



Company Info

Ropes & Gray is a global law firm, with 11 offices located in the United States, Asia and Europe. The firm has more than 1,200 lawyers and professionals worldwide, and its clients include corporations and financial institutions, government agencies, universities, and health care organization.

ROPES & GRAY

Project

Ropes & Gray uses CCH Tagetik for budgeting, planning and disclosure management.

Quote

"We took a manual, cumbersome planning process that used to take an FTE month to complete and shortened it down to weeks. And that just in our first planning cycle following the implementation. We expect the next phases of implementation will shorten that cycle even more. Ultimately, our system is flexible and more streamlined. We're confident that the data coming out of CCH Tagetik is accurate. CCH Tagetik was flexible enough to capture our nuanced way of planning and so for that alone I would absolutely recommend CCH Tagetik to others."

ESCAPING FROM LEGACY SYSTEMS AND EXCELL HELL: ROPES & GRAY RESHAPED THEIR BUDGETING AND PLANNING PROCESS WITH CCH TAGETIK

How were you managing your budgeting and planning process before CCH Tagetik?

"Before CCH Tagetik, we used Clarity for our overhead planning. We had three key pain points using that system. First, we didn't have the flexibility in report building that we needed. Second, we couldn't drill through data to better understand our results. Third, we completed revenue and cost of service planning entirely in Excel. That was the most significant pain; it was a manual and very time-intensive process. Just to build those models every year, it took a full FTE's worth of work."

What are the main challenges that you face in managing your financial processes?

"At Ropes & Gray, we have a very unique way of planning, maybe even unique to other law firms. We really have to start by understanding the attorney FTE that we have, our lawyers drive billable hours and, therefore, revenue. Any revenue planning that Ropes & Gray does starts with understanding that attorney population. Ultimately, we want to aggregate that population into various buckets and use those to apply demand or activity assumptions."

What set CCH Tagetik apart from other vendors?

"CCH Tagetik meets our unique planning model's needs. The system is very flexible. It allows us to build our plan on a per-lawyer basis and then apply demand on activity assumptions to various cuts of that population. While went through a series of demonstrations from an array of vendors, CCH Tagetik recreated our models in those demos. This gave us confidence that we could take our nuanced way of planning and apply it in CCH Tagetik, above other competitive systems."

How does CCH Tagetik benefit you and your team?

"With CCH Tagetik's, we now have a streamlined, automated, more accurate and flexible revenue model. We're no longer managing models in Excel, as we did before. CCH Tagetik has made the process shorter, and we have more confidence in our outputs. By far, that's been the biggest win for our team."

BEN SNIETKA
Senior Financial Analyst

Watch the video interview:

<https://www.tagetik.com/en/resources/videos/video?vid=nuanced-way-of-planning>