Corporate Legal Market

Competing with Microsoft SharePoint

Critical components of the iManage competitive advantage

Understand the specific content management needs of corporate legal users

Demonstrate how iManage addresses the unique requirements of corporate legal users

Illustrate how iManage delivers business value over SharePoint

# Unique value drivers for iManage in legal work

**Work product
is critical**

Documents and emails are essential elements of corporate legal team's work processes

Knowledge is a competitive advantage

Leveraging institutional knowledge across teams delivers a competitive advantage
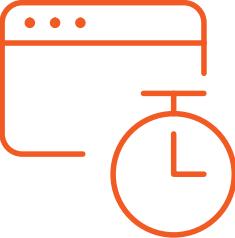
Productivity drives value

Reducing friction for corporate legal workers improves performance, collaboration, and outcomes

**Security is
built in**

Protecting high-value content with security and governance is crucial for legal users

iManage versus SharePoint

The **iManage Knowledge Work Platform** is purpose-built to enable corporate legal teams to manage content more productivity, collaboratively, and securely.

With more than **4,000 legal customers** across global corporations and law firms

Every feature is developed with **legal work and knowledge professionals'** needs in mind

Industry-leading security and governance systematically built in

iManage's unique advantages against SharePoint

Legal-specific features that matter every day

Industry-leading security & governance
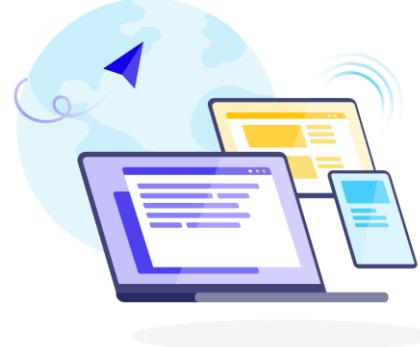
Dedicated application on a modern cloud platform

Powerful AI to transform legal workflows

Legal-centric features that matter every day

The iManage Knowledge Work Platform is purpose-built to accelerate the way legal professionals work with large volumes of documents and emails. Legal users need powerful enterprise search, seamless collaboration, intuitive security and governance, and clear visibility into revisions and version history.

| Intelligent email and document filing	Increase findability	Protect the context	Eliminate information silos	Maintain proper versioning
Spend less time switching applications or tracking down emails with iManage' s integration with Microsoft Outlook	**Accelerate accurate and relevant search results** across a single repository to reduce time spent looking for information, recreating past work or losing insights	**Improve accountability and facilitate auditing** with journaling that preserves all changes automatically and work is never overwritten	**Improve efficiency and collaboration with consistent organization** of contracts and emails with predefined folders reducing information fragmentation and ensuring access with proper governance	**Maintain integrity** of all changes including visual histories to track and audit document revisions

Why SharePoint falls short

SharePoint limits the ability to find, access, share and secure critical information – impacting productivity and collaboration, limiting institutional knowledge, and increasing security and regulatory risk.

Not fit for purpose

Waste valuable time searching for specific information in documents and emails stuck in information silos

Work inefficiently managing revisions, manually comparing changes and maintaining traceability for audits

Lose context without critical information, such as comments and timeline, and limited/ inaccurate metadata saved alongside documents

Experience versioning nightmares without the ability to easily see version histories and quickly identify the final or last version

AI without guardrails trying to leverage AI without the confidence of knowing where your best content is and that it is secure

iManage versus SharePoint

Intelligent and comprehensive search is **critical to your business**

Lose your advantage when you can't find what you need searching with incomplete metadata and critical content stored inaccurately

Disjointed inefficient search requires users to conduct the same search multiple times across disparate applications to find critical information

Generic purpose search fails to understand legal context which leads to ineffective and irrelevant search results versus iManage which understands the legal context for higher accuracy and relevant answers

General purpose results lead to a poor search experience with limited ability to filter, preview or leverage intelligent 'personalized' results specific to a matter, entity or user

Impact to the bottom line

'Good enough' is impacting your bottom line

Each user saves 240 hours annually
**$3.8 million over 3 years**

Save an average of **3.5 minutes** when uploading each document*

Save an average of **30 seconds** when saving email

*Through the auto assignment of metadata
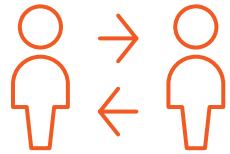
The time savings from improved collaboration are valued at
$653k over 3 years

Search time per document substantially decreases by
7 minutes

Specialized security & governance

The iManage platform has built-in rigorous security and governance that is required when working with highly sensitive business information, reducing exposure to unnecessary risk, while enabling uninterrupted productivity and collaboration
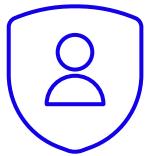
Manage security with ease

Enhanced security posture with rules-based security that allows for highly specific security policies that can be applied to a single file or across folders at scale
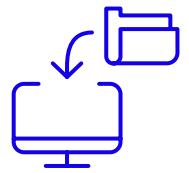
Increase compliance and reduce risk

Detect and prevent data loss with the ability to monitor anomalous activity, providing smart alerts to secure critical knowledge work and satisfy the most rigorous regulatory audits
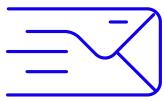
Collaborate with stakeholders

Secure collaboration allows users to easily share content with business partners while still maintaining the security, governance and traceability legal work requires
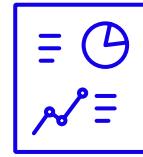
Drive success

Measure adoption and increase engagement with robust reporting tools to ensure your organization achieves a return on investment and drives continuous improvement
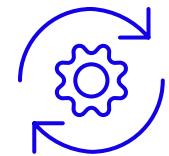
Simplify document retention

Streamline content disposition with rules-based policies that reduce the burden of managing unnecessary content, ensures consistency and reduces risk of noncompliance

Why not SharePoint

SharePoint's general-use security features fail to meet the unique requirements of corporate legal professionals, who need to work with stakeholders across the business and manage highly sensitive data with stringent controls to ensure data protection and governance.

The **right tools** for the job

Insecure collaboration that fails to maintain traceability and governance by emailing attachments when users collaborate with stakeholders

Lack of clear governance without an easy way to view active security policies showing who has access to which content

Reduced security posture by not maintaining security credentials across the folders and files at scale so users can just focus on work

Increase exposure to risk without policy-based document retention capabilities that regulate content disposition to ensure compliance at scale
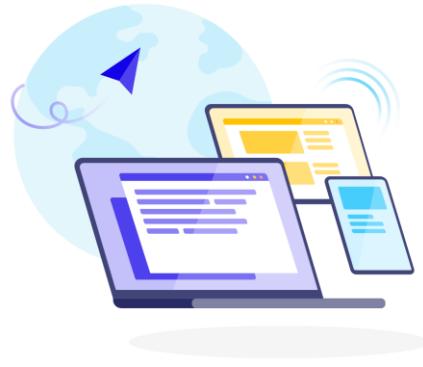
Dedicated application on a modern cloud platform

The iManage modern platform is dedicated to the unique requirements legal professionals need to be productive and streamline work with security and governance built in seamlessly.

Modern seamless user experience

Work seamlessly in Outlook and iManage Work with full access to all the features and functionality end users are accustomed to

Fully featured out of box

No hidden costs to make it fit for purpose with predefined workflow folders, journaling, rich versioning, retention policies and audit trails

Dedicated teams

Streamline issue resolution and customer feedback with support and customer success teams that focus on the needs of legal professionals
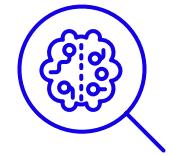
Intelligent search

Ensure content is easily searchable and accessible with a predefined metadata structure that understands the importance of legal centric search

Legal centric task management

Work efficiently with Tracker which integrates with both Work and email to generate a task and keep the entire team informed of status
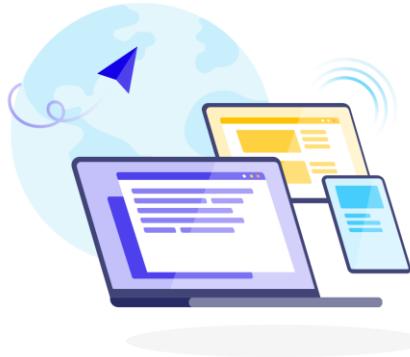
Why not SharePoint

SharePoint delivers a frustrating user experience for legal professionals, with poor search, missing key features, and limited extensibility, leading to poor adoption and increased cost of ownership.

Not fit for purpose

Hidden cost of ownership fitting the solution to meet the legal specific requirements legal professionals require

No control or influence over any updates or changes made by SharePoint to meet the unique needs of specialized users

Lower investment priority with the market focus on newer innovations like Azure and Copilot

Clunky user experience bouncing across different applications without the full feature set end users require

Lacks extensibility to the domain specific ecosystem resulting in additional costs to integrate and a subpar user experience

Effective AI to transform legal work

As guardians of sensitive, high value content iManage AI is built into the platform with the context legal users require to leverage AI confidently without compromising confidentiality and security.

Increase findability & accuracy

Automatically analyze and extract key data points across the entire repository of documents with iManage document classification and enrichment
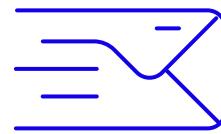
Intelligent email filing

Automate necessary but tedious tasks and retain context keeping all matter and client information together creating a single view to improve the quality of service to business stakeholders
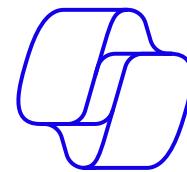
Copilot + iManage AI

Adds context and guardrails across all work in Microsoft applications and iManage Work so answers are accurate, relevant and always respect security and governance to protect your confidential data

Innovation accelerator

Unique Microsoft partnership enables iManage and Microsoft to work together to deliver innovative capabilities specific to the needs of legal professionals

Why not SharePoint

As a general-purpose application Copilot for SharePoint struggles balancing security with access while lacking the context legal queries and use cases require

General purpose AI

Results are general and lack context lowering the confidence and ability to effectively leverage the results

Risks exposing sensitive data without the specialized and security controls iManage provides

Incomplete results with a security 'work around' that locks down entire folders preventing access to the information required for comprehensive results

Not enhancing content intelligence as iManage AI is built into the platform to continuously increase the context and details around the content in the DMS increasing information accessibility and result accuracy

Key areas iManage makes a difference

Legal centric features that matter every day

Specialized security & governance
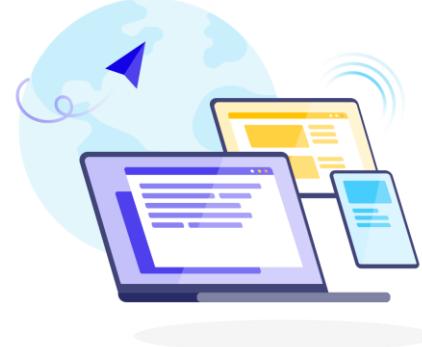
Dedicated application on a modern platform

Effective AI to transform legal work

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