

govCIO OUTLOOK

April - 2017

GOVCIOOUTLOOK.COM

Top 10 Government Contracting Technology Solution Providers 2017

Contracts are at the core of how organizations transact business with each other. Despite the gravity and importance, contracts are often managed in physical file cabinets or spreadsheets with a few key terms and dates noted for their traceability. This could lead to a host of problems from contracts misfiled to loss of knowledge about contracts when the person in charge leaves the organization. These could lead to costly, unintended renewals. The complexity grows manifold in case an organization needs to deal with thousands of contracts, which is a common aspect with government agencies.

In wake of contract management complexity and the risks that manual processes pose, organizations are eagerly implementing contract management systems. Apparently replacing primitive methods that incur delayed responses, human errors, inefficient search techniques and hectic tasks of managing mountainous amounts of records, new-age

technology systems automate contract management processes right from drafting through expiration and every other operation in between.

Accompanying the increase in demand, a host of contract management systems have entered the market. Hundreds of contract management solutions now exist on the market; all trying to offer unique services that distinguish them from the masses while ensuring every need of contract manager is met.

To help enterprises select the best vendors that are at the forefront of offering promising solutions, Government CIO Outlook presents the “Top 10 Government Contracting Technology Solution Providers-2017.”

A distinguished panel comprising of CEOs, CIOs and analysts, along with the Government CIO Outlook’s editorial board reviewed and shortlisted the top companies at the forefront of alleviating contract management challenges for enterprises.

LEGAL FILES SOFTWARE

recognized by **govCIO**
OUTLOOK magazine as

TOP 10
Government Contracting
Technology Solution Providers-2017

An annual listing of 10 companies that are at the forefront of providing government contracting technology solutions and impacting the marketplace

Company:

Legal Files Software

Description:

Develops case and matter management software applications for the legal industry

Key Person:

John Kanoski
CEO

Website:

legalfiles.com

Legal Files Software

Perfecting the Art of Legal Case and Matter Management

As a provider of government legal case and contract management software, Legal Files Software, Inc. offers the configuration capabilities of an expensive custom-built solution with the reasonable cost of a commercial, off-the-shelf product. Formally incorporated in 1990 in Illinois, the company has grown to become an international developer and provider of case and office management software for enterprise legal and law department matter management, litigation support, document assembly and integrated collaboration, communication, and workflow tools. “Legal Files is versatile enough for complicated governmental legal matter management, yet remains uncomplicated enough to help clients handle daily administrative tasks easily,” remarks, John Kanoski, CEO.

Legal Files offers its namesake software, Legal Files, which provides efficient and secure access for remote users while functioning on multiple platforms. Designed as a licensed web application, Legal Files can be hosted within the agency’s own environment or by a third-party hosting vendor of the agency’s choosing. Users with proper security and training are able to administer, control, and customize critical aspects of

the application, including security, file menus, custom windows, templates, and client-defined look-up tables, as well as creating groups and deleting files.

Legal Files is versatile enough for complicated legal matter management, yet remains uncomplicated enough to help clients handle daily administrative tasks easily

In order to meet the diverse requirements of all government stakeholders, Legal Files fits into a multitude of technical environments and, with its extensive customization capabilities, can manage any type of matter or case. To address extensive time requirements for complex project management tasks, Legal Files was designed for quick implementation. In order to meet both the current and future requirements of businesses, the platform empowers users with non-technical tools in the software’s own interface to maintain and make changes as they are needed. Kanoski explains, “Offices will not have to rely on internal IT staff or hire outside vendors to customize the program, resulting in self-sufficiency and a lower, overall cost during the lifetime of the system.”

One of Legal Files’ recent success stories involved the West Virginia Department of Environmental Protection. The agency needed an upgraded system that would allow for centralized management and tracking of documents,

email messages, time entries, notes, and other legal matter related items. With the implementation of the Legal Files system, the agency is now able to quickly generate monthly reports for each of its divisions, and still fulfill the requirements of each.

Legal Files is a commercial, off-the-shelf product, offering deep customization capabilities through its powerful custom windows and workflow tools. These robust capabilities and previous experience with other, more complicated software implementations can sometimes make implementing or switching to Legal Files seem overwhelming. This is why the Legal Files team works in partnership with agencies to provide expert service and assistance, beginning with installation through end-user training. This makes the process go smoother and faster than most agencies expect, and is what drives the success of Legal Files at all levels in the government technology market.

The company has seen rapid growth, in terms of an increased user base as well as the number of solutions it offers. Kanoski states, “We will continue to invest heavily in research and development to assure that we maintain that technological advantage. Additionally, given economic uncertainties, and as all types of agencies continue to seek to do more with less, we feel confident that the case and matter management software segment will continue to grow.” With the continued development of their offerings and their high level of customer service, Legal Files Software, Inc. expects continued long term growth. **GC**



John Kanoski