cluen®

HOW ENCORE SOLVES KEY INDUSTRY PROBLEMS

New report details how Cluen breaks through database and process bottlenecks in Legal Recruitment

CLUEN'S SOLUTIONS TO THE TOP EXECUTIVE SEARCH DATABASE PROBLEMS

- Wasting time on manual data entry?
- Stepping on each other's toes without a system to track contacts?
- Engaging partner representation to support their next big move?
- Using the latest AI safely and effectively?
- Finding historical data and "connecting the dots" across your contacts?
- And much more from our decades of proven results…

With a continuous rollout of new technologies since 1990, Cluen's experts have worked with thousands of legal search professionals to save precious time and leverage their proprietary knowledge to make more placements. With our exclusive partnership with Leopard solutions, you can have every contact from your Leopard attorney subscription updated in your database automatically every week.

The single biggest factor in the success of a new legal search system is achieving the **simplest** process that is easy for all users, while **not being simplistic** like many new technologies that are as deep as a puddle and will have you switching again in a year or two.

Cluen's super simple adoption, plus enormous flexibility through settings/options, and endless depth for power users makes it the only choice for a long-term plan. (Ask your Cluen rep about our track record with 20+ year projects and why firms are switching to Cluen from other too simple and too cumbersome systems.)

The world's best legal search firms are able to produce more results in less time by adapting the latest technology tools to their unique processes and contacts. If there is any process across your team where someone thinks "there's got to be a better way," then there probably is–and Cluen has seen it.

With proper configuration to your exact processes, Cluen's Encore system minimizes time wasted and allows for automation of data entry, client reporting, email outreach and more so you can effectively win and complete more searches.

The technology behind Encore is developed to help organizations **nurture important relationships, track historical data, and win new business.** With GDPR compliance, 24/7 monitoring/response, extensive tech support and informative webinars, you can ensure that your team's success is supported.

This report illustrates some of the most common issues that Cluen has proven technology and implementation to address. **Contact us directly to see how this would work for your firm.**

WASTING TIME ON MANUAL DATA ENTRY?

Cluen's industry surveys consistently find that data entry is one of the biggest obstacles to maintaining good data systems for executive search firms. While technical automation is a key part of the solution, it is worthless (or even a time-waster) if not part of the discussion:

WHAT pieces of data are important to keep in your unique system?

WHY they are valuable and worth investing in?

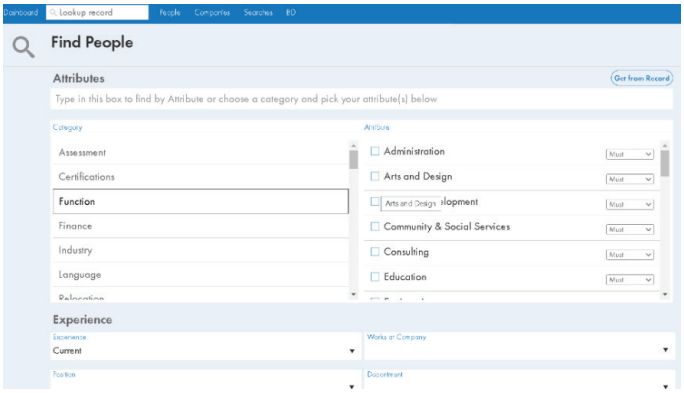
HOW exactly you will get payback from that investment?

and lastly, if not 100% automatic,

WHO on the team does which parts of the work?

Automation

The Encore solution includes countless automations built by Cluen and our selected partners. Deep-learning artificial intelligence resume/CV/LinkedIn parsing, self-learning company alias systems, rules-based automatic email logging, self-service portals, speech-to-text connections, and more.



