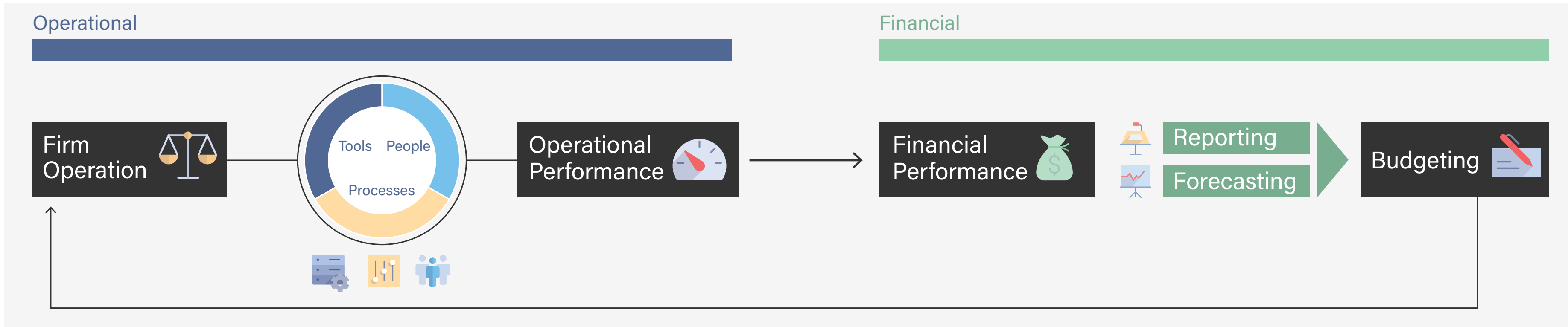


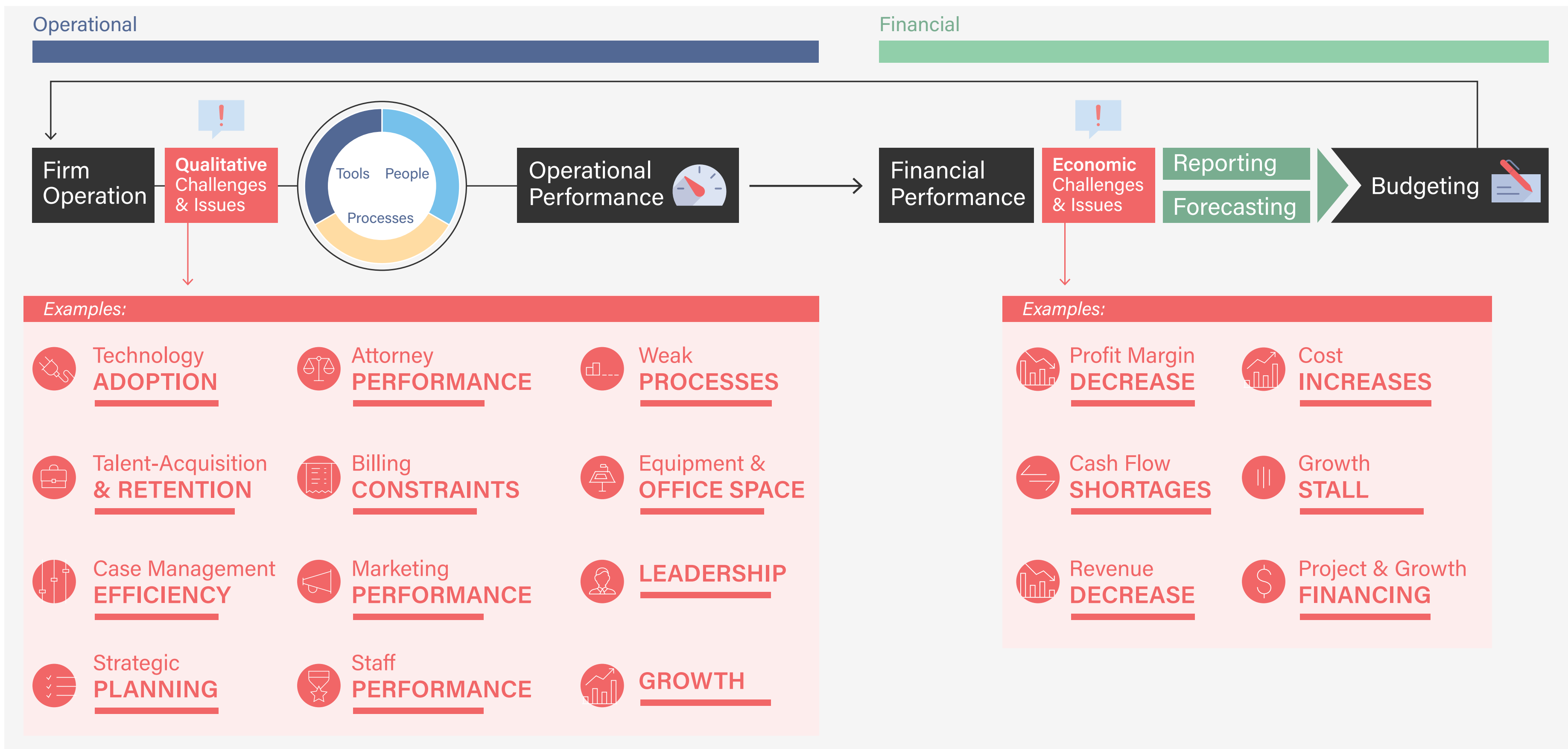
The Operational Cycle Of A Legal Business

Regular Cycle



A law firm's operations are carried out by its legal and non-legal staff (people) through processes with the help of tools. The operational performance of this structure ultimately determines the financial bottom line for the firm. The financial performance underlies the firm's reporting and revenue forecasting functions. With the help of this information, in turn, law firms can define budgets for the firm's operations in the next cycle.

Challenged Cycle



Law firms can run into problems when their operational cycle is challenged. Challenges can arise in the form of qualitative performance issues related to the firm's people, processes and tools. Depending on the severity of these challenges, they can eventually turn into economic/ financial problems.

