



How Firm-Wide Collaboration Can Address Legal Industry Challenges

Introhive’s AI-powered Client Intelligence Platform automates the capture and enrichment of client data, and unlocks complete visibility into your firm’s relationship network. With valuable insights into these relationships, Introhive enables your firm to drive collaboration, identify new business and cross-selling opportunities, and deliver the collective knowledge and expertise of your firm to clients.

LEADING LEGAL FIRMS PARTNER WITH INTROHIVE TO:

Uncover a complete record of contacts, companies, activities, and relationships.

Augment and streamline client data quality management to maintain an accurate and up-to-date source of client data.

Inform trusted advisors with deep insight related to their contacts and accounts directly within their workflow.

Collaborate across your firm, uniting teams around shared relationships to strategically plan how to win or expand services.

Align as ‘One Firm’ and weave relationship and engagement data into every business decision to identify risks and opportunities.

INTROHIVE & LEGAL FIRMS

Top 50

Introhive works with 40% of the top 50 legal firms

Top 20

Introhive works with 40% of the top legal firms

94% Retention

Introhive maintains 94% retention among legal clients

“Activators, who frequently introduce clients to other colleagues in their firms—generate, on average, 32% more revenue for their firms”

[HBR.org](https://www.hbr.org)

TRUSTED BY THE WORLD’S MOST INNOVATIVE LEGAL FIRMS



FASKEN

FENWICK



Hogan Lovells

WILSON SONSINI



Cooley



MOST LEGAL FIRMS COMMON USE CASES INTROHIVE HELPS SOLVE:

1

Breaking Down Silos Through Collaboration

Collaboration among legal professionals from different disciplines and practice areas is essential for fostering client relationships, generating revenue, and improving operational efficiencies. Gain firm-wide visibility into your relationships, including interactions and network connections, to facilitate a consistent client experience.

2

Drive Business Development & Client Retention

With a holistic and comprehensive view of client relationships that exist across your legal firm, you can operationalize your client relationship capital to generate warm introductions, drive cross-sell opportunities, foster collaboration, and ensure a consistent client experience.

3

Transform The Value of Your CRM

Firms consistently face CRM challenges like low adoption, manual data entry, fragmented client information, and limited relationship visibility. These challenges are further heightened through mergers & acquisitions, lateral hires, and CRM migrations. Introhive resolves these issues by automatically centralizing contacts, companies, activities, and relationships.

4

Address Data Quality Issues

Contact data decays at a rate of 70% per year, leading to ineffective marketing and eroding trust firm-wide. Enhance your firm's key contact and company records with up-to-date data, streamline maintenance, reclaim resources, and boost the effectiveness of business development and marketing efforts.

VOTED A TOP PLATFORM BY END USERS



YOUR DATA PRIVACY AND SECURITY IS OUR TOP PRIORITY



www.introhive.com

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THE TOTAL ECONOMIC IMPACT™ OF INTROHIVE'S CUSTOMER INTELLIGENCE PLATFORM

Summary
of Benefits

<6 month
Payback period

495%
Return on
Investment



Net-new opportunity
revenue rises by
36% to 82%



Cross - selling
rate improves by
10% to 30%



Revenue - generating
professional productivity
+2.5%



Non - revenue
generating professional
productivity
+7.5%

Download
full report



Ready to tap into the
power of your
relationship capital?

[Book a Consultation](#)

Your Path to One Firm Starts Here.