

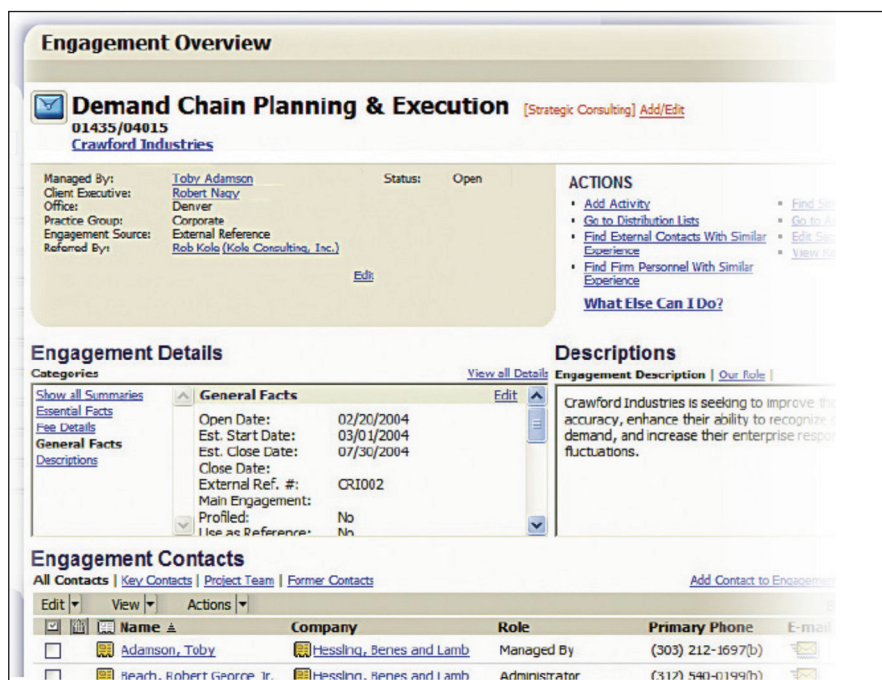


Enhance Relationship Intelligence  
by connecting engagements

## Lexis® InterAction® Engagements™

**InterAction® Engagements™** enables professional services firms to enhance their Relationship Intelligence by connecting engagements, people and companies in one central repository. Most firms today do not have a way to consolidate and track the unique information about the services they provide for their clients. With the ability to collect, expose and identify important details about an engagement from within the InterAction environment, professionals have a comprehensive view of client-related work, activities and contacts at their fingertips. Professionals are able to quickly get the information they need, and can leverage who knows whom and who knows what about important client engagements.

Consolidating and centralising valuable client engagement information



**Engagement Overview**

**Demand Chain Planning & Execution** [Strategic Consulting] [Add/Edit](#)  
01435/04015  
[Crawford Industries](#)

Managed By: [Toby Adamson](#) Status: Open  
Client Executