



Compare Your System to Our Platinum

Part 2 of 3

Jim Hammond, President, RainMaker Software, Inc.

How well do the features of your current system compare to the features of RainMaker Platinum? Here is a check list to help you. My first comparison dealt with time and billing functionality, but this month we'll look at front-office modules and next month, part 3, will include reporting and profitability analysis.

Part 2 – Front Office Comparison

1. RainMaker's entire front-office suite is fully integrated with the Platinum Financial Management system. We provide an entire CRM module which allows firms to implement a centralized contact management system. Contacts may be profiled to include unlimited addresses, phone numbers or email addresses. Personal information such as hobbies, schools attended and complete in-bound and out-bound referral tracking may also be added to the profile.
2. Our Case Management system allows departments to track parties related to a case from corporate to litigation. Our case notes are tracked by user and provide time and date stamps. Need custom designed fields to track special information for your area of law? You can easily design as many as you want.
3. The Collections module will fully automate the collections process. You can use RainMaker's Collections Wizards to identify the business rules of your firm and automatically schedule collection activities, send email alerts and collection letters, or send emails to your clients.
4. Our Advance Conflicts program saves every search and the results for archival purposes. The system provides email alerts sent for conflict approvals, and will also allow you to check for terrorists by searching against the Treasury Department's OFAC SDN (Specifically Designated Nationals) list.
5. RainMaker's Docketing system provides an easy way to manage people, time and critical events. Users can quickly review activities, workloads and assignments with a click of the mouse. Attorneys can view scheduled events either in a RainMaker Calendar screen or directly in Microsoft® Outlook. Advanced users can set up area of law templates and court rules.
6. RainMaker provides the industry's only true bi-directional integration with Microsoft® Outlook/Exchange. Your attorneys and staff can enter docket or contact information directly into Microsoft® Outlook or through the RainMaker Calendar and the information is immediately synchronized. Allow your attorneys to download contact and docketing information to their PDA devices for mobile access.

7. The Marketing module allows firms to dynamically build and manage marketing mail lists. Special screens allow secretaries to add new contacts to lists based on security settings, and the advanced features allow the multiple lists to be merged while eliminating duplicates. Special filtering, for example, can build custom lists with contacts in a range of zip codes, by job title or contacts entered during a specific date range.
8. Our Marketing Projects module allows you to track invited contacts to an activity such as a seminar. Automatically send out email or mail merge letters, track RSVP responses, track follow up requirements and such custom items as 'paid' or 'dinner yes/no'.
9. RainMaker provides extensive Mail Merge capabilities throughout the suite. Need to mail merge litigation 'service lists' to all related parties and opposing counsel? No problem. Need to generate highly customized collection letters with complete billing and payment analysis, or provide an email list directly from a marketing mail list? You'll have these capabilities.
10. RainMaker offers a single, fully integrated system that is lightning fast, with over 20 modules to handle all your needs. We understand that client satisfaction is the ultimate goal.

More and more firms are either looking at RainMaker Platinum or have already chosen it to replace their current system. We provide a high value option for firms looking to make a switch. Next month we'll let you compare more capabilities.

About the Author

Jim Hammond, President, RainMaker Software, Inc., has more than 24 years of law firm software experience. RainMaker provides mid-large law firms with proven and practical financial management, practice management and business intelligence software. He can be reached at jhammond@rainmakerlegal.com.

RainMaker Software, Inc. provides proven, practical and progressive Financial and Practice Management systems designed to help mid-to-large sized law firms and legal departments effectively and profitably manage and grow their business. With more than 36 years of legal-specific development experience, RainMaker has consistently delivered stable and feature-rich, yet easy to use solutions.

For more information regarding RainMaker's products, interested parties can contact the sales department at 1.800.341.4012 x3413 or via email at legalinfo@rainmakerlegal.com.