

PRACTICE 1
PRACTICE PROFITABILITY WITH MATTER LEVEL DETAIL

		Client	Revenue	Collected	TK PR	OH Cost /	Payroll Cost	Overhead	Net Profit			
		Hours		Rate/Avg.		Hr.			Before AR	AR WO		
TK	Billed	Credit		Rate	Cost/Hr.		\$	Cost \$	WO/Reserve	Reserve (1)	Net Profit	% Profit
Partner 2	P2	1,800	650,000	361.11	131.50	91.62	236,705	164,921	248,374	1,500	246,874	37.98%
Sub-total		1,800	650,000	361.11	131.50	91.62	236,705	164,921	248,374	1,500	246,874	37.98%
Associate 4	A4	1,950	440,000	225.64	64.40	59.93	125,580	116,854	197,566	1,200	196,366	44.63%
Sub-total		1,950	440,000	225.64	64.40	59.93	125,580	116,854	197,566	1,200	196,366	44.63%
Paralegal 1	PL1	1,513	160,000	105.75	47.27	21.90	71,524	33,128	55,349	1,900	53,449	33.41%
Sub-total		1,513	160,000	105.75	47.27	21.90	71,524	33,128	55,349	1,900	53,449	33.41%
Total		5,263	1,250,000	237.51	82.43	59.83	433,809	314,903	501,288	4,600	496,688	39.74%

CLIENT 1 - MATTER LEVEL PROFITABILITY

		Client	Revenue	Collected	TK PR	OH Cost /	Payroll Cost	Overhead	Net Profit			
		Hours		Rate/Avg.		Hr.			Before AR	AR WO		
TK	Billed	Credit		Rate	Cost/Hr.		\$	Cost \$	WO/Reserve	Reserve (1)	Net Profit	% Profit
Matter 1	P2	216	71,500	331.02	131.50	91.62	28,405	19,791	23,305	165	23,140	32.36%
	A4	195	35,200	180.51	64.40	59.93	12,558	11,685	10,957	96	10,861	30.85%
	PL1	121	11,200	92.53	47.27	21.90	5,722	2,650	2,828	133	2,695	24.06%
Sub-total		532	117,900	221.60	87.75	64.14	46,685	34,126	37,089	394	36,695	31.12%
Matter 2	P2	216	58,500	270.83	131.50	91.62	28,405	19,791	10,305	135	10,170	17.38%
	A4	156	30,800	197.44	64.40	59.93	10,046	9,348	11,405	84	11,321	36.76%
	PL1	106	9,600	90.64	47.27	21.90	5,007	2,319	2,274	114	2,160	22.50%
		478	98,900	206.94	90.93	65.82	43,458	31,458	23,984	333	23,651	23.91%
Client Total		1,010	216,800	214.66	89.25	64.94	90,142	65,584	61,074	727	60,347	27.84%

PRACTICE 1

CLIENT 2 - MATTER LEVEL PROFITABILITY

	Client		Collected			Payroll Cost		Overhead		Net Profit		
	Hours	Revenue	Rate/Avg.	TK PR	OH Cost /	Payroll Cost	Overhead	Before AR	AR WO	Net Profit	% Profit	
	TK	Billed	Credit	Rate	Cost/Hr.	Hr.	\$	Cost \$	WO/Reserve			Reserve (1)
Matter 1	P2	234	91,000	388.89	131.50	91.62	30,772	21,440	38,789	210	38,579	42.39%
	A4	293	70,400	240.68	64.40	59.93	18,837	17,528	34,035	192	33,843	48.07%
	PL1	227	25,600	112.80	47.27	21.90	10,729	4,969	9,902	304	9,598	37.49%
Sub-total		753	187,000	248.19	80.08	58.31	60,337	43,937	82,726	706	82,020	43.86%
Matter 2	P2	450	169,000	375.56	131.50	91.62	59,176	41,230	68,593	390	68,203	40.36%
	A4	332	79,200	238.91	64.40	59.93	21,349	19,865	37,986	216	37,770	47.69%
	PL1	303	32,000	105.75	47.27	21.90	14,305	6,626	11,070	380	10,690	33.41%
		1,084	280,200	258.46	87.47	62.47	94,830	67,721	117,649	986	116,663	41.64%
Client Total		1,838	467,200	254.25	84.44	60.76	155,167	111,658	200,375	1,692	198,683	42.53%

CLIENT 3 - MATTER LEVEL PROFITABILITY

	Client		Collected			Payroll Cost		Overhead		Net Profit		
	Hours	Revenue	Rate/Avg.	TK PR	OH Cost /	Payroll Cost	Overhead	Before AR	AR WO	Net Profit	% Profit	
	TK	Billed	Credit	Rate	Cost/Hr.	Hr.	\$	Cost \$	WO/Reserve			Reserve (1)
Matter 1	P2	306	117,000	382.35	131.50	91.62	40,240	28,037	48,724	270	48,454	41.41%
	A4	488	110,000	225.64	64.40	59.93	31,395	29,214	49,391	300	49,091	44.63%
	PL1	303	30,400	100.46	47.27	21.90	14,305	6,626	9,470	361	9,109	29.96%
Sub-total		1,096	257,400	234.83	78.40	58.28	85,940	63,876	107,585	931	106,654	41.43%
Matter 2	P2	378	143,000	378.31	131.50	91.62	49,708	34,633	58,658	330	58,328	40.79%
	A4	488	114,400	234.67	64.40	59.93	31,395	29,214	53,791	312	53,479	46.75%
	PL1	454	51,200	112.80	47.27	21.90	21,457	9,938	19,805	608	19,197	37.49%
		1,319	308,600	233.89	77.73	55.92	102,560	73,785	132,254	1,250	131,004	42.45%
Client Total		2,416	566,000	234.32	78.04	56.99	188,500	137,661	239,839	2,181	237,658	41.99%
OA Total		5,263	1,250,000	237.51	82.43	59.83	433,809	314,903	501,288	4,600	496,688	39.74%