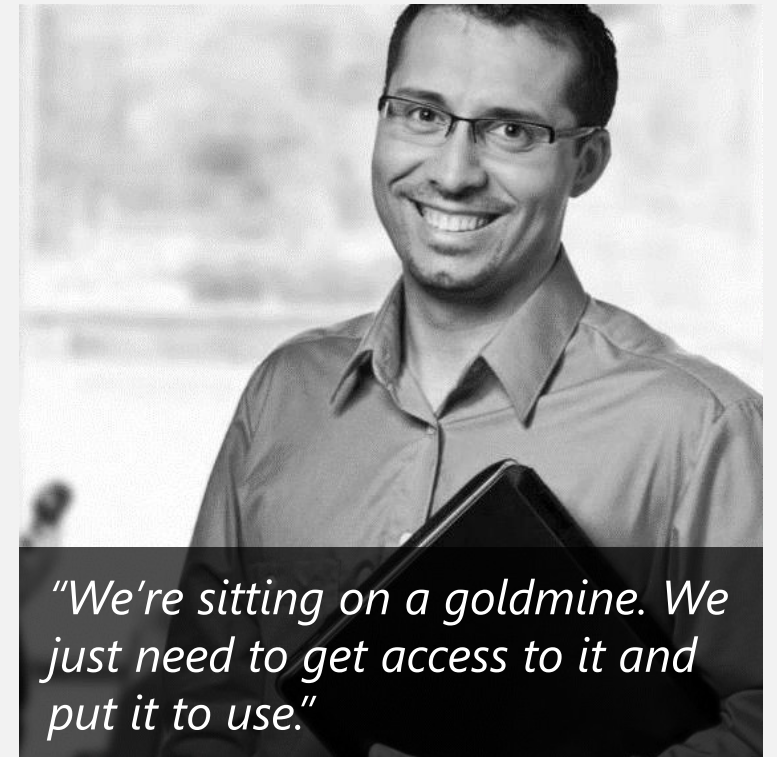
Use Microsoft Excel to easily find, combine, and explore multiple sources of data

2

Make data your differentiator, with easy dashboards, visualizations, and analysis using familiar Office tools

3

Share insights and work together around data to make faster, better-informed decisions



"We're sitting on a goldmine. We just need to get access to it and put it to use."



Making It Real

When Digby Leigh & Co. Engaged i-worx, They Got More Than Just an IT Upgrade—They Got a New Way of Doing Business

Digby Leigh & Co. had let its IT systems fall a little by the wayside. With a legacy infrastructure that included a really old email system, founding Partner Digby Leigh felt it was time for an upgrade.

The firm moved to the Cloud and deployed Hosted Desktops as a total office and communication platform.

"Being in the cloud, really enhances our productivity. We can remain in touch wherever and whenever we choose. Being accessible is vitally important to our clients and is one of the primary reasons our practice is growing thanks to the i-worx cloud."

Digby Leigh

Managing Partner, Digby Leigh & Company

27 employees
www.leighco.ca



Law Firm Avoids Disaster During Power Outage

A significant wind storm in December 2015 led to significant power outages in metro Vancouver and impacted many firms. The Law Offices of TS&H continued to operate, even after losing power.

The wind storm knocked out power to the firm's offices and the homes of many lawyers. But lawyers who weren't as severely affected and still had power at home logged on to their hosted desktops and continued to work.

"Had we not moved to hosted desktops when the wind storm struck, we would've lost many billable hours.

It's so reassuring to know that our data, email, legal and productivity applications reside on hosted desktops in data centres, allowing our lawyers to continue to work even in the event of a disaster. This provides us peace of mind."

Steve Haakonson

Managing Partner, Twining, Short & Haakonson.

13 employees
www.tshlaw.ca



Firm Grows Rapidly, Improves Decision Making and Collaboration with Cloud

The firm needed a way for lawyers to work with one another to get quick answers to client questions, engage with lawyers in remote locations, view calendars and share data. i-worx's Hosted Desktops helps Miller Titerle run lean, with no servers and no capital outlay for IT support, even with the firm's rapid growth.

"We've doubled our staff and we don't need to worry, because i-worx's Hosted Desktops are nimble and flexible. We can use our capital for things that will grow our firm, rather than incurring IT costs..."

i-worx's Hosted Desktops is so scalable it can keep up with the phenomenal growth we've had. We don't have to worry about expanding infrastructure; we just add users."

Natalie Foley

Director of Operations, Miller Titerle & Co.

30 employees
www.millertiterle.com





I-WORX CAN HELP YOUR LAW FIRM ACHIEVE MORE

Learn more and watch the video at www.i-worx.ca

Ready to get started www.i-worx.ca/contact-us

