



**iManage**

Making knowledge work

iManage Work 10

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**The clear choice for  
the next generation**

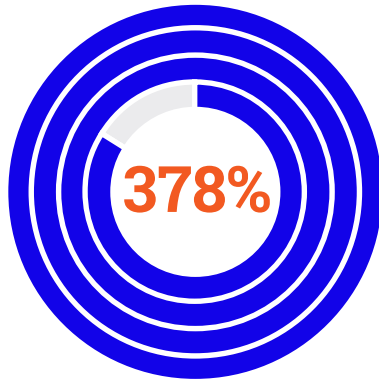


Increasing competition in the post-pandemic business environment remains a challenge for law firms, who face global trends that include economic uncertainty, rising client expectations, growing acceptance of cloud technology, and a talent crisis that seems likely to eclipse all other issues in the coming year. Traditional law firms are adopting leaner processes to stay in the game.





Return on investment with iManage



## Economic uncertainty

Expenses for law firms grew dramatically in 2021, due to a hiring surge and increased compensation. These and other economic trends continue to drive costs up in 2022.

## Proven business value

iManage Work 10 is an intelligent email and document management system that transforms the information in business content and communications into knowledge.

iManage commissioned Forrester Consulting to conduct a study on iManage customers to measure the return on investment from deploying iManage Work. Through their aggregated responses, Forrester's results clearly identified and quantified the business value that iManage delivers for end users and their organizations.

These outcomes demonstrate how a modern approach to email and document management helps organizations meet profitability challenges, as well as talent retention, and client satisfaction goals.



[READ THE REPORT >](#)

## About iManage™

iManage is the company dedicated to Making Knowledge Work™. Its intelligent, cloud-enabled, secure knowledge work platform enables organizations to uncover and activate the knowledge that exists inside their business content and communications. Advanced artificial intelligence and powerful document and email management create connections across data, systems, and people while leveraging the context of organizational content to fuel deep insights, informed business decisions, and collaboration.

Underpinned by best-of-breed security and sophisticated workflows and governance approaches, iManage has earned its place as the industry standard by continually innovating to solve complex professional challenges and enabling better business outcomes for over one million professionals across 65+ countries.



**<6 months**

Investment payback



**240 hours**

Hours saved annually by each user



**\$324,534**

Value of cost avoidance from retiring the legacy document management solution



**\$4M**

End-user productivity improvement from faster search and upload



**\$60,379**

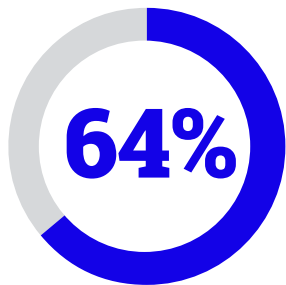
Value of IT productivity improvement from simplified secure external document exchange



99% of security failures in the cloud will be the customer's fault, through 2025 – Gartner



90% of the organizations that fail to control public cloud use will inappropriately share sensitive data – Gartner



64% of law firm leaders cited "insufficient leveraging of technology" as a medium-to-high risk factor for profitability

## Cloud technologies

Security concerns often lead firms to delay migration of data to the cloud, but widespread use of cloud-based applications is a reality in every firm. Regardless of your cloud posture, the safest way forward is with policies that govern access and technologies that anticipate and address security vulnerabilities.

## Security, reliability, performance

With iManage Work 10 in the Cloud, knowledge workers can collaborate and be productive anywhere, on any device, safely and securely. iManage Cloud delivers security, reliability, and agile performance while reducing cost and complexity.

- Comprehensive cloud security built on Zero Trust architecture affords the strongest possible protection of your vital information.
- Services are highly scalable and extensible to match your business requirements for greater agility.
- The cost and complexity of managing on-premises systems is greatly reduced in the cloud.
- Work 10 is engineered to deliver a better, faster, user experience in the iManage Cloud.

We know our customers work every day to earn and keep your clients' trust. We do the same when you entrust your valuable client data and knowledge assets to the iManage Cloud.

## How iManage helps you make knowledge work

iManage is dedicated to making knowledge work by enabling organizations to uncover and activate the knowledge that exists inside their business content and communications.

We're committed to helping you and your business make knowledge work in four core ways:



### Create

Find and create value inside your organization and activate your expertise.



### Collaborate

Connect and share safely anywhere and eliminate friction to make faster, better decisions.



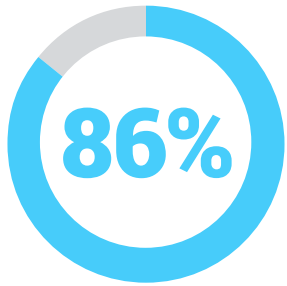
### Protect

Manage and protect the IP under your care by embedding governance security into your workflows.

