



A Brand New Day

In Entity

Management

Maximize Time and Efficiency with a Modern Entity Management System

According to EY research, 87% of General Counsel spend more time than necessary on repetitive tasks related to compliance and entity management, which significantly impacts business. Today, with clientele demanding prompt service that moves at the rate of the rapidly changing market, there isn't time for nearly 90% of the industry to misspend energy and billable hours on administrative duties. Legal departments are moving quickly toward technology solutions that ease and expedite their workload.

The movement towards automation and cloud-based entity management software is expanding enormously, with almost 50% of legal departments listing strengthening their entity management as a high priority in 2021 (according to CLOC research.) Historically, entity management has been a fragmented and tedious part of a legal team's workload. This heavy load of administrative tasks is made even more difficult with outdated and disorderly entity management platforms from before the turn of the century.



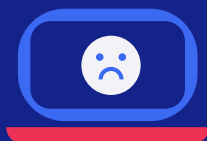
87%

of General Counsel report their department spends too much time on repetitive tasks such as legal entity compliance.*



50%

of legal departments listing strengthening their entity management as a high priority in 2021**



Of the 65%

of legal teams who use an entity management system, **96%** report challenges, most likely due to outdated technology and clunky user interfaces.*

Source:
* EY Data
** Canadian Legal Innovation Forum

Entity Management Solutions



A modern, scalable, cloud-based software solution is the best way to ensure that your organization functions in the most efficient and up-to-date manner. This means adopting a system that understands the nuances of a paralegal's workload and can adapt to their user feedback. This, coupled with best-of-breed technology, makes a system not just work for your team but also as a critical part of your team.

Imagine: spending more time developing strategy, providing advice, or completing billable tasks, instead of conducting manual processes on spreadsheets, outdated software, and tedious minutiae.

With automation and best-of-class cloud-based legal platforms, you can:



- 01** Get more done in less time.
- 02** Gain a competitive advantage.
- 03** Save money in document creation and processing.
- 04** Enhance the quality and accuracy of documents.
- 05** Become more responsive to clients.
- 06** Standardize document format and content.

Cloud-Based Software: The Future of Legal



Why Cloud-Based?

01 Easy to Access

The most important benefit of cloud solutions is that it is always available. Your users are able to connect and access key data and files anytime, anywhere, using nothing more than a modern web browser.

02 Improved Security

Internal IT teams have many tasks that they are responsible for, one of which being security monitoring. The key differentiator between cloud and on-premise solutions is encryption. The encryption of data means that information is less accessible by hackers or anyone not authorized to view your data. In addition, cloud-based services typically offer a number of security settings that can be set based on the user, allowing for easy control over what information can or cannot be accessed. Modern cloud-based applications are also secured and monitored by a dedicated security team, with a defined set of audited controls and tools that are onerous to implement for all but the largest enterprise businesses.

03 A Gateway to Innovation


Developers are able to deploy new services and features with the speed and agility that is only possible in the cloud. This fuels innovation and helps you gain or maintain a competitive advantage.

04 Reduced Maintenance Costs

With cloud computing, your IT team no longer is responsible for managing software or security updates. On-premise solutions typically require substantial upfront setup, patching, and other time-consuming maintenance from IT. When you adopt cloud solutions this is all managed by the service provider, leaving your teams free to focus on more important business goals.

05 Increased Collaboration

Cloud solutions empower your teams, who may be in multiple locations and timezones to collaborate easily. When teams are able to work and share documents and records in real time, efficiency increases.



06

Reduced Risk

As more collaboration starts to happen it becomes increasingly critical that you are able to control where and how documents are being shared. With on-premise solutions, your team is sending files back and forth as email attachments to be worked on by one user at a time. This results in a mess of conflicting file content, formats, and titles. With a cloud solution you reduce the risk that files are shared and stored on individual team members' computers. This helps to ensure that all files are stored centrally and everyone sees the most recent version.

07

Multi-Tenant Resource Pooling

Cloud solutions are by design, multi-tenant. This allows for multiple users to share resources but without exposing them to security risks.

08

Ability to Scale Rapidly

Another major benefit of cloud computing is its scalability (or elasticity). This means that cloud services automatically scale up or down as needed, ensuring that resources are available when required. It is no longer necessary to buy additional hardware -- this automatically happens!

09

Simple to Implement

When you choose a cloud solution, you remove the need to coordinate a large IT project to manage the implementation. When your team is able to implement a key application quicker, the return on investment and impact is also realized more rapidly. Cloud-based services can be deployed within weeks or months compared to the years it can take to strategically plan, buy, build and implement an on-premise solution.

10

Increase Reliability

Reliability is a major benefit to cloud solutions. When you introduce cloud solutions you can expect uptimes of 99.99%. Modern cloud-based architectures provide a level of fault tolerance in areas like; the application, supporting databases, and data center in the case of disaster recovery that are not easily matched by older on-premise architectures. This means that when one server is down another server will take its place; all your data will be kept safe at any time.

11

Reduce Costs

Significant savings can be realized when cloud solutions are adopted. Operating expenses related to supporting on-premise solutions will be removed as well as capital expenditure on internal infrastructure. Your team will no longer need to manage and maintain equipment and infrastructure as this is passed along to the cloud provider.



Case Study - Commvault

Deanna Venello, Legal Operations Manager

Commvault Anticipates Cutting Legal Operations Research Time by 75% with Athennian



COMMVULT

Entity management software requires a mature vendor organization with a proven track record to support data migration and change management to have a successful digital transformation journey. Athennian is a more mature product and partner.

Quick Facts:

Name: Commvault

Location: Headquartered in New Jersey, Commvault has 31 global subsidiaries

Industry: Technology

About: Commvault is a multinational data protection and information management company

Products used: Athennian

Use Cases: Entity management, document-sharing, and workflow automation

Lack of Entity Management Software Creates Operational Barriers and Silos

Commvault is a multinational corporation that provides cutting-edge data solutions. With 31 subsidiaries across 24 different countries, it has a complex corporate governance structure. But the company had not implemented internal business entity management software, which created multiple headaches for the legal operations team. When Commvault hired a new legal operations manager, Deanna Venello, she immediately saw an opportunity to improve the flow of information within the organization.

"Our entity management was unorganized," Venello said. "Teams came to Legal all the time asking for information, and I often thought there had to be a more scalable way to manage our entities. Cross functional teams should all be able to access these documents."

"Time is money. With Athennian, we now spend just five minutes searching for a document that might have taken us two hours to find in the past."



Deanna Venello
Legal Operations Manager

The information silos kept Commvault's tax, finance, and legal operations teams from collaborating smoothly.

Commvault's operations also require numerous corporate compliance processes, often with short timelines that require speedy delivery of sensitive documents. Unfortunately, fragmented systems and documentation led to ongoing frustrations for the legal operations team.

"We would have the document, but Tax and Finance wouldn't, or vice versa. We would go on scavenger hunts to find particular documents," Venello said. "And if our subsidiaries needed a time-sensitive document, it could put operations at risk. They couldn't pull the information themselves, and we couldn't get them what they needed efficiently."

Implementing entity management software was mission-critical for the legal operations team.

A Seamless Transition to a Highly Customizable Business Entity Management Platform

Venello had worked alongside others who previously implemented Athennian and was impressed with the capabilities and structure. "Coming into Commvault, and seeing what the corporate governance structure looked like, I knew we had to implement Athennian," said Venello.

Commvault began transitioning to Athennian four months ago, quickly streamlining company-wide processes and data access. The implementation was rapid and seamless.

"The biggest piece that impressed me was the migration process," Venello said. "Athennian had a team of paralegals scrubbing our documents. It saved us so much time and the information put into the system was accurate and up to date. I can't praise Athennian's support during that process highly enough."

When the transition was complete, Commvault's dedicated Athennian trainer created a custom training program to help onboard stakeholders throughout the company.

Athennian Streamlines Legal Processes and Information-Sharing Company-Wide

In the few short months since Commvault implemented Athennian's business entity management software, the legal operations team has received tremendous positive feedback from across the company. "Teams in other countries can go in, pull documents and do not have to wait on email responses or time zone differences," said Venello. "Anything they need, it's all right at their fingertips. That's a huge win."

The legal operations team has also significantly reduced the time they spend searching for information. "For one subsidiary, it previously took two hours to find the documents we needed," said Venello. "There was a recent question on that same entity, and it took five minutes to pull the document I needed from Athennian. We have all of the information we need for any subsidiary at any moment."

**COMMVault**

"Athennian received our documents, reviewed them, migrated them, and loaded our data into the platform our data into the platform without us having to touch any of that process. That was incredibly valuable."



Deanna Venello
Legal Operations Manager

Commvault also leverages Athennian's organization charts to sort subsidiaries by entity, quickly showing key facts that are often difficult to find in documents, such as ownership percentages and management structures.

Commvault Plans to Expand Use of Athennian's Multi-Layered Functionality

Commvault will soon begin using Athennian's customizable reports to replace spreadsheets of business entity data. The team anticipates leveraging the feature to track meetings, directorship changes, and subsidiary uses.

"Athennian allows us to customize any report," said Venello. "We're looking forward to utilizing that functionality." The finance and tax teams will soon use Athennian for metrics and other information on share classes and entities for Commvault's many annual reports and filings.

Athennian's Integrated Features Will Create Cost Savings for Commvault

The company will also roll out Athennian's embedded eSignature capabilities, generating substantial cost savings. Venello anticipates the switch to Athennian's integrated signature capabilities will both eliminate costs spent on outside counsel and also streamline the process for the legal operations team.

"Because eSignatures are integrated into the platform, any document we send for signature is saved within the platform itself. It will save us hours of uploading and sending documents," she said. Commvault will also use Athennian to create templates for common signatory documents and plans to implement Athennian's date reminder function for legal filing deadlines.

Athennian's sophisticated entity management software has already more than proven its worth. "We used to spend so much time trying to find information," said Venello. "But with Athennian, there's no more scavenger hunting. We have a single source of truth, and that's Athennian."



COMMVault

"I would tell any legal operations team to consider Athennian because it will save time. It will create organization and processes that you can roll out to multiple teams and allow full visibility and transparency for your entities around the world."



Deanna Venello
Legal Operations Manager

About Athennian

Athennian is a modern business entity and subsidiary governance platform that powers teams to be transaction, audit, and compliance-ready. Legal, finance, and tax professionals use Athennian to automate workflows for ownership, governance, tax, and corporate compliance.

Case Study – Dentons Bingham Greenebaum LLP

Rhonda Everhart (Corporate Paralegal)
and Jeannie Huffer (Administrative Clerk)

Dentons Cuts Entity Creation Time by 87% with Athennian



Quick Facts:

Name: Dentons

Location: With 190 offices around the globe and over 20,000 employees, Dentons is the largest law firm in the world

Industry: Legal

About: Bingham Greenebaum LLP recently merged into Dentons to form Dentons Bingham Greenebaum (DBG), a corporate law practice with major clients in industries ranging from finance to pharmaceutical

Products used: Athennian

Use Cases: Risk mitigation, data accuracy, workflow efficiencies, central data source

An Outdated Entity Management Software Platform Creates Revenue Loss and Inefficiencies

After their merger into Dentons, **Bingham Greenebaum LLP (DBG)** learned that their legacy corporate subsidiary management software was phasing out of business. A transition to modern business entity management software was both critical and time-sensitive.

DBG's previous software also had many flaws that increased the DBG team's workload and caused issues with client services.

Complicated filings were time-consuming, as they couldn't track the firm's total number of active entities with the legacy platform. DBG was also missing billing opportunities in cases where the firm was the registered agent or attorney of service for clients.

"Athennian has made my life easier because it's such a user-friendly program. And the interactive training system is fabulous."



Rhonda Everhart
Corporate Paralegal

"A tremendous benefit that we did not have with our previous platform is that clients can now see all their reports, filings, the virtual minute book, everything. That's a huge asset."



Jeannie Huffer
Administrative Clerk

"The thing that I really like about Athennian is the client service. If we have a problem of any sort, they jump on it."



Rhonda Everhart
Corporate Paralegal

The team also occasionally needed to write off billable hours because of missed deadlines due to the poor tracking options in their previous platform. "Sometimes we really took a revenue hit," said Rhonda Everhart, a DBG corporate paralegal.

Their previous business entity management software also lacked templates and workflow automation for standard tasks. "Every time we had to enter a new entity into the system, we had to do it manually from start to finish," said DBG administrative clerk Jeannie Huffer. There also was no option for DBG's clients to view their documents, which some clients required.

The DBG team needed a business entity management software solution that catered to the needs of a corporate law practice.



