

GHOSTPRACTICE

TO WHOM IT MAY CONCERN

Lodgment Number: 304

e-mail: info@kpinc.co.za
website: www.kpinc.co.za

Your ref/U verw:

Our ref/Ons verw:

L BLUMBERG

Date/Datum:

23 January 2017

Madam(s)/Sir(s),

KIRKCALDY PEREIRA REFERENCE LETTER

Upon joining the firm in April 2010 as a candidate attorney, I grew accustomed to the legal software which had been used in the firm for more than 10 years, not because I was impressed with the product but because it was the only system available.

Once becoming appointed as a Director, I made it my mission to find a better legal program which could streamline our processes and allow for more effective management of the practice.

After interviewing many potential service providers, we decided to go with Ghost Practice ("GP") due to their professionalism and eagerness to be involved with our firm.

Changing legal software definitely posed its own challenges. The staff employed in the firm at the time had also grown accustomed to the older software and were initially very hesitant to change software and at first were very resistant to the change.

However, with the help from the GP team by way of training sessions and in house visits, the sheer dread initially inspired by a new computer system was lifted and everyone embraced the programme and all it has to offer.

From a fee earner point of view, it is abundantly clear that GP has made billing far more "convenient" and easy to do. This has resulted in increased bills and less time spent on drafting bills which has in effect increased staff productivity. It is also very easy for new employees to learn the system and has therefore made the training of new staff effortless.

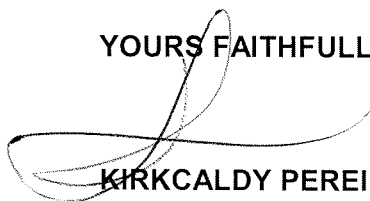
From a management point of view, the system has improved our knowledge of the business. We are now able to monitor crucial aspects which have an immense effect on our business at the click of button. The reports sent to us on a daily basis have allowed us to monitor fees written, files opened and closed, fees deleted and reconciliation of both our trust and business accounts and in turn has allowed us to make informed decisions regarding the operation of our practice.

From a bookkeeping point of view, the business creditor module was very helpful in that the payment requisitions are very accessible and show all invoices still outstanding to a particular business creditor. It makes it easier to keep track of what needs to be paid as you can allocate payments to specific invoices. Less time is spent on creditor reconciliations because of that which has made reconciliations effortless. The trust transfer module is also invaluable as well as the transaction history feature.

It is clear from the above that we are more than happy with the GP software and would highly recommend it to anyone wanting to fully understand their practice and its workings.

Please do not hesitate to contact me directly should you wish to discuss our experience with GP further.

YOURS FAITHFULLY

A handwritten signature in black ink, appearing to read 'Kirkcaldy Pereira Inc', written over the typed name.

KIRKCALDY PEREIRA INC

Per: