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Kurzman, Karelsen & Frank Chooses Legal55 for Time Capture

Software helps increase completeness, accuracy, timeliness of timesheets

October 15, 2002 - Boston, MA - Kurzman, Karelsen & Frank LLP, a distinguished New York City-based law firm that traces its roots to the Civil War era, announced today their selection of eGlean, Inc's Legal55 software to increase time capture among billable attorneys. Legal55 tracks time spent on the computer, on the phone, and in impromptu meetings and records that time to the firm's existing time and billing system without the user needing to manually start or stop a clock.

"Detailed and accurate timesheets are part of Kurzman's dedication to the highest levels of customer service. In these times, clients are rightfully concerned about escalating legal bills, and are entitled to--and demand—a detailed accounting of the time spent on their matters. Legal 55 helps us provide this service," said managing partner Lee Unterman.

Legal55 automatically tracks activities on documents, emails and phone calls in the background and fills in the electronic timesheet. The professional doesn't have to record or remember when an activity was started or how much time was actually spent. Legal55 allows professionals to spend less time managing timekeeping or chasing down timesheets, and enables users to submit more complete and accurate bills to clients. It bridges the gap between billable hours and billing software and allows time entries to be exported to an accounting system at any time.

"Being selected by Kurzman validates our solution to the classic problem of tracking the 'knowledge work' time spent by professionals and attributing with accuracy to clients and projects," stated Ray Deck, CEO of eGlean, Inc. "Billable hours are the lifeblood of law firms – and most other service professionals. Slippage and lost hours are profits out of management's pockets, and Legal55 helped reduce that for attorneys using the software."

Time is Money

Legal55 dovetails with the existing workflow, leading to on-time, detailed, and complete timesheets. Accurately capturing the hours that billable professionals work in a day is crucial to managing profits. Legal55 addresses several potential sources of loss:

- **Under-reported billable hours:** Many employees will not count all of their hours, either through forgetting about certain activities or discounting items that "took longer than they should." Legal55 captures time and moves that "discount" factor to where it belongs – a billing decision, rather than on the timesheet.
- **Slippage:** Recording time spent after the fact means dealing with fuzzy memories. "How much time did I really spend on that? Who was that work for?" This lack of precision in timekeeping affects ability to accurately bill – and to compensate. Through tracking activities in real time, Legal55 allows more time to be tracked with accuracy, reducing the issue.
- **Detail:** Tracking time on slips of paper means they can be lost – and fuzzy memories filling in a time sheet can glide over the particulars of which activity was what. That detail is crucial for

helping clients understand their bills when they have questions, and for keeping them happy with the financial services rendered. Legal55 tracks time to the tenth of an hour on each meeting an individual has had.

- **Time spent on timekeeping:** Whether tracking time during each activity or racking memory after the fact, timekeeping itself can consume significant time that could be spent on value-added activities for clients. Legal55 automates the population of the timesheet, reducing its impact on workflow and productivity.

Legal55's easy fit into different work styles can also help speed adoption even by attorneys who are conservative in the use of new technologies. With zero additional work, counselors will have a detailed record of activities that they can assign to clients and matters to be the basis of time sheet entries.

About eGlean

eGlean, Inc, headquartered in Boston, Massachusetts and founded in 1999, is a rapidly-growing developer of customizable, Web-based time tracking solutions and health care risk prevention software for the capture and analysis of data. Legal55 (<http://www.Legal55.com/>) and Professional55 (<http://www.Professional55.com>), are eGlean's flagship products, offering reliable and accurate time recording for the accounting, professional services and legal industry. eGlean also offers Memberfocus (<http://www.memberfocus.com/>) an early-identification and patient profiling tool for health care organizations. eGlean offers high-quality software and their trained and experienced staff is committed to offering reliable, accurate and valued services to their clients. For more information about the highly respected software offered by eGlean, please call 617-423-0692 or visit the company's Web site at www.eglean.com.

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