

When the four partners of Garrett DeFrenza Stiepel LLP (an 8 person firm specializing in real estate, tax and corporate law) decided to leave a large firm in February 2002 to start their own firm, they knew they wanted technology that gave them the same capabilities they had grown accustomed to at the large firm. They wanted an advanced billing system, quality case/practice management and document management software. They also wanted this software to be fully integrated and have it work with other applications. In addition, it needed to be fairly easy to install and use since they did not plan to have an in-house technology person on the staff. One of

time entries and know immediately where each billing person stood each day regarding time recorded within TABS III or PracticeMaster. When they produced their first month's bills, they were completed and mailed by the fourth day of the next month and they included all the detail their clients were used to and required. They found the integration between STI's TABS III, Accounts Payable, General Ledger, and Trust Accounting, so easy that one person was able to do all the billing and accounting. "We never could have accomplished this much in such a short period of time with the software at our old firm, particularly in our first month of operation" says Tamara Wandelt, the firm's administrative

*The partners and support staff at Garrett DeFrenza Stiepel LLP found the capabilities of TABS III, PracticeMaster and WORLDOX to be as good or better than what they had in the larger firm they came from.*

## WE NOW HAVE MORE CONTROL WITH A LEVEL OF INTEGRATION TO MAKE IT RUN SMOOTHLY.

the partners, Don Hickman, was assigned the responsibility of selecting the technology they needed to get up and running. And, they wanted to get it done in less than 30 days!

Mr. Hickman was referred to Baker+Cadence Solutions, LLC to discuss the conversion of their documents to their new document management system, WORLDOX. In his early discussions with Bill Baker and Michael Crouch of Baker+Cadence, he learned that WORLDOX integrated with STI's PracticeMaster practice management software, which in turn was fully integrated with STI's billing system, TABS III. Since TABS III was already on his list of billing systems to review, he decided to review the entire set of systems from STI that Baker+Cadence was recommending. Within two weeks of first talking to Baker+Cadence and accepting the recommendation of TABS III, PracticeMaster, WORLDOX and DeltaView, the firm was operational.

The other attorneys and the support staff learned that being in a small firm did not mean they would have to give up the capabilities they enjoyed at the larger firm. In fact they had more! They had more control over their documents and case information with PracticeMaster and WORLDOX. In addition, they could record their own

executive assistant.

Mr Hickman said "we are very satisfied with the integration between the STI software and other products such as WORLDOX, Word, DeltaView and Outlook. We now have more control over our applications and enjoy the benefit of having the integration to make it all work smoothly. Even though we had good applications at our old firm, they could not integrate as effectively, were not as user friendly and required more staff to operate. We have that integration now and enjoy the ease of use and control it gives us over our information. We can do what we need, when we need to do it."

Since 1979, solo, small and medium sized law firms have depended on STI software to handle their financial and case/practice management needs. STI currently has over 275,000 user licenses between TABS III and PracticeMaster combined on STI's annual maintenance program in firms across the U.S. Visit STI's Web site at [www.STILegal.com/loc](http://www.STILegal.com/loc) to review the features in TABS III and PracticeMaster. Or call STI at 402-423-1440 to receive a FREE CD containing an evaluation copy of TABS III and PracticeMaster.

**Garrett DeFrenza Stiepel LLP**  
**600 Anton Blvd., 18th Floor**  
**Costa Mesa, CA 92626**  
**dhickman@gdslaw.net**

**STI SOFTWARE TECHNOLOGY, INC.**

**PracticeMaster**



**TABS III**

**Software Technology, Inc**  
**[www.stilegal.com/loc](http://www.stilegal.com/loc)**  
**1-402-423-1440**  
**1-800-487-7111 ext. 376**

CIRCLE 26 ON REACTION CARD