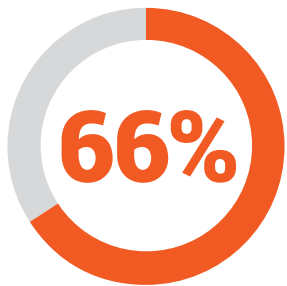


### Innovate

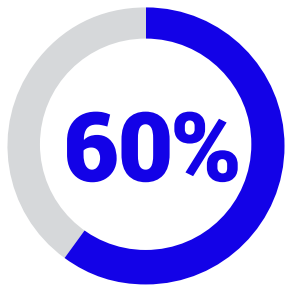
Innovate with confidence in our ecosystem of partners and integrations.



ranked “Downward pressure on fees from clients” as a **High or Medium risk to profitability** in a recent Thomson Reuters survey



of law firm business leaders plan **greater use of technology** for objectives other than cutting costs



ranked “**Provide value to clients**” as the #1 reason to use advanced technologies

## New client expectations

To satisfy clients in this new business landscape, firms must reduce time required to complete tasks so that lawyers can spend that time on **activities that clients value**. The document, email, and collaboration capabilities required to make operations more efficient extend well beyond what worked in the past.

## Better business outcomes

iManage Work 10 helps you activate the knowledge and expertise in your firm to bring greater value to clients.

- Highly accessible technology with built-in version control and intuitive content upload facilitates the secure handling of sensitive and high-value content.
- Intelligent search surfaces the information lawyers need, making content sharing and collaboration easy and secure.
- Policy-based rules for access management protect legal professionals and their firms while keeping an audit trail for every document in the system.
- Enhanced security and productivity means lawyers can deliver higher value work for clients.

Firms that face today’s challenges by investing in technologies that enhance productivity and promote client value will reap the ongoing competitive benefits that this unique opportunity provides.

## iMANAGE WORK: A TRUSTED PLATFORM

1m+

active users worldwide

240

hours saved per user searching for documents (Forrester, 2020)

78%

of Global 100 law firms use iManage

37%

of the Fortune 100 use iManage



In 2021, associate compensation increased 11.3% overall, and more than 15% for Am Law 100 firms



**60%** of respondents in a recent survey said they would consider leaving their firm for a better work-life balance

## The talent crisis

Growing competition for talent is raising the stakes of hiring and retaining employees. How law firms respond may determine their ability to end the year as profitably as it began.

## The technology opportunity

iManage Work 10 enables law firms to address the challenge of hiring and retaining talent by providing a more modern, higher-quality work experience.

- The intuitive interface has built-in security so employees work efficiently while remaining secure.
- A matter-centric experience with access to content from anywhere in the world ensures employees have visibility to all the information required to make effective decisions.
- Intelligent search gives both new lawyers and seasoned professionals fast, easy access to the knowledge and information they need.
- Seamless integration with email and Teams empowers employees to work and collaborate securely and effectively within document management.
- Intelligent folder structure and automated email filing reduces daily tasks to help meet increased demand amidst a labor shortage.
- Access across devices with easy mobility enhances the firm's ability to hire and retain talent in a tight employment market.



**"iManage Work 10 in the Cloud has really improved performance and system stability, and access to information has been improved a thousand percent."**

– **Kathleen Hogan**, Senior Director, Knowledge and Data Insights, McCarthy Tétrault

**"iManage isn't just for large enterprises. It's an affordable platform that means we can collaborate better, simplify governance and compliance, and give the right people the right level of visibility to make sure we're working in the best possible way."**

– **Jason Winton**, Partner, Thirsk Winton

**"Our users praised the iManage Work 10 experience for its efficient and intuitive way to search, access, share, collaborate and manage content and communications regardless of device or location. We anticipate this will have a positive impact on firm productivity, efficiency and consequently, on client experience."**

– **Patrick Robinson**, Partner, Linklaters

# Unlock the value in your business content

For organizations that run on knowledge, iManage Work 10 activates expertise to create value through modern document and email management, transforming the information locked in business content and communications into knowledge assets with powerful automation, intelligent search, and greater transparency.

## Business continuity ensured

Yours can be the firm that beats the trends. Invigorate your productivity and profitability with:

- More streamlined workflows
- Tight integration with the tools you use every day
- Microsoft Azure-enhanced global security
- Advanced data governance
- Seamless collaboration

Empower your legal professionals to deliver better business outcomes in better time with iManage Work 10.

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After a rigorous selection process, the iManage platform emerged as the clear choice for the next generation of Eversheds Sutherland’s document and email management capabilities. iManage delivers the innovation, agility, and advanced user experience to equip our international team of 4,300 people to work more efficiently with our clients.”

—

**WILL JENKINS**, IT Director,  
Eversheds Sutherland

## Trusted by...

 **Tanenbaum Keale LLP**  
A Litigation Boutique Serving Global Companies

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**C H A N C E**

 **H·P·B**  
HUFF POWELL BAILEY

**Gilchrist**Connell  


## Related products

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[iManage Security Policy Manager](#)

[iManage Threat Manager](#)

[iManage Closing Folders](#)