


**WEBINAR – POWER CONFERENCING  
FEATURES FOR LAW FIRMS AND  
CONSULTING COMPANIES**

**DIAL 888-650-1507**  
START TIME: 5 MINUTES AFTER THE HOUR  
WE’LL GO FOR 20 MINUTES UNTIL 25 PAST

**Brad Volin**  
5/13/14



**AGENDA**

- Intro’s
- Challenges / Goals
- 14 Power Features
- Take-aways

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## INTRODUCTIONS

- President, Adigo
- Experience at Public and Private companies
- Started as a Product Manager

Not an attorney ☺

Don't work for a Consulting Company ☺

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## LAW FIRMS AND CONSULTING COMPANIES

- 'Raise your hand' if you love your conferencing tool!
- Chat 'conf' if you look forward to conference calls
- Reality
  - Last minute, emergency calls
  - Whose service - Client or firm hosted?
  - Attendee list in flux
  - Some participants traveling
- What does this Mean? >>
  - simplicity, immediate, promote firm brand

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TYPICAL ACTUAL SCENARIO

- Ego client?
- Deadlines
- Politics??
- Emotions
- Opposing side?
- High stakes




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PROBLEM: DELAYS

- Trouble getting into conference
- Waiting, waiting, .....
- Distractions because of tools
- Audio quality issues



What is your horror story?

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## RESULT:

- Wasted time
- Frustration
- Meeting performance impact?
- Credibility, distrust

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## #1: VIP ACCOUNTS

- Individually branded toll-free number for Partners.
- “Welcome to Robert Hill’s conference line.”
- Simple – no more fumbling for the invite
- Fast – more likely to start on time
- Professional – industry exclusive, “VIP status”

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## #2: FIRM BRANDED TOLL-FREE NUMBER

- Toll-Free Number Announcing the Firm Name
- “Welcome to Dorsey and Whitney’s conference center, powered by Adigo.”
- Professional – promote brand name, confirm correct numbers

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## #3: DIRECTLY DIAL OUT TO PARTICIPANTS

- Dial any participant anywhere in the world
- No need to make an advanced reservation
- Operator not required.
- Fast – know the status
- Professional – red carpet treatment for high profile clients or guests

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#### #4: CUSTOMIZED ANNOUNCEMENTS AND PROMPTS

- Partners choose which prompts and announcements.
- For example, tone, silent, name
- Professional – make users happy!

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#### #5: SIMPLIFIED INTERNATIONAL CONFERENCING

- We're the best in the industry
- Multiple carriers for each country
- Customized web page with country-by-country call-in numbers
- Simplify – accents and time zones are hard enough!

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## #6: OPTIMIZED VIDEO CONFERENCING

- Web cam based
- Multiple equipment vendors
- Dedicated rooms
- Multi-camera rooms

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## #7: STREAMLINED WEB CONFERENCING

- Cut the number of tech savvy partners in your firm
- Browser based
- No plug-in!
- Fixed, permanent link
- Simple as..... this!

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## #8: QUICK DROP INTO CONFERENCE

- Drop right into conference after dialing the 800#
- No conference ID needed
- Professional – industry exclusive, “VIP status”
- Fast as..... this!

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## #9: FIXED 4-DIGIT CONFERENCE IDS

- Enter easily into conference
- No cumbersome long codes
- Saves time from looking up invite
- Reduces ‘fat-fingering’ entry

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## #10: SINGLE CODE ENTRY

- No PIN code is required
- Host code different from Participant code
- Nice when multiple hosts

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## #11: SPECIALIZED BILLING FEEDS

- Be honest – who still prints the bill and hunts people down?
- Call detail available as .csv file
- Import into accounting software
- Minimize administrative interaction

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## #12: AUTO-RECORDING

- Record entire calls automatically
- Choose when to begin and end
- Easily download an mp3 file

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## #13: MANDATORY ENTRY OF CLIENT MATTER NUMBER

- CMN input required
- Bypass option can be turned off
- Set number of minimum digits
- Ensure accurate client billing

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## #14: LOWER COSTS FOR INTERNAL CALLS

- Calls between partners and employees separate rate
- Reduced and free rates

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## Take-aways

1. Simplicity
2. Speed
3. Professional
4. Promote your brand



## QUESTIONS?

Brad Volin

888-552-3446

[bvolin@adigo.com](mailto:bvolin@adigo.com)

[www.linkedin.com/pub/brad-volin/0/622/284/](http://www.linkedin.com/pub/brad-volin/0/622/284/)

How helpful was this? 1 (not much) – 5 (super)

For links, details and references, see our Thursday  
blog post: <http://blog.adigo.com/>

**GET YOUR FREE 14 POWER FEATURE GUIDE TODAY!**



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