

Corporate Focus

A Corporate Focus Success Story

Blank Rome Comisky & McCauley LLP



ABOUT BLANK ROME

Fifty-five years ago, a phone call and a handshake formed the partnership of Blank and Rudenko. This small entrepreneurial firm of business lawyers evolved into Blank Rome Comisky & McCauley LLP, a full-service national law firm of nearly 400 attorneys still entrepreneurial in its approach to providing legal consulting services.

CUSTOMER CHALLENGE

From its inception many years ago, Blank Rome Comisky & McCauley LLP, now one of the nation's largest law firms, has always focused on delivering the best possible service to its clients. By 2001, the corporate entity and ownership tracking system the firm implemented using its in-house programmers in the early 1990's needed replacement. It no longer delivered all the capabilities the firm believed it should be able to deliver to its clients which range from new businesses to Fortune 100 corporations.

Blank Rome determined that the new system would need to handle a wide variety of entity information tracking for the firm's existing 5,000 plus entities. The system would have to provide easy to use standardized procedures to help the firm's staff work efficiently. It was also very important that the system facilitate firm-wide sharing of information using web browser technology. The days of calling a legal assistant or paralegal to answer a question are quickly ending. With so many people, a number of offices and so many entities looking for data, a paperless way of sharing entity information was required. As Blank Rome has a practice of making continuing investments in technology each year to anticipate and meet its leading edge clients' needs, it wanted the capability to deliver a client extranet solution that would enable clients to access their own information with ease and minimal cost to the clients.

TWO STEP SOLUTION

To meet these needs, after reviewing the market place, including consideration of having its own programmers develop a solution, Blank Rome turned to Two Step Software to provide and implement a new entity information management system using Corporate Focus and Corporate Focus Connect. Two Step's consulting group converted all of Blank Rome's existing data to Corporate Focus and helped the firm determine how to best use the new system for existing and new data. Two Step's training group provided detailed product training so that the firm's paralegals could get up and running quickly. Then, with the implementation of a firm-wide license of the web browser module, Corporate Focus Connect, Two Step helped Blank Rome



create a way to share client information securely throughout its organization. Optimal information sharing will help the firm reduce charges that would be passed on to clients and improve the delivery of legal services. Soon, Blank Rome will also use Corporate Focus Connect to provide clients with access to entity and ownership information through the firm's extranet. This is a service that several of Blank Rome's clients are now requesting.

BLANK ROME TESTIMONIAL

"As a firm that had previously implemented its own corporate entity and ownership tracking system using our in-house programmers, when it became time to upgrade, we understood what kind of system would work well for our clients and for our firm. When we saw Corporate Focus, we immediately understood what the product could do for us, both in terms of saving us time and cost and in improving service to our wide range of clients. Two Step Software worked with us the whole way to ensure we made a smooth transition from our old system to the new one, always being responsive and very professional."

**Robert "Bob" Wert, Executive Director
Blank Rome Comisky & McCauley LLP**

For more information about Corporate Focus and how to create your own success, call Two Step Software at: 800-252-2454 or email: sales@twostep.com.

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