Compass Law

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COMPASS LAW

The Business

Compass Law is one of the Country's leading legal costs firms, and maintains that position by focusing on client needs.

Compass operate from their head office in Prescot. The 140+ team of people deliver an unrivaled service combining experience, expertise and a passion for costs which means clients get the very best results. Our dedicated teams comprise of Costs Lawyers, Associates, Costs Negotiators, Costs Clerks and Advocates all of whom possess the necessary specialist skills to cover all areas of the costs recovery process.

The Challenge

Compass had a heavily customised case management system – Proclaim but did not have the reporting systems it required for sales persons to access on the fly when out visiting existing and prospective clients.

Compass needed dashboard technology which comprised case management data, CRM data and Sage 50 based accounts data. In addition to performance charts, the dashboard needed full drill down capability into actual case data. This needed to be fully responsive for tablet and smart phone devices as well as desktop hosts.

The further complication was the necessary integration of older case types in a run-off period and also dragging data from a legacy MYSQL database.

Automated report distribution of reports was also a necessity.

The Solutions

IT Developers only needed a short period of time discussing the requirements of systems requirements before getting a complete grasp of the infrastructure components required to get the necessary data from all sources, Proclaim, Sage, Dynamics CRM and MYSQL.

XML and CSV file formats were widely implemented to interface with Proclaims data exports, windows services spoke directly to Sage 50 Accounts and a SQL 2008 R2 middleware instance with linked server solution to Dynamics SQL.

Finally a bespoke MVC / asp.net / reporting services web application pulled the all data together and using High Charts plugins – delivered meaningful MI to Directors and sales persons alike.

Talk to us today on
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