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### **NEW STUDY CONFIRMS EBILLING REMAINS A 'HUGE BURDEN' FOR LAW FIRMS**

*73% of study respondents find eBilling is additional work with no benefit; eBillingHub only available solution to directly address the majority of challenges reported*

**PITTSBURGH, October 2, 2007** — eBillingHub®, the leader in simplifying law firm electronic billing, and a General Member of the LEDES Oversight Committee (LOC), today announced a commentary (available at <http://www.ebillinghub.com/o.aspx?aid=LOC07>) on the recently published results of the LEDES White Paper “Electronic Invoice Transmission: Analysis of Law Firm Issues” submitted in March 2007 and discussed at the recent ILTA 2007 Conference.

The recently issued study had a number of key takeaways. Many of the challenges cited in the study are realized by billing personnel and their first level management, but not necessarily management of the firm. The impact of these ‘burdens’ directly affect cash flow and profitability. As the volume of electronic billing grows, the complexity also grows, leaving law firms to live with the problem by either waiting for further standards to arrive and be adopted, or hiring more staff to handle the additional workload.

The study draws from over 121 respondents representing over 48,125 lawyers. The law firms ranged in size from 7 to over 2000 timekeepers. Key highlights mentioned are:

- 54% of respondents say that it takes one month or longer from the time of notification of a new matter to the third party system until a bill can be generated.
- 59% of respondents claim that 25% or more of their electronic invoices are challenged as having problems or needing line item adjustments.
- 43% of respondents would prefer a way to electronically pre-validate an invoice before submission
- 59% of all respondents have had to hire multiple resources dedicated to ebilling, or have had to add one dedicated person or part of a full-time equivalent person.

“This study is significant in that it echoes much of the same issues from the 2004 ILTA study and the independent study the eBillingHub completed in 2006.” said Daniel Garcia, Chief Technology Officer and co-founder of eBillingHub. “These findings are not unusual and they point out the key issue which is only law firms, versus their client or the eBilling vendors that represent them, are struggling with the complexity and increasing volume associated with eBilling”

eBillingHub's flagship product, the eBillingHub, delivers the promise of legal eBilling by speeding up the collection process, reducing the complexity of submissions, eliminating billing backlogs and common submission errors, as well as minimizing or eliminating the need for additional staff related to electronic billing. This all results in improved cash flow, increased partner distributions, and enhanced client service.

"We are in full support of the LEDES subcommittee proposal of a standard transmission protocol in place" stated Greg Coticchia, CEO of eBillingHub, "LEDES, like any standards organization, can only be successful when organizations and vendors actually adopt the standards, and it is recognized by the market acceptance of our service that the eBilling Hub is way ahead of the pack with its SOA-based transmission and automation functionality"

eBillingHub uses SOA standards for its integration to practice management systems such as Thomson (NYSE: TOC) Elite and ProLaw, ADERANT and others, since its release in 2004. With hundreds of customers and services providers using its eBillingHub and its LEDES Toolkit, the eBillingHub is often considered a de facto standard for legal eBilling.

"Simply leveraging Web Services to simplify B2B integration does not provide the business agility benefit that SOA offers," said Jason Bloomberg, Managing Partner at ZapThink. "Firms that desire the combined business benefits of increased business agility, process-driven services, and standards-based communication must take the extra step and leverage SOA best practices like loose coupling. Utilizing B2B Web Services will certainly simplify some aspects of building cross-organizational SOA implementations, but such integration is typically only a first step to SOA."

"We believe that the LEDES organization has done a wonderful job of laying a foundation for normalized data in its multiple iterations of the LEDES standards. In turn, vendors such as the eBillingHub have taken those ideas and made them a practical business for businesses to use immediately, without waiting for the standards to mature or even become a reality, and get their bills out", stated Beth Blankenship, Billing and Collections Manager, of Dickie McCamey, a customer of the eBillingHub.

### **About eBillingHub**

eBillingHub is the leading provider of Software as a Service (SaaS) for law firms that makes it possible for them to simplify the electronic billing process. The company's patent-pending technology provides a comprehensive and collaborative approach for preparing, tracking, submitting and managing the electronic billing process. Unlike LEDES creation tools, the eBillingHub optimizes the eBilling process by integrating a law firm's time & billing software with the firm's clients and their e-billing vendors through a single web portal. The eBillingHub is headquartered in Pittsburgh. For more information, visit <http://www.ebillinghub.com>