



Four Ways RainMaker Saves IT Dollars

Reducing the Total Cost of Ownership

Jim Hammond, President, RainMaker Software, Inc.

1. Requires Less Servers and Licenses:

RainMaker has expended a great deal of effort to highly optimize the performance of our Platinum .NET products. We know our clients want to keep their IT costs under control and we provide them with this capability. Our major competitors have to live with older layered technology which requires multiple high-cost servers just to operate their products. Each of their servers require operating system software and, in most cases, multiple Microsoft® SQL Server licenses. The more servers employed, the higher the total cost of ownership. Why should a 100-200 attorney firm purchase and support 4-5 servers when 2 will easily handle their requirements?

2. Microsoft® .NET Technology Reduces IT Support:

RainMaker Platinum is the only system today which is written completely with Microsoft .NET Technology. Savvy IT departments are insisting on Microsoft .NET architecture, because it reduces the cost of system management, improves reliability and insures technology support. IT staff is tired of dealing with "DLL hell" and Windows® registry issues between applications. Our competitors have just dabbled in this technology, a few screens or modules, but their core systems are still based on 10 year old technology with very high costs of IT support.

3. Big Savings on 3rd Party Integrated Products:

A major IT expense and frustration faced by owners of competitive systems is the support of 3rd party products. If you want Business Intelligence you'll need BusinessObjects, for workflow you'll need Adobe® Workflow Server, Metastorm® or FloSuite. Need reporting? Get prepared for FRx®, FASR, or Crystal. Need collections? You'll need MiniSoft. Need conflict searching? You'll need Fulcrum™. Want great looking bills? You'll be implementing Whitehill. Do you want to implement Digital Dashboards? You'll have to purchase Microsoft SharePoint®. RainMaker Platinum .NET provides all these capabilities without purchasing and supporting 3rd party products. RainMaker built Graphic Bill Designer, a workflow engine and fully embed site licenses for all clients with no additional charge through ActiveReports .NET for reporting. RainMaker built world-class Collections Management software which requires no additional need for 3rd party products. Firms save money and frustration with RainMaker Platinum.

4. A Value Proposition with Superior Support:

At RainMaker, we compete with larger competitors by offering better value so your IT investment goes much further when investing with RainMaker. We provide a technically superior product with all the capabilities you'll need to meet your goals at a price that makes sense. High quality RainMaker products and superior support will save your firm money without sacrificing the capabilities needed to run your business.

About the Author

Jim Hammond, President of RainMaker Software Inc., has more than 24 years of law firm software experience. RainMaker provides mid-large law firms with proven, practical and progressive 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.