A Business Entity Management Solution Tailored for Corporate Law Firms

The DBG group decided to switch to Athennian, largely due to a range of features that were tailored to corporate law. "We loved the corporate focus and what we could do with Athennian," said Huffer.

DBG is rolling out Athennian across all the group's offices, and scanning and transitioning all critical documents, such as minute books, into Athennian. Two DBG offices have fully implemented the platform, and four others are in process.

Easy Onboarding and Strong Customer Support for a Seamless Transition

The transition to Athennian was quick and painless. "The training is phenomenal," said Everhart, who handles Athennian system training for new users on the DBG team.

Athennian's service has also saved substantial time for the DBG team during the implementation process. "The customer service is off the charts," said Everhart. "When I have a question or an issue and ask for help, Athennian gets back to me within 10 to 15 minutes. It's made the rollout and data clean-up easier for me."

And Athennian also guards against occasional human error. "I inadvertently deleted something the other day, so I reached out to Athennian," said Huffer. "I didn't really expect to recover the documents, but they found them all. The way their customer support responds is just phenomenal."

"The Athennian platform is an important part of the continuing transition by the Corporate Practice Group of Dentons Bingham Greenebaum into the law firm of the future."



Bill Kaiser
Capital Partner

"The Athennian platform provides a flexible, electronic Minute Book that is simple and easy for clients to access and utilize for their business needs."



Bill Kaiser
Capital Partner

The DBG team is now using Athennian as a central source for all their minute books and leveraging Athennian's custom coding and report options. The team now uses the task feature for critical deadlines. The Athennian customer support team also created new tools at the DBG team's request, such as consent form templates and custom stock searches.

Athennian Maximizes Efficiency, Revenue, and Cost-Savings for DBG

Even at this early stage, the team has already seen strong results. For example, Athennian has maximized the team's efficiency in corporate entity creation, reducing the time from four hours to 30 minutes. "It's really streamlined the workflow," says Everhart. "Now, when a client wants us to create an entity, it's just half an hour, and we have it set up in the system. We can even file their articles with the secretary of state."

The DBG team also appreciates the virtual minute book integration and the ease of edits and changes. "It really has streamlined the work," said Everhart. "With our old minute books, there was so much process and paper. With Athennian, it's all electronic, and we can drag and drop everything."

The transition to Athennian's integrated document signing capability also eased their workload. "Years ago documents were required to be signed with a particular color of ink," said Huffer. "Now, we just email them, they're signed digitally and sent back to us. It's just wonderful."

And Athennian has reduced the research needed to finalize client invoices, freeing up attorney time for billable work. "Athennian saved our lawyers so much research time on their annual billing," said Everhart.

DBG Anticipates Future Savings and Productivity Increases with Athennian

As their Athennian rollout continues, the DBG team will deepen their use of the platform. For example, they are piloting a custom-built integration with iManage, which some of DBG's attorneys continue to use for basic document management. The link designed by Athennian will allow the two platforms to operate smoothly in tandem.

DBG also plans to use Athennian to bring outsourced activities in-house, such as tracking entities with foreign registrations and out-of-state filings. The team anticipates substantial cost savings once they stop using outside contractors or counsel for these services. They also expect savings on document archiving costs: the need for an outside vendor to scan and archive documents will become obsolete once DBG completes the implementation.

大成 DENTONS BINGHAM GREENEBAUM

"The Athennian platform provides our clients with real time access to their corporate organizational records from anywhere they have access to the Internet."



Bill Kaiser
Capital Partner

The platform will also result in future revenue increases for DBG. For example, before implementing Athennian, some DBG offices did not bill clients for acting as their registered agents since they could not quickly view which ones used the service. With Athennian, DBG can begin generating income for the service.

The biggest win has been the productivity and time savings Athennian created for the DBG team. Said Everhart, "I would definitely pitch the efficiency and convenience of Athennian. It's cut so much of the time we spent tracking down information. Now, we can see it all within Athennian."

About Athennian

Athennian is a modern business entity and subsidiary governance platform that powers teams to be transaction, audit, and compliance-ready. Legal, finance, and tax professionals use Athennian to automate workflows for ownership, governance, tax, and corporate compliance.