Integration

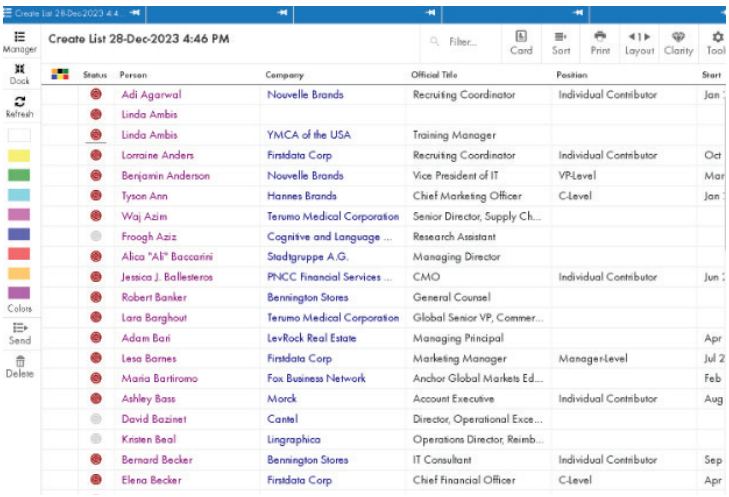
By connecting to your other systems **(including our exclusive partnership with Leopard Solutions to automatically enter and update all of your law firm attorney data)**, we can gather and link to key data in Outlook/Gmail, LinkedIn, Word/Excel/PowerPoint, etc. We know what other systems you are probably using and have proven connections and best practices to eliminate manual efforts and double entry.

Customization

Focus on what is valuable. Your Encore project includes ample time to think through your firm's unique needs, reflect on best practices with your Cluen project leader, and adjust settings to your custom needs. Even in a "fast track" project, this is included and can be completed in a couple of hours–saving you days and years of wasted effort on unnecessary data elements.

STEPPING ON EACH OTHER'S TOES WITHOUT A SYSTEM TO TRACK CONTACTS?

Experience seamless tracking and reporting of user activity to manage your team of any size. Cluen has supported teams and growth from one user to hundreds.



Risks

How can your team be sure that they are maintaining momentum with their key contacts, while avoiding embarrassing communications that cause internal conflicts and possible lost opportunities?

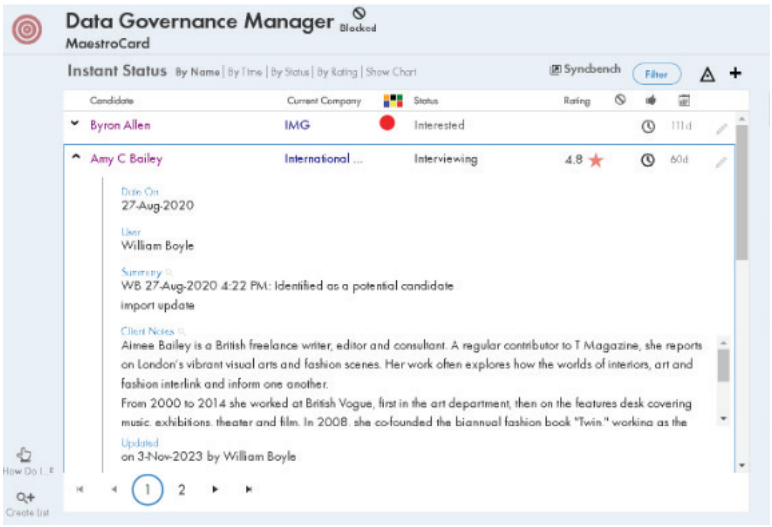
Solutions

Cluen's proven tools for legal search firms rely on a balance of confidentiality, collaboration and simplifying the process to the point that users of all ages and proficiencies can easily make it their "system of record."

Even while relying on outside data sources such as Leopard and LinkedIn, the history of internal communication is visible so teams can leverage big data sets while keeping your proprietary knowledge in view.

ENGAGING PARTNER REPRESENTATION TO SUPPORT THEIR NEXT BIG MOVE?

Use our proven platform to reach out, engage and develop attorneys that you wish to eventually represent for their next big move. New system updates include automations to keep track of every opportunity your represented talent has considered, the latest **"Instant Status"** and all related correspondence.

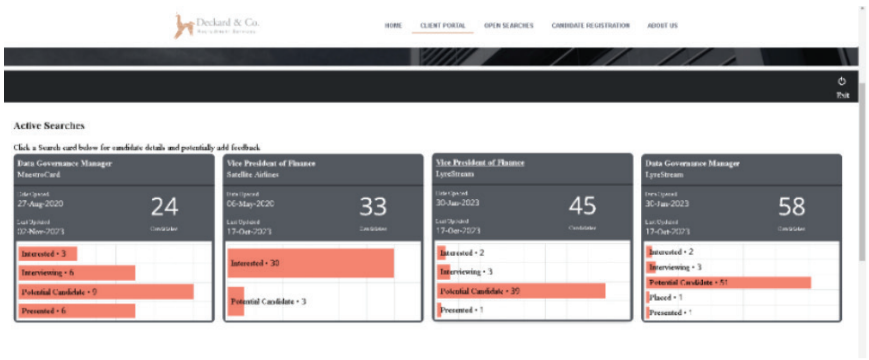


With the latest Blast features (connecting to your Outlook or Gmail) you can nurture many personal relationships and visualize the most engaged contacts in your dashboard.

By centralizing this information and using your pre-set templates and email automation to keep everyone organized and moving forward, you will enhance the customer experience while managing many more opportunities in the same amount of time.

USING THE LATEST AI SAFELY AND EFFECTIVELY?

The latest AI does make a difference. Firms that don't leverage it to their advantage will be less and less efficient compared to their peers. But how do you know what works? And what is safe?



Pioneering

Cluen was one of the first developers to include OpenAI-powered features specifically for executive search. Encore being the search software to harness the power of AI rules-based data collection to do the heavy lifting for you. Through data integration with your other key tools (email, calendar, document storage, web research, etc.) the investment in creating the technical linkage pays off quickly.

Safe

We know that search professionals cannot safely use the generic ChatGPT system for summarizing their candidates' profiles and private communications. Through Cluen's relationship with OpenAI (the makers of ChatGPT) we bring the power of their generative AI, within your database, set to avoid the data privacy risks.

Future Proof

Through our partnerships and open data architecture, we connect to the latest AI parsing, robot automation, email/SMS/InMail sequencing, calendar coordination, and just about any other technology that becomes important to the executive search community.

Competitive Advantage

Competitive Advantage: Cluen is pushing the latest "experimental" features for those looking to leverage the power of generative AI before there are established best practices – you and other Cluen customers will be the ones paving the way and establishing those best practices (and staying one step ahead of other firms).

FINDING HISTORICAL DATA AND "CONNECTING THE DOTS" ACROSS YOUR CONTACTS?

Many search firm leaders are exasperated by the failure to find historical knowledge when it's needed, despite investments in technology and knowledge management. How can you store all the most valuable information and connect it up when needed? How can you afford to track it all?

View attorneys and firms

Encore's data integration with Leopard Solutions allows you to see every attorney's current law firm, role and position in the country. You can also see any law firm and who currently works there. Quickly identify lists of attorneys by location, practice orspecialty, JD year/JD School or any proprietary or Leopard data point.

Cluen and Leopard Solutions have over 10 years of proven collaboration, so you have a single combined solution. Zero data entry for all of your Leopard List Attorney records, with automatic and secure data update streams; no uploads or any data maintenance needed. If an attorney makes a lateral move, it will be reflected in the database automatically that week.

A thoughtful plan

Cluen's project leaders have over 100 years of combined experience planning legal search database systems. Every Encore project allocates time up-front to identify where the real value is. You will be able to set the preferences to match the best practices for legal search as well as your terminology and workflow, and how to avoid the classic blunders in launching a system without forethought.

Minimal steps

Cluen's proven method identifies the least amount of complexity needed to get to your goals, while ensuring that you have the tools proven by the most successful legal recruiters.

Maximum automation

By bringing the most automated technology to key data collection areas (such as ingesting Resumes/CVs/LinkedIn, logging emails, etc.) you can maintain this data without wasting your team's time on data entry.

- Connecting to other key tools (like email, documents, LinkedIn, etc.)?
- Managing Easy Compliance and High Security?
- Maximizing GDPR and Consent?
- Employing Diversity Best Practices?
- And much more from our decades of proven results...

WHO WE ARE

cluen®

Cluen has decades of recruitment database development and implementation experience spanning six continents. Our technology helps organizations nurture important relationships, track historical data, and win new business.

Cluen's browser-based solution, Encore, is used by executive search professionals around the world, with solutions for one-person boutiques and global enterprise deployments.

CONTACT US

NOT A CLIENT?

Email our team directly
info@cluen.com

ALREADY A CLIENT?

Schedule more training
moretraining@cluen.com

For a quick response
support@cluen.com

WHAT WE OFFER

ENCORE

Encore has the leading technology that goes beyond simple time savings, to nurture important relationships, track historical data, and win new business. Automating key administrative steps in your search process allows for long-term achievement of your key business goals with less wasted time.

Our experts are here to share their expertise in relationship-driven recruiting and data management, regardless of which software you use. If you have ever had the feeling that “there’s got to be a better way,” then we have some vital information for you. Contact us today.