



**Equitrac. Building your bottom line for three decades.**

Equitrac is the world leader and most trusted name in intelligent cost recovery and print management solutions. We're home to the industry's best-funded R&D program, preferred partnerships with leading equipment manufacturers and the largest team of cost recovery experts in the world. In the majority of AMLAW 200 firms, at Fortune Global 100 corporations, on the world's leading college campuses, and in government agencies across the globe, you'll find Equitrac solutions at work helping recover costs, reduce waste, increase returns and get maximum efficiency out of every printer, copier and multifunction device.

With worldwide service and support consistent with our position as the legal profession's dominant provider of cost recovery solutions, Equitrac can help you wherever your firm is located now and wherever you plan to expand in the future.

**Discover the Equitrac Advantage**

- Integration with most legal software – including all major time and billing systems
- Generating more revenue for more law firms than any one else in our industry
- Relied on by the world's largest law firms
- Engineering, marketing and supporting our own technology
- Industry's largest and best funded research and development program, including our Innovation Center where 100 technology professionals are focused on your needs and future
- Largest international network for sales, service and support
- Vendor-neutral technologies that work with every device, analog or digital, from every manufacturer
- Embedded in digital copiers and MFPs for over five years
- Standards-based solutions supporting Microsoft®, Citrix® and Novell® technologies and services
- Extending value of your existing investments
- CostDiscovery™ consulting from the world's largest team of cost recovery experts



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**Build a Complete Solution with Equitrac**

**Enterprise-wide cost recovery and expense management**

- Software-based capture, costing and reporting of all client-related expenses including: copy, print, scan, fax, phone, research, courier and catering
- Scalable architecture that accommodates future technological & workflow changes
- Global support for multi-national deployments

**New generation of embedded cost recovery solutions**

- Embedded terminal solutions for every major office equipment manufacturer
- Integration with traditional terminals to support mixed vendor and legacy equipment

**Integrated Tracking and Cost Recovery for every printer**

- Rules-based local and network printing
- Network print routing
- Follow-You Printing® with Secure Document Release
- Flexible charge splitting and first set free options
- Configurable DMS integration for matter centric tracking and pop-up suppression

**Extensive cost recovery and print management reporting**

- Over 100 cost recovery web reports available
- Summary, detailed and total activity reports by network user and device
- Report event scheduling
- Automatic reporting and distribution
- Personalized and standard templates
- Remote report access

**Integrates with current technology**

- Seamless integration with specific legal software – including all major time and billing systems
- CITRIX® and Novell® compatible
- MSDE and Microsoft® SQL database support

