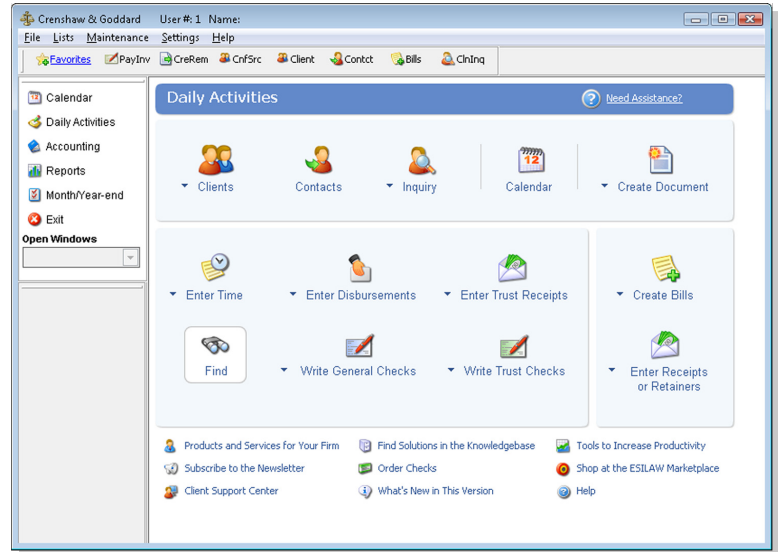


ESILAW Partner Program

Law Firm Practice Management Software Used by More Than 15,000 Legal Professionals!

ESI has been providing practice management software to legal professionals under the ESILAW brand for more than 25 years. With our exclusive partner program you can **become a partner, generate more revenue, and promote your company, products and services** within the ESILAW brand.



Great Reasons to Partner with Us!

- ➔ Strengthen your position in the legal vertical by adding practice management, the core software application used by law firms and legal professionals, to your product line.
- ➔ Increase your revenues and earn residual income through our exclusive dealer incentive, volume rebate, and ESICare renewal bonus programs.
- ➔ Increase brand awareness of your company with value-added advertising in ESILAW.
- ➔ Hassle free - we provide a turnkey solution to help you succeed including customer and dealer support and training, frequent software updates, on-line ordering, and more.
- ➔ **A proven solution** in use by more than 15,000 legal professionals and currently the backend of some of the world's largest legal software providers.

Partner with Us and Increase Your Revenues!

Call us today to find out how your company can benefit from the ESILAW partner program and how you can quickly and easily become an ESILAW partner. You can reach our Channel Manager at 1.888.663.4545, 1.604.990.1779, or sales@esilaw.com, Monday to Friday, 8AM to 5PM, PST.

Strengthening Your Position in the Legal Vertical!

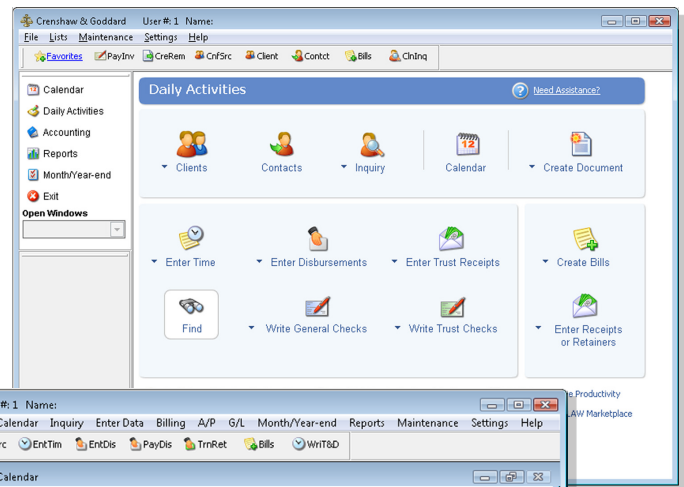
Software Features

Below is a list of the core features offered in ESILAW. For a more detailed list visit <http://www.esilaw.com/tour/featurelist.htm>.

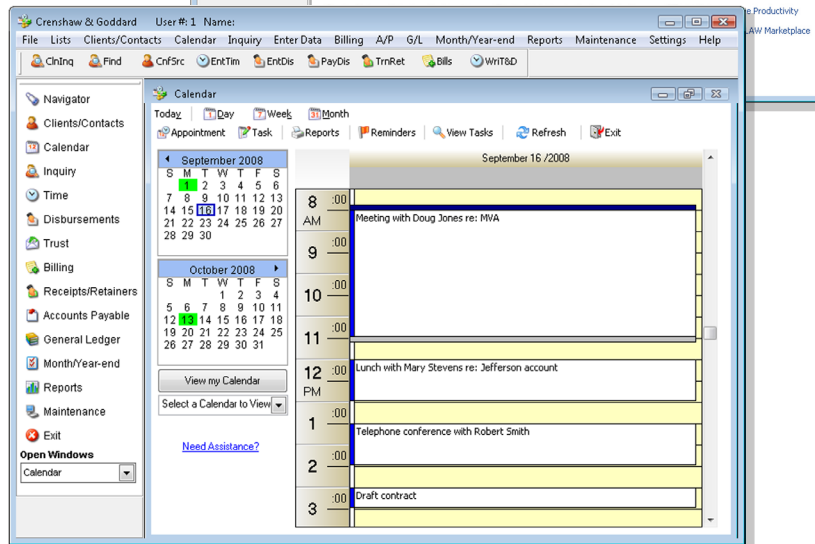
- Client and matter management
- Contact management
- Shared calendaring
- E-mail management
- Document management
- Time and expense tracking
- Billing - single, multi, split, task-based and electronic
- Payment tracking and accounts receivable
- Accounts payable
- Check writing
- Retainer management
- Trust accounting
- Firm reporting
- Productivity and profitability reporting
- General ledger and financial reporting
- Drilldown or export reports to PDF and Excel
- Banking, month-end and year-end processing
- Multi-user
- Closed file management
- Data import/export

