

## FSLI releases “InSight” a revolutionary financial management analysis tool for law firms

Annapolis, MD (July 19th, 2004) – Foundation Software Laboratories Inc. (fslipartner.com), a leader in Financial Management Software for the Legal and Professional Services industries, announced today the commercial availability of **InSight**, an innovative approach to Financial Management Inquiry systems. **InSight** is a real-time management tool that allows firm management personnel to examine critical financial statistics at multiple levels of either detail or summarization including firm, office, department, attorney, client, and matter. Drill-down functionality in every category provides the lowest level of transaction detail. With **InSight**, administrators have real-time access to valuable information pertaining to work in process, open accounts receivable, time worked, billings, collections and adjustments. **InSight** provides powerful access to firm financial data in an easy to understand format and directly accessible, with firm designated security, from an attorney’s workstation.

“It doesn’t make good business sense to wait until month end to uncover areas of concern. **InSight** provides our customers with the business intelligence tools to analyze firm trends and to identify potential problem areas such as under recorded time or delinquent AR on a daily basis. When combined with FSLI’s Automated Event Notification system “**Enlighten**” that proactively notifies management when any firm set criteria is met in any reporting category, **InSight** provides realtime business awareness. Knowledge is power; **InSight** provides that knowledge and facilitates more informed, timelier decisions.”

- Denise Wikman, Vice President, Sales & Marketing for FSLI.

“As profitability margins on many legal services continue to diminish, **InSight** helps firms recognize their most profitable clients, departments and attorneys. Most law firm consultants agree that in an increasingly competitive market place, careful management of the firm’s cash flow and business practices is necessary to ensure the continued success of the practice. **InSight** provides the information to make this analysis available and easy to understand.

- Carl Mack, President/CEO

**InSight** is provided as a **no charge enhancement** to all FSLI PD Partner customers. Built on Microsoft’s® .net framework, **InSight** again demonstrates FSLI’s commitment to Microsoft’s next generation software development platform.

### About Foundation Software Laboratories. Inc.

FSLI is a developer and marketer of innovative financial and practice management software for medium-to-large size law firms. Since 1981, FSLI has been helping law firms reduce costs and increase profitability by improving the efficiency of their accounting practices. FSLI has kept pace with technology, creating five complete generations of product over its history. Version 10 of PD Partner runs on the Microsoft® Windows/SQL platform. With deployments ranging from 8 to over 1700 timekeepers, FSLI offers significant benefits to any size firm. FSLI, a privately held company, is headquartered in Annapolis, MD.

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