

PRACTICE 2

PRACTICE 2 - CLIENT/MATTER LEVEL PROFITABILITY - TIMEKEEPER SORT

		<u>TK</u>	Client Hours	Revenue Credit	Collected Rate/Avg.	TK PR Cost/Hr.	OH Cost / Hr.	Payroll Cost \$	Overhead Cost \$	Net Profit Before AR	AR WO Reserve (1)	Net Profit	% Profit
Client 1	Matter 1	A6	215	34,000	158.14	58.14	55.85	12,500	12,008	9,492	80	9,412	27.68%
Client 1	Matter 2	A6	172	29,750	172.97	58.14	55.85	10,000	9,606	10,144	70	10,074	33.86%
Client 2	Matter 1	A6	323	68,000	210.85	58.14	55.85	18,750	18,012	31,238	160	31,078	45.70%
Client 2	Matter 2	A6	366	76,500	209.30	58.14	55.85	21,250	20,414	34,837	180	34,657	45.30%
Client 3	Matter 1	A6	538	106,250	197.67	58.14	55.85	31,250	30,020	44,980	250	44,730	42.10%
Client 3	Matter 2	A6	538	110,500	205.58	58.14	55.85	31,250	30,020	49,230	260	48,970	44.32%
Sub-total			2,150	425,000	197.67	58.14	55.85	124,999	120,080	179,922	1,000	178,922	42.10%
Client 1	Matter 1	P3	204	52,250	256.13	97.22	106.14	19,833	21,653	10,764	220	10,544	20.18%
Client 1	Matter 2	P3	204	42,750	209.56	97.22	106.14	19,833	21,653	1,264	180	1,084	2.54%
Client 2	Matter 1	P3	221	66,500	300.90	97.22	106.14	21,486	23,457	21,557	280	21,277	32.00%
Client 2	Matter 2	P3	425	123,500	290.59	97.22	106.14	41,319	45,110	37,071	520	36,551	29.60%
Client 3	Matter 1	P3	289	85,500	295.85	97.22	106.14	28,097	30,675	26,728	360	26,368	30.84%
Client 3	Matter 2	P3	357	104,500	292.72	97.22	106.14	34,708	37,892	31,899	440	31,459	30.10%
Sub-total			1,700	475,000	279.41	97.22	106.14	165,278	180,440	129,282	2,000	127,282	26.80%
			3,850	900,000	233.77	75.40	78.06	290,276	300,520	309,204	3,000	306,204	34.02%