“Quite simply, ESI understands how law offices work.”

Beechinor, Baker, & Hall



“Great system to use, idiot proof.”
Madden, Sirman, & Cowle



Strengthening Your Position in the Legal Vertical!

Frequently Asked Questions

- Partner Program -

What is practice management software?

Practice management software is the core application used to manage a law firm. It includes calendaring, client and contact management, e-mail management, document management, time and expense tracking, billing, accounting, and other related features.

What are the advantages of being a partner?

ESILAW partners can advertise their products and services within ESILAW using up to 8 customizable URLs that display on the main navigation menus. Customer retention for legal accounting and practice management software is typically long term, so your company, products and services will be in front of your customers all day, every day, for years to come. In addition to partner discounts, incentives, and repeat sales this added value will help you sell more of your own products and services.

*Co-branding is only available after the first five sales are completed.

Are there any set up costs or on-going maintenance costs?

No.

Who is responsible for marketing of the software?

The partner. However, we market our products throughout North America using standard advertising mediums such as the web and legal publications in order to increase brand awareness. We also provide marketing support and sales lead to our partners to help increase their sales.

Do you provide sales training to partner sales staff?

Yes. We can train you or your staff in a live, on-line session.

How long will it take to learn the software before I am able to sell it to my customers?

You should budget approximately 2 to 4 hours to learn the basics of the software and to understand the core features offered to end-users. Most sales can be completed with a basic understanding of the core features outlined on the feature list and partner supported is provided, if assistance is needed.

How is ESILAW licensed?

ESILAW is licensed by user. Pricing is based on the first user and additional users.

Strengthening Your Position in the Legal Vertical!

Frequently Asked Questions

- Partner Program -

What is the suggested retail price (MSRP) of the product?

The MSRP is \$349 for the first user and \$249 for additional users.

What discount do I receive on licenses and support that I purchase for my customer?

ESI partners receive a 30% discount on software and a 20% discount on ESICare support and update plans.

What dealer incentives are there beyond the standard discounts?

ESI offers volume rebates based on licenses sold as well as recurring income to partners for ESICare maintenance plans, based on predetermined sales targets.

What payment options do you accept for license purchases?

VISA, MasterCard or American Express. Checks are also accepted, but software is not shipped until payment has been received. The recommended payment option is credit card.

Are terms available?

Terms are available only after 6 months of purchase history with a minimum purchase of 50 licenses over the 6 month period.

How are orders processed or filled and how long does it take to process an order?

Orders received via fax or through the partner website are processed within 48 business hours and shipped directly to the customer on your behalf.

How long does it take for my customer to receive the software?

Typically no more than 7 business days in North America. Customers can also download the trial and activate it the same day as activation keys can be sent via e-mail once an order is processed.

What operating systems are supported?

All currently supported Microsoft Windows operating systems.

Strengthening Your Position in the Legal Vertical!

Frequently Asked Questions

- Partner Program -

Is the software network-ready?

Yes. The software can be installed as a stand-alone application, in a peer-to-peer environment, or in a client/server environment supporting up to 100 concurrent end-users.

Is a demo CD or web-based demo available?

Yes. Demo CDs are available as well as downloadable web-based demos and trials.

Who handles technical support for end-users?

ESI. Customers who subscribe to an ESICare plan or purchase pay-as-you-go support can call a toll free number for support, Monday through Friday, 8AM to 4:30PM, PST.

How often are software updates released?

Updates are released approximately four to five times per year.

Do you offer training to partners on the software?

Yes. ESI offers training services for it's partners to cover basic salesmanship. In-depth accounting training is also available at regular training rates should you wish to become a certified installer or trainer.

Do you offer training to customers of your partners?

Yes. ESI offers training services via the web or through a certified partner (in territories where partners are available) at standard training rates. Certified partners however may elect to provide training services as part of their service offerings.

Is the software difficult to install?

No. We offer one of the simplest installations for both stand-alone and network installations.

What tools are available for customers or partners to learn the software?

A demo version with Follow Me Help and an integrated help file is available to walk you and your customers through the basics of ESILAW. In addition, ESI provides both customers and partners with an on-line knowledgebase.

Strengthening Your Position in the Legal Vertical!

Frequently Asked Questions

- Partner Program -

Is exclusivity available?

No.

Can the software be customized?

Yes. Customization is available at standard developer hourly rates, which are supplied upon request.

How long does it take to get started?

Once your application has been received and processed, we can have you up and running in 10 business days or less. Additional time may be required to train your staff and assist you with general questions, such as ordering, shipping policies, and support procedures.

Strengthening Your Position in the Legal Vertical!

Testimonials

“ESILAW’s accounting integrity, robust toolset, and superior reporting capabilities far outweigh what the competition offers.”

Louis Picco & Associates

“The hallmark of ESILAW is its intuitive interface and overall ease of use. It provides all the accounting, audit and reporting tools necessary to properly manage a law firm and meet the accounting standards required of lawyers. More importantly however, it makes our business more efficient and profitable by reducing staff overhead and maximizing each person’s productivity. Integration of tools such as ESI’s Timetracker on each workstation has given us much more complete and accurate time recording while at the same time making the timekeeping process simpler and easier. Similarly, ESILAW’s billing lets us quickly convert those hours into billed receivables in a timely way. Quite simply, ESI understands how law offices work.”

Beechinor, Baker, & Hall

“We have been with ESI for many years and I would like you to know that your program updates keep getting better and better. Also, your support staff have been fabulous in regards to solving problems.”

Furlong Chodola Reynolds

“Just wanted you to know that I love the upgrades. There are many little features that I am enjoying. Keep up the good work.”

Muir Sinclair

“Great system to use, idiot proof.”

Madden, Sirman, & Cowle

Strengthening Your Position in the Legal Vertical!

Partner Application

- Partner Program -

Company Information

Contact name: _____ Position: _____
Address: _____
City: _____ Country: _____
State/province: _____ Zip/postal: _____
Phone: _____ Fax: _____
E-mail: _____ Website: _____

Company Details

Number of employees: _____ Years in business: _____ Years in legal vertical: _____
Company principles: _____
Employee certifications: _____
Supported products/platforms: _____

Business Focus

Software: _____	% of business: _____
Hardware: _____	% of business: _____
Consulting: _____	% of business: _____
Training: _____	% of business: _____
Accounting: _____	% of business: _____
Other: _____	% of business: _____

Geographic Areas Supported

References

Company name: _____ Phone : _____
Company name: _____ Phone : _____

Signature: _____ Date : _____

Please **fax completed applications to 1.604.990.1789** to the attention of the Channel Manager.

Strengthening Your Position in the Legal Vertical!

It's Easy to Get Started

- Partner Program -

Step 1 - Submit your partner application

Submit a Partner Application via fax to 1.604.990.1789. Allow up to 72 hours to review and process your application.

Step 2 - Speak to a representative and fax us your completed contract

A representative will contact you to discuss your application and answer any questions you might have. They will also provide you with a partner contract, which you must review and sign. Fax the contract to 1.604.990.1789 or e-mail it to sales@esilaw.com upon completion.

Step 3 - Schedule an introduction and Q&A session

Once the contract is received by us, a representative will contact you to schedule an introduction and Q&A session to answer any questions you may have.

Step 4 - Introduction to the partner center

After sales training is completed we'll provide you with a login to the ESI partner center. The partner center includes the latest news, product brochures, and more.

You're Ready to Go!

Once you've completed the above, you're ready to start selling. If you require sales, order processing, or additional assistance at any time, simply contact your assigned territory manager toll free at 1.888.663.4545.

Remember - we're here to help you succeed!

Strengthening Your Position in the Legal Vertical!

Company History

ESILAW (pronounced easy-law), began in 1983 in order to help lawyers automate their practices and maximize productivity. Humbly servicing a few lawyers at first, ESILAW has grown through word of mouth into the company that it is today.

ESILAW, our flagship product, is a proven time, billing, accounting and practice management software solution in use in thousands of law firms. Powerful, flexible, and easy-to-use, it provides the key features law firms need to run their businesses efficiently. From calendaring to client management, to time and disbursement entry, right through to the billing process, ESILAW is a complete law firm management solution.

"In use by more than 15,000 legal professionals."

Today ESILAW services over 15,000 legal professionals under the ESILAW brand. In addition, thousands of other legal professionals use our software under other brand names. Our head office is located in Vancouver, British Columbia.

Your Partner in Growth and Development

The business climate demands that you continually change and innovate your processes, thinking, and product or service offerings to remain competitive and instill growth in your company. Partnering with ESI can help you take a step in the right direction as ESILAW is a proven solution, in use by thousands of practicing legal professionals.

Contact Information

For more information on our partner programs contact the Channel Manager at 1.888.663.4545 or 1.604.990.1779.

Hours of Operation: Monday to Friday, 8AM to 4:30PM, PST

Toll Free: 1.888.663.4545

International: 1.604.990.1779

Fax: 1.604.990.1789

E-mail: sales@esilaw.com

Strengthening Your Position in the Legal Vertical!