Case Study - Oziel Law

Allan Oziel (Founder and Managing Partner)
and Yonida Koukio (Associate Lawyer)

Tech-Savvy Oziel Law Automates Workflows Using Athennian



Quick Facts:

Name: Oziel Law

Location: Toronto, Ontario

Industry: Legal

About: Oziel Law is an innovation-led law firm that specializes in corporate, startup, technology, and securities law

Products used: Athennian

Use Cases: Document automation, corporate entity management, compliance reminders, client interface

An Innovation-Led Law Firm Requires Cutting-Edge Technology

A deeply technology-savvy firm focused on corporate, technology, and securities law, **Oziel Law's** staff come from diverse backgrounds. The firm specializes in sectors of rapid innovation, such as software, robotics, artificial intelligence, blockchain, cryptocurrency, fashion, and food. Oziel Law assists clients through all growth stages: from formation and funding, to merger, acquisition, or public offering.

Founder and managing partner Allan Oziel began building computers as a child and has since immersed himself in legal technology. He is now a recognized expert in the field, who regularly speaks on law-firm technology at conferences around the country. "When I started Oziel Law, I didn't want to simply accept the law firm status quo," he said. "After researching innovative legal technology solutions, we became one of the first fully cloud-based law firms."

"One of the things we really appreciate about Athennian is the customer support. And it is very clear, from the founders on down, that there is a desire for customer feedback."



Allan Oziel
Founder and Managing Partner,
Oziel Law

Outdated Entity Management Software Misaligned With Oziel Law's Operations

Despite the team's deep technological expertise and focus on innovation, Oziel Law struggled with its previous entity management platform. The software was not user-friendly and lacked a data backup mechanism. It was also difficult to scale and required the firm's lawyers to take on manual data entry tasks.

Because the previous software was not cloud-based, there was no safeguard to keep client data intact if a computer went down. "The software had to be installed on a single computer," said Oziel. "If that computer had an issue, all the data could have been lost."

The firm created a workaround using a remote desktop and data backup plan. Unfortunately, the solution was inefficient and clunky, making it difficult for the firm's lawyers to use or train others on the software.

The previous platform also created additional work for the firm's lawyers. "We couldn't make changes without having to recreate documents," said associate lawyer Yonida Koukio, who led Oziel Law's Athennian implementation. "If the client updated something, the software record and the minute book were not consistent with each other, so we had to update manually. We also couldn't share documents with clients from the system. It really deterred the team from using it."

Oziel Law's legacy system wasn't a single source of truth, nor was it used consistently. It was clear that the company needed to implement cloud-based business entity management software. The highest priority was finding a deeply functional and user-friendly platform to safeguard client data and eliminate time-consuming manual tasks.

A State-Of-The-Art Entity Management Platform Tailored to Oziel Law's Needs

After following Athennian's development over several years, Oziel asked Koukio to conduct a highly structured, head-to-head trial of Athennian against another major platform, comparing and scoring each aspect of their functionality.

Athennian soon became the obvious front-runner—it was the most advanced entity management system they tested, and the company boasted stellar customer support and responsiveness to feedback.

A core team of Oziel Law lawyers became Athennian's early adopters. Leveraging the flexible nature of the platform, the firm coded custom templates, first with the assistance of Athennian's customer support team, and later with its own dedicated coder. Athennian also created a custom coded plug-in to simplify the process for Oziel.

Once they had fully customized the system to meet Oziel Law's needs, the company rolled out Athennian firm-wide and created internal training resources to accelerate adoption and new hire onboarding. "Our team was very excited to use the product, and it's now become a core part of our tool kit," said Oziel.



"I love the fact that I no longer have to deal with tedious tasks like generating documents and updating names. With Athennian, I know exactly what to review. That saves me time, and saves the client money. And I can focus on the more interesting part of my job, which is strategy for my clients."



Yonida Koukio
Associate Lawyer, Oziel Law

Athennian Increases Oziel's Profitability While Enhancing Efficiency

After launch, Oziel Law rapidly expanded its use of Athennian to include corporate maintenance and document automation, compliance functions, and entity management. "Before Athennian, we used other software for the creation of corporate documents and corporate maintenance, which made it hard to make changes. Athennian has alleviated most of those pain points," said Oziel.

The firm now uses Athennian to set up and structure new corporations, including creating incorporation and minute book documents, and other corporate records. Annual corporate maintenance tasks are also now streamlined, as custom-coded processes make those tasks simple and repeatable.

