

**DW Reporting assists Sackers LLP in the design and implementation of their next generation business intelligence service.**

In late 2013, the management team at Sackers LLP realised that they needed to review their current business intelligence and financial reporting infrastructure against the changing needs of the business.

Until this point the team had developed a comprehensive portfolio of financial reports based on spreadsheets and proprietary software. David Leather, Director of Finance and Administration and administrator of these reports, identified a number of key challenges:-

- **Poor distribution** - the wider business team needed better accessibility to the relevant financial information.
- **Poor visualisation** - with the volume of data provided reports were often A3 in size with limited drill down capabilities.
- **Responsiveness** - current reporting was after month end, the business team wanted real time access to information.
- **Low autonomy** - the Finance team fields all questions about the report data and responded to ad-hoc business requests.

Realising they did not have the skills in-house, Sackers turned to DW Reporting, a specialist legal BI consultancy, to assist in the analysis and development of a flexible dashboard environment based on Microsoft's Business Intelligence Design Studio (BIDS). An increasing trend for the firm was the move from the traditional billable hour to alternative pricing structures. In response to this, David and the management team wanted better visibility into billing reports, the profitability of each matter and to develop a pricing tool to assist their partners in new opportunities.

**"We needed to improve the quality and accessibility of the existing system so more of the team can use the information provided more effectively and manage the business better."**

**David Leather, Sackers LLP**

**Sackers**

*London based Sackers is the UK's leading law firm for pension scheme trustees and sponsoring employers. They are a specialist practice working exclusively in the pensions industry.*

The initial phase of the project focussed on the development of a contribution dashboard, to keep track of special pricing arrangements, a lockup dashboard and interactive billing report.

From initial requirements gathering through to firm wide launch took less than two months to complete.

The DW Reporting consultants worked closely with David and key business managers to understand their requirements and ensure that the new dashboard would be adopted by all parts of the business.

A key challenge was building logic into the data model and visualisation that could facilitate monthly or quarterly reporting and analysis, to reflect the firm's different billing processes correctly.

DW Reporting's deep understanding of legal finance processing ensured a robust and flexible solution.

Being an existing Microsoft Enterprise licence user and using DW Reporting's consultancy services made the whole process very straightforward.

## Enterprise Law Firm Business Intelligence

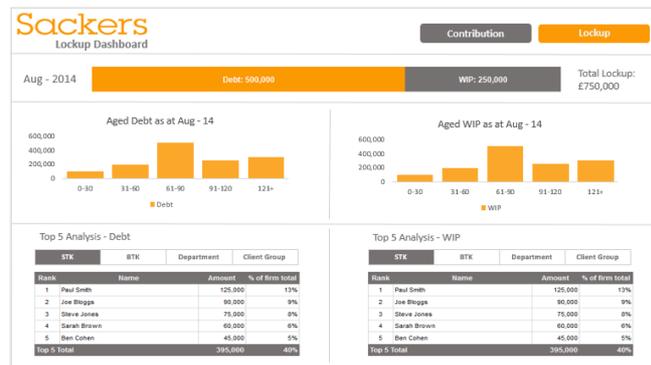
Sackers LLP



“There was no need to evaluate and purchase any new software and the fact that all of DW Reporting’s consultants have worked in a law firm environment meant that they were able to understand, deliver and explain to our fee earners the key benefits of the new system. Also, not having to explain how a law firm works meant that the project was highly efficient and cost effective.”

The new dashboard is now embedded within the organisation and Sackers are already seeing significant changes in how their fee earners react, interact and use the real time dashboard information to manage the business more effectively.

“DW Reporting’s presentation and visualisations skills are a key differentiator and they have been key to the wholesale adoption of the new dashboard platform firm wide.



Overall the project has been a great success and the firm plans to expand the use of the dashboard environment into new areas including;

- **HR** - appraisal, KPI and other metrics.
- **Budgets** – Business Services Expenditure.
- **Self Service** – End Users updating key business information directly.

“Moving forward we see a great opportunity in how Sackers uses business information to manage all parts of the business more effectively and DW Reporting will be instrumental in helping us achieve our business intelligence and strategy goals.”

### ABOUT DW REPORTING

Based in London, DW Reporting is an independent finance systems, business intelligence and reporting consultancy that specializes in reporting/management information solutions within the UK and international legal sector. With backgrounds working for international law firms our team of consultants are able to provide a unique blend of agnostic system and legal market expertise in a single service. Our extensive knowledge of the legal financial and management information landscape, ensures that we are able to advise, guide, assist and enable law firm teams in the successful delivery of business change and growth within increasingly complex business environments.

### ABOUT SACKERS LLP

Sacker & Partners LLP (Sackers) is a commercial law firm specialising in advising pension scheme trustees and employers. Widely viewed as leaders in the field, Sackers advises around 500 occupational pension schemes, including more of the UK’s top 200 pension funds than any other law firm.