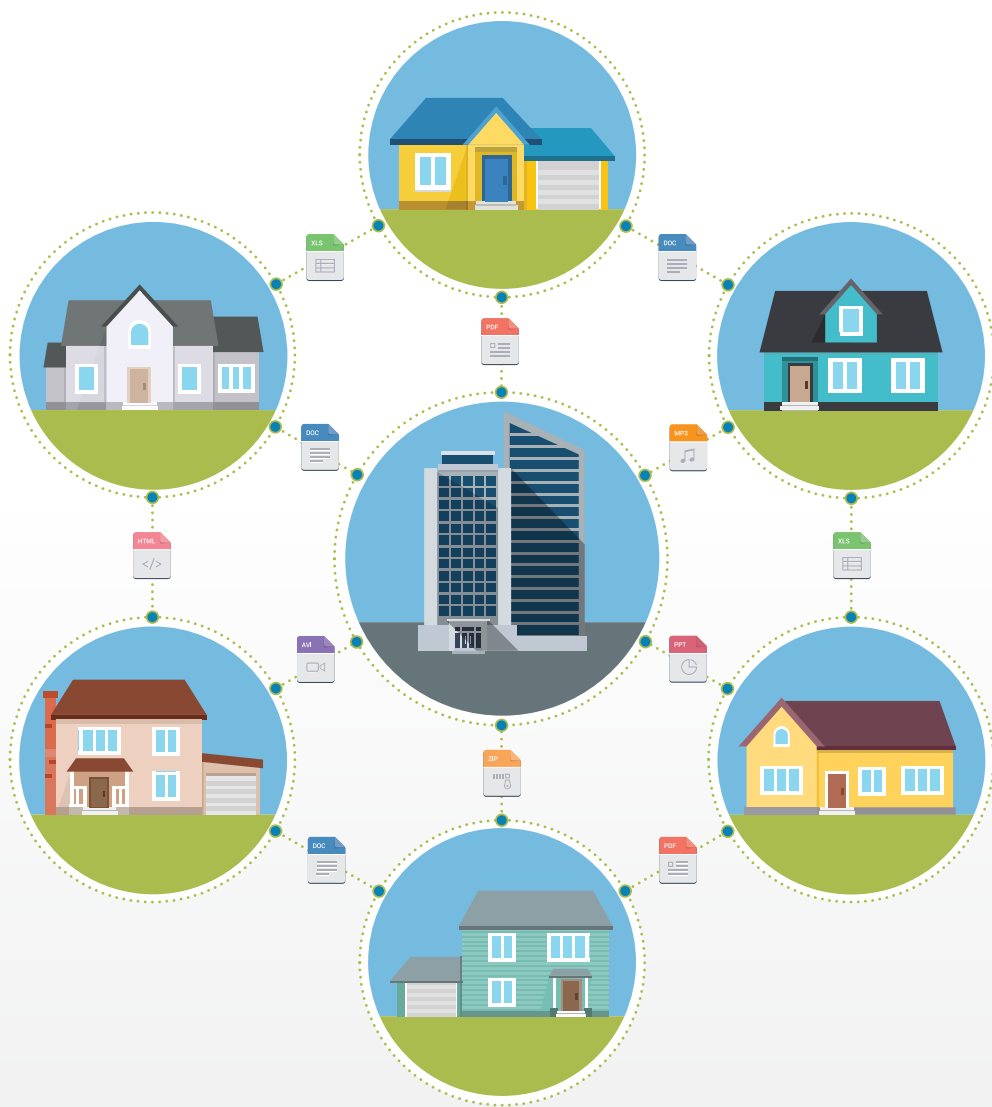




Transition: Running A Virtual Law Firm

BUYERS GUIDE: 2020 EDITION





Empowering Law Firms to Succeed.

When you first meet Ken and Laura Kennedy and Kelly Plunkett, the Founders of [Circle Management Group](#) (CMG), it's easy to be impressed with their no-nonsense attitude and likable personalities. As the conversation continues, you'll be further impressed by their honesty and appreciation for how law firm technology migrations and implementations really happen.

So often, in the business of advising law firms consultants tend to sugarcoat the process of moving to a new system with nonchalant responses like, "Oh, it's so easy." And, "Not to worry, everything you need will be ready for you on day one." That's not true for Ken, Laura and Kelly. They are three of the most straight-shooting and knowledgeable consultants you'll ever meet.

As Ken frequently explains, it's important for software vendors, law firms and consultants to work together to customize a platform to suit the needs of a business. "This is jazz," Ken states when he talks about the combination of research and then ongoing communication between all the parties involved who contribute to a successful technology implementation.

Every great organization starts with strong leadership and grows based on the strength of its team members. The Circle Management Group team is located throughout the US with each member bringing their own specialty and focus in law firm technology, accounting or business management.

- **Ken Kennedy** (Managing Member, North Carolina) pairs his consulting experience and knowledge with his unique point of view to conduct entertaining and informative demos and to work from the back end of several applications.
- **Laura Kennedy** (Managing Member, North Carolina) can analyze and develop complex workflows and solutions and then explain and teach them in a clear, concise manner that is accessible to staff regardless of their technical competence.

- **Kelly Plunkett** (Managing Member, Oregon) is well-versed in SQL and the technical aspects of the software she supports and she can create unique solutions and reports in order to solve complex needs and the requirements of clients.
- **Bill Ayres** (Member, North Carolina) is one of the pillars of Circle Management Group's IT Consulting Division and has continued to use his extensive knowledge of Time Matters and other software applications to serve their customers.

Law firms need to adapt and keep up with the pace of business now more than ever. However, there is so much more that goes into running a profitable business than software that manages documents and case files.

Every member of the CMG team shares a common holistic philosophy of examining an entire business. Software and service recommendations are only made after a thorough discovery phase with a dedicated specialist who has proven experience working with law firms.

For example, a traditional software upgrade could be as basic as upgrading to a new version and a few follow-up phone calls. Because of the depth of experience that CMG brings to the table, they are able to identify ways to automate or streamline previously manual processes. That all results in much more than a "software upgrade" and it feels more like supercharging your business with technology.

A combination of some or all of the following services make up a standard CMG engagement:

- Migrations
- Deployment
- Software Training
- Time, Billing and Accounting
- Business Process Consulting
- Project Documentation & Transparency

Long after your migration, implementation or upgrade is complete, CMG is there for you. With retainer services available as an outsourced help desk for the firm, or as an as-needed support hotline if your in-house technical lead is out of the office, rest assured they will be there when you need them.

As you consider your options for an upcoming technology investment, consider [Circle Management Group](#) as your partner — one that brings a depth of experience and knowledge to the table coupled with unbridled honesty to give you the guidance you need to hear and not just the easy answers.

To learn more about Circle Management Group or schedule a call about your law firm's technology and business goals, call or visit them at 336-841-2187 and [cmgconsultants.com](#).

You can also visit CMG's "You Matter" series of blog posts and articles focusing on how you can respond to the coronavirus pandemic, popular topics include:

- [Are you a Zoomer?](#)
- [Protecting Your Document's Content](#)
- [How to Work Remotely with Office 365](#)
- [NetDocuments: Your Documents - Anywhere, Anytime on Any Device](#)

Access the You Matter Series Library and sign up to receive Circle Management Group emails [here](#).

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