Clio's Greatest Hits: 2016

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When it comes to the world's number one cloud-based legal practice management software, 2016 was certainly an eventful year. From the most action-packed ClioCon yet, to our release of new, eye-opening insights on the practice of law, to our continued growth both at home and abroad, 2016 was one for the books.

So what made the highlight reel? Let's take a closer look:

ClioCon: From Windy City to Big Easy

Over the past four years, ClioCon has grown from its humble beginnings to become the world's preeminent legal technology event—and in typical Clio fashion, we took the bar we set ourselves in previous years and soared over it.

Our star-studded speaker roster included human rights attorney Kimberley Motley, Ed Walters of Fastcase, Andrew Arruda of ROSS Intelligence, and high-energy keynote speaker Gary Vaynerchuk, who earned an enthusiastic standing ovation to close out the conference. All in all, over 600 attendees were treated to two days of inspiration, education, and maybe a little recreation.

But all good things must come to an end—we've outgrown our adopted home in Chicago (the city where Clio was launched.) Next year we'll be bringing 'Mardi Law' to New Orleans to infuse our conference with some spicy cajun flavor. We hope to see you there!

Book your passes to ClioCon 2017 here.

Teaching an old industry new data

ClioCon also saw the first announcement of the *Legal Trends Report*, a groundbreaking new report that used aggregate and anonymized Clio user statistics to drive new discussion around the practice of law in the U.S. For the first time, solo and small firm lawyers got an unbiased look at average billing rates by state and practice area, and at how many billable hours lawyers were truly working, billing, and collecting on in 2015.

It wasn't all good news. The report found that, on average, lawyers only spend 1.8 hours per day on billable tasks, and they collect on even fewer. This particularly impacted solo attorneys.

That's a sobering statistic, but in the words of Henry J. Kaiser, "problems are just opportunities in work clothes." At Clio we're doubling down on helping our customers become more efficient, lean, and free to pursue billable tasks. We can't wait for the results of the 2017 report to see how we did.

Download your free copy of the 2016 *Legal Trends Report* now.

Clio LLP: The world's largest law firm

Despite the *Legal Trends Report* findings, Clio customers had a big year in 2016, collectively forming the world's largest law firm.

Together in 2016, we:

- **Added over 6.5 million contacts (more than the entire population of Massachusetts)**
- **Opened 3 million matters (one every 10 seconds)**
- **Created 16 million documents (as many as the entire Library of Congress holds)**
- **Tracked 23 million hours (tracked consecutively, this would keep you busy until 4642 A.D. Think we'll have hoverboards by then?)**

Any way you look at it, that's an incredible amount of work done by the most driven, dedicated, and productive legal professionals in the world.

Behind the scenes

Like any great law firm, we know that we're only as good as our support staff—which is why Clio spent some time bulking up our team in 2016, adding 64 new employees to our product, support, data operations, business development, marketing, sales, and administration teams. We'll be adding even more in the new year, so if you're an 'A' player interested in transforming the practice of law for good, **check out our current openings**.

You love us. You really love us!

For the third straight year, Clio's growth in adoption amongst law firms around the world has led to our inclusion on two impactful lists: the Deloitte Fast 50™ (recognizing the fastest-growing technology companies in Canada) and the Deloitte Fast 500™ (recognizing the fastest-growing technology companies in North America).

We also had the honor of being recognized as one of the 10 leading corporate cultures in Canada by Waterstone Human Capital. The awards, handed out annually to corporate culture leaders in Small Cap, Mid-Market, Enterprise, and Public Sector categories recognize best-in-class Canadian organizations and CEOs for fostering cultures that enhance performance and sustain a competitive advantage.

Last, but certainly not least, we collected over 80 five-star reviews on Capterra, a leading legal software comparison platform. Have something to say about us? **Share your opinion!**

Product-ive

Let's not forget the product itself. Despite already being the most popular legal practice management software by a wide margin, there was no resting on laurels for the Clio team this year.

We added a lucky 13 new integration partners including legal tech favorites such as NextChapter, PrimaFacie, Legaler, Unbundled Attorney, Ruby Receptionist, and Law Ruler. We partnered with 20 law schools to provide free Clio access to students and legal clinics, and 11 new bar associations now offer Clio as a member benefit.

And, we added a number of new feature releases and product improvements (read about them here).

So what's next for the Clio team? 2017 is poised to be our biggest year ever—we're kicking off Clio Apollo, the first ground-up redesign and rethinking of the Clio app since our inception eight years ago. We'll continue to integrate with leading web applications and legal technology companies to give lawyers across the world the technological foundation they need to manage their firms. And we'll continue to work with you, the legal community at large, to effectively **transform the practice of law ... for good.**

From all of us at Clio, we wish you a happy, safe, and successful 2017.

About Clio

Clio is the global leader in legal AI, powering legal work across the profession, from law firms of every size to corporate legal teams, government agencies, and courts. Its Intelligent Legal Work Platform unites the business and practice of law, connecting the

people, information, and processes behind legal work. Clio's AI brings the context together with legal sources drawn from Clio Library, a growing collection of more than one billion legal documents. Over 400,000 legal professionals in more than 130 countries rely on Clio to run their legal world. Learn more at www.clio.com.