Athennian has also reduced the time Oziel lawyers spend on data entry and other tedious tasks. "We're able to focus on client strategy since Athennian's document automation has improved our efficiency, accuracy, and cost-effectiveness," said Oziel. Athennian's document automation process has also virtually eliminated the spelling and other errors that often occur with manual data entry.

The platform has also made Oziel Law's services more affordable to clients and increased firm profits. The firm has also leveraged Athennian to offer clients annual maintenance services on a fixed fee basis, creating a new revenue stream.

And Athennian has other positive impacts on the firm's revenues. For example, Athennian's document automation capabilities have allowed the firm to shift some tasks from lawyers to lower-cost clerks. "Athennian allows us to offer predictable and competitive fees to our clients," said Oziel. "That fee predictability also helps the firm increase profitability."

Oziel Plans to Expand Use of Athennian, Anticipates Further Revenue Impacts

Moving forward, Oziel Law will increase the number of entities they manage through Athennian. As a result, the firm anticipates being able to offer more streamlined and cost-effective services to its clients.

Oziel Law now retains an ongoing list of new document types and workflows for the coder to implement, which will increase efficiency over time. The entire firm is encouraged to add repeatable processes to the list. "Every corporate transaction can start with Athennian so long as we're managing that corporate entity on Athennian," said Oziel. He also anticipates using Athennian for simple transactions via custom fields and templates.

Although there are more benefits still to come, Athennian has already shown itself a strong asset for the firm and its clients. "Athennian provides our team with a cloud-based, modern, and usable tool to help create and manage entities," said Oziel. "And it gives our clients and firm a single source of truth."



"What we looked for was a company with good leadership that was interested in client feedback, and showed quick progression on product development."



Allan Oziel
Founder and Managing Partner,
Oziel Law

About Athennian

Athennian is a modern business entity and subsidiary governance platform that powers teams to be transaction, audit, and compliance-ready. Legal, finance, and tax professionals use Athennian to automate workflows for ownership, governance, tax, and corporate compliance.

Bring Your Entity Management From Out of Control to Under Control.

Athennian's cloud-based platform makes entity management more efficient by building in automation, customizable workflows, dynamic reports, and self-serve digital experiences.

We Tackle:

Slow, painful, and outdated entity management tools, insufficient stakeholder access to entity data, and ineffective risk management and data security.

Through:

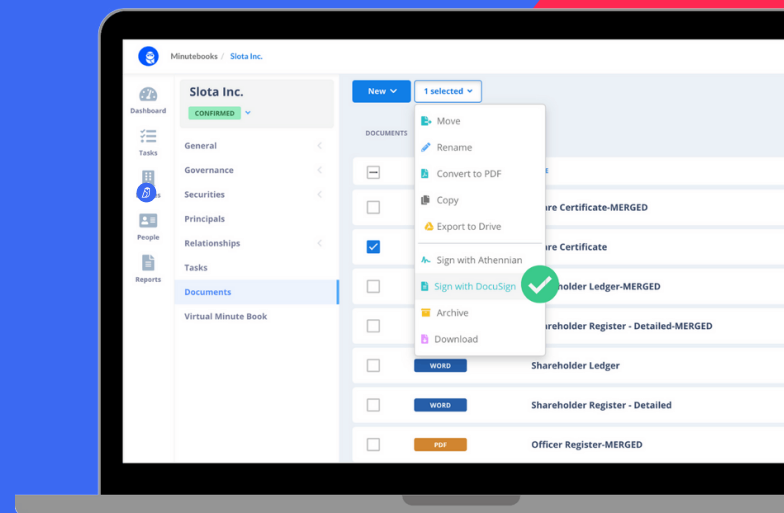
Cloud-based entity management with modern solutions, connecting unlimited data, documents, and users in one place, and SOC 2 Type II certification and security measures.

Achieving:

Accessible, self-serve digital experiences for stakeholders, improved analysis and decision-making, reliability, scalability, and peace of mind.

Operate More Efficiently

- Organizational charts
- Digital minute books
- Cap tables
- eSignature
- Reporting & analytics
- Document automation
- Template library
- Compliance & registrations
- Tasks, calendars & reminders
- Unlimited users, documents & data





Take the First Step
to Transforming Your
Entity Management
and Speak With
An Expert Today.

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