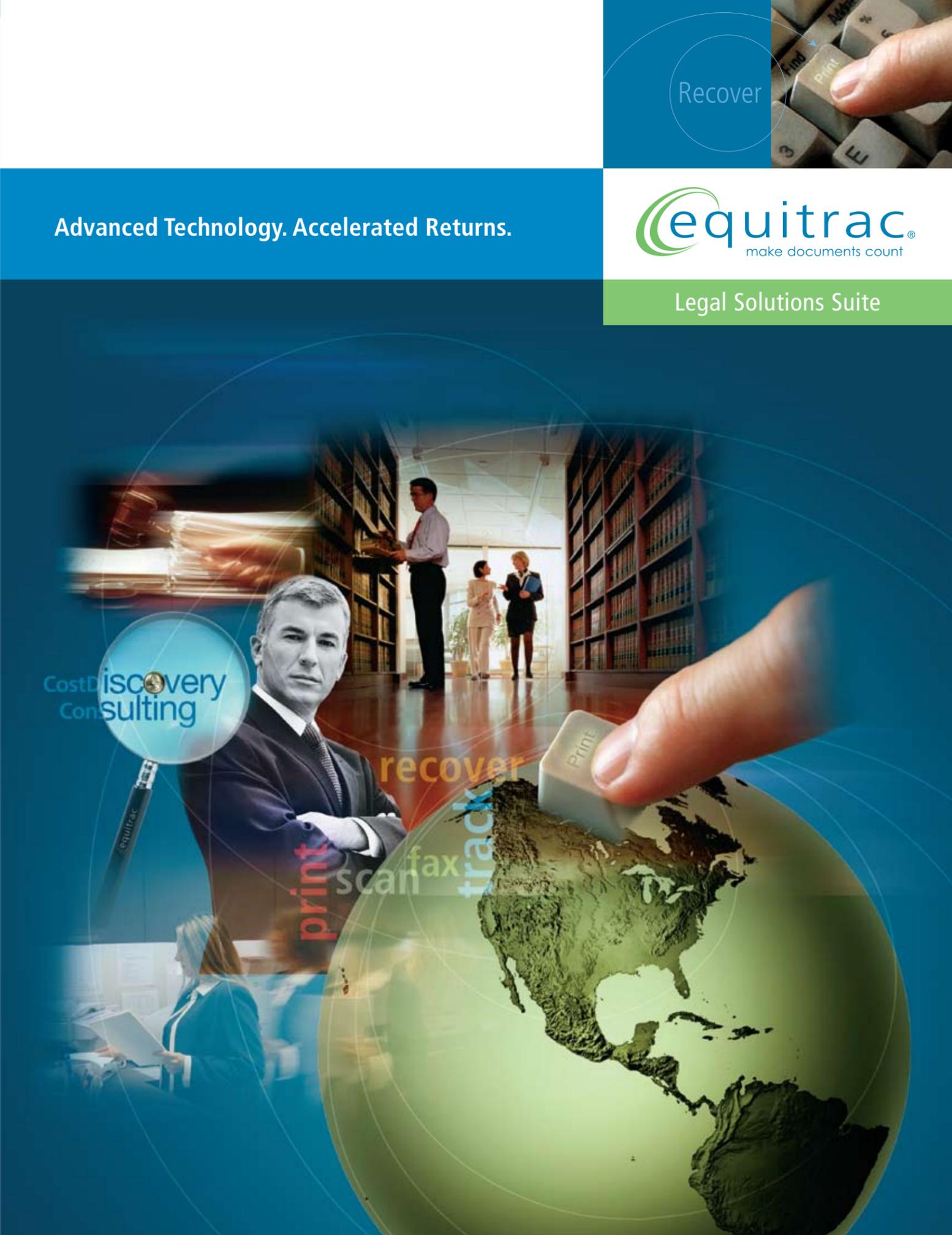
**Call Accounting with VoIP Integration**

- Identifies, prices and records every call for improved cost recovery and expense management
- Integrates with PBX, key and VoIP based telephone systems to capture detailed information on all phone system usage
- Automatic exception notification with fully integrated web based editing for call accounting and other disbursements

**Advanced Technology. Accelerated Returns.**



**Legal Solutions Suite**



A trusted partner for three decades



**To our current and future customers and partners:**

When we started our company in 1977, law firm technology consisted of telephones, typewriters, three-minute-per-page fax machines and a remarkable invention that made a black-and-white copy of any document placed on its glass. Cost recovery in those days was a manual and error-prone process. Billable document expenses routinely eluded capture, coming instead out of firms' hard-earned fees.

Our founders listened to you and created an innovative copy counting technology that literally bolted onto Xerox machines, answering your profession's need for effortless and accurate document accounting. Equitrac's pioneering cost recovery solution gained widespread peer support and quickly became an industry best-practice.

By continuing to listen to you and understanding your needs, Equitrac today remains the dominant worldwide provider of cost recovery solutions for the legal profession. That's because as new digital technology improves the practice of law and redefines the very concept of a document, Equitrac has continued to provide the only source of consistent, reliable and proven cost recovery technology. Our newest solution, resulting from an unprecedented collaborative effort with all major printer manufacturers, delivers exactly what you've asked for: protection against obsolescence, flexibility to work with whatever systems you own today and freedom to choose whichever ones you'll want tomorrow.

You spoke and we responded. Only Equitrac would take that approach to meeting your changing needs. Because only Equitrac can.

Michael Rich  
CEO

**Beginning** with our pioneering copy counting solution, Equitrac® innovations have helped law firms profit from technologies that improve client service.



Tracking and recovering document-related expenses used to be a time-consuming and error-prone manual process. Equitrac introduced the speed and accuracy of automation.

## The world around you is changing – your cost recovery solution needs to keep pace

**As digital** printing and scanning replace copying, many of the documents your firm produces are going untracked and unbilled — costing you up to \$5,000 per attorney per year in otherwise reimbursable client expenses.\*

In fact, three out of four law firms that routinely track and bill for paper copies aren't doing the same with their digital documents. Many are also failing to capture and charge for the use of color, different paper stock or other billable document features. And while some firms have tried to direct more output to efficient networked printers, they inadvertently create productivity-draining lines and tie-ups.

As a result, the typical AMLAW 200 firm loses more than \$2 million per year in unbilled scans and prints,\* spends far more than they realize maintaining unnecessary personal printers, and wastes countless billable hours when attorneys and support staff wait for documents to print. The larger your firm, the greater your cost.

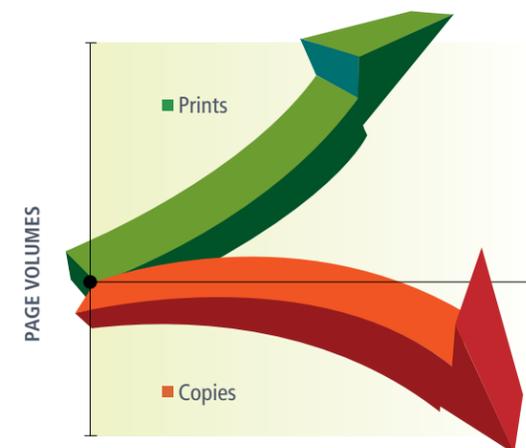
It doesn't have to be this way.

\* Source: ALL Associates Group, 2005.



With a technological reputation rivaling Silicon Valley, Canada's Waterloo Region is home of the Equitrac Innovation Center. Here, our 100-member team has responded to your needs by producing the industry's first vendor-neutral cost recovery platform.

As volume printing of PC-generated documents and online research replaces copying, law firms can count on Equitrac for a revolutionary new approach to cost recovery.



Growth of printing and email also show decline of copying and drop in recovery rates.

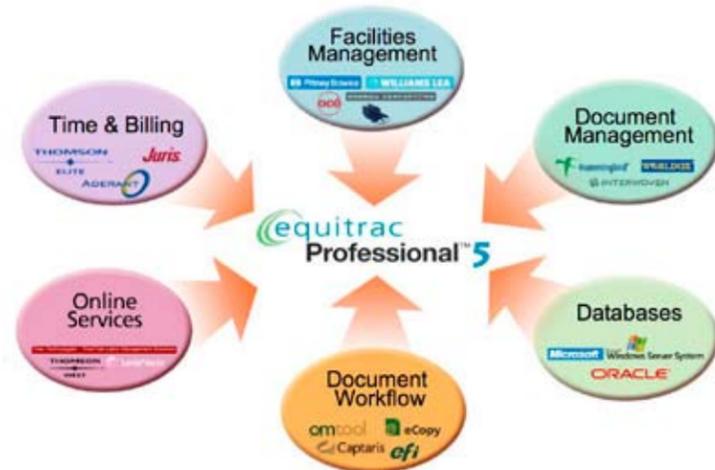


## A solution engineered to meet your changing requirements

**Introducing** the newest generation Equitrac Legal Solutions Suite — built on Equitrac Professional 5, the industry's most modern network services-based cost recovery and print management technology.

The result of significant co-development projects with major equipment manufacturers working with us in the Equitrac Innovation Center, the Equitrac Legal Solutions Suite provides the flexibility and freedom of the first truly vendor-neutral cost recovery platform.

Available as both device-embedded and terminal-based software, the Equitrac Legal Solutions suite works with every manufacturer's printer, copier and multifunction device, all major document management systems and the legal profession's favorite time and billing software. Which means you can capture, allocate and accurately bill for any document output to any device, anywhere in your firm, without changing the way your attorneys work.



Equitrac works closely with the manufacturers of equipment and systems the legal profession depends on most. For example Equitrac already provides the best-selling eCopy Connector and the most widely interfaced solution to Elite. Together with the world's leading technology companies we're creating the vendor-neutral cost-recovery solutions that will meet your needs for years to come.



**Only Equitrac** technology integrates into heterogeneous network and application environments to let you choose the systems that work best for you, decide when or whether to buy new printers, and extend the return on equipment you already own. Where others' solutions cobbled together from third party components can require expensive new terminals you may soon abandon, Equitrac's fully engineered, industry-standard, technology delivers a cost-effective bridge to the future.

None of this should come as any surprise. No other cost recovery provider has the same depth of vendor relationships, shared customer experiences or the years of successful collaboration that it takes to learn your industry and meet your needs.

### Track and recover all billable costs

Capture and charge for every copy, fax, print or scan — any document output to any device anywhere in the firm. And increase the accurate billing of client-related phone calls and other disbursements. All without changing the way you work.

### Best of both worlds

Access document tracking capabilities through the control panel of today's newest devices. Or use Equitrac's ergonomic terminals to put matter-centric cost recovery at your fingertips — and extend the return on your equipment investment.

### Get maximum value from your printing fleet

Make more informed decisions and put the right printer in the right place with new insight gained through real-time information and comprehensive reports.

### Document security simplified

Equitrac Follow-You Printing® with Secure Document Release protects client confidentiality by keeping documents in a secure print queue until users identify themselves at the printer.

### Enjoy the ultimate freedom of choice

Where others limit your options, Equitrac expands them. Industry standard Equitrac technology supports and integrates with the office equipment from every major manufacturer.



## Rapid returns enabled by best-in-class technology

**The newest** generation Equitrac Legal Solutions Suite speeds your discovery and recovery of billable expenses. Just as important, Equitrac gives you the insight to save time, simplify workflow, eliminate waste and free your attorneys and support staff to devote more hours to billable activities.

### Easy, accurate and automatic cost recovery

Providing more ways to assure users enter correct billing codes, Equitrac software virtually automates the charging of documents to clients and matters. Integration with your existing document management system provides effortless, error-free, coding for every document output from any computer to any printer, local or networked. Easy-to-use search, scan and recall features lets users quickly find account codes. Web-based exception editing allows on-the-fly assignment of billing codes from any PC. Delivery of document charges directly into time and billing systems increases charge-back speed and accuracy.

### Increased security, confidentiality and compliance

Compatible with all printers, Equitrac Follow-You Printing with Secure Document Release helps protect client confidentiality and satisfy regulatory privacy requirements. Documents no longer sit exposed and unclaimed in remote output trays. Instead, print jobs are routed through a secure server and only released when users authenticate themselves at the printer. Wasteful, unnecessary, output can be reduced by automatically deleting unprinted, expired, documents from the queue.



### The marketing power of color

Now that in-house color has become competitive with outside printing, you can afford to give all your new client presentations and handouts the impact and persuasiveness of color. Equitrac software makes it easy to restrict color output to approved purposes and to charge clients for the use of color on high-impact trial exhibits.



### Simplified, more reliable, IT

Equitrac Legal Solutions centralize equipment administration and control, improving service levels, minimizing IT resource requirements and reducing demand on help desks. Pro-active fault detection and timely error notification help you resolve issues before they become problems. Multi-vendor support and simplified IP-based networking deliver a more modern and reliable print management environment.

### A better environment

By helping to reduce unnecessary output and eliminate wasteful personal desktop printers, Equitrac reduces consumption of natural resources, the volume of non-recyclable materials that end up in landfills and the oil consumed to make them. Just as important, you can pursue the same environmental objectives as your clients.



More than tracking documents, the Equitrac Legal Solutions Suite also supports increased recovery of client-related expenses such as research, communications, couriers and catering.



### Complete call tracking

Part of a complete legal cost recovery solution, Equitrac Call Accounting integrates with PBX, key and VoIP-based telephone systems to capture, identify and price all reimbursable calls. Client billing codes can be entered during dialing or after the call. Automatic notification can alert users immediately or in daily email when they have placed calls needing billing codes. Web-based exception editing makes cost allocation quick and easy.

### CostDiscovery<sup>SM</sup> consulting

Document cost recovery is a complex specialization with huge bottom-line impact. Only Equitrac CostDiscovery services combine the latest technologies with the industry's best practices to identify your hidden costs, reveal leakages, plug gaps and improve processes throughout your firm.



Equitrac Follow-You Printing<sup>®</sup> increases mobility and productivity by freeing professional and support staff to output documents at any printer where they can enter a user ID, or swipe a card. With no more waiting in line or standing guard to catch private documents before they print, your staff makes better use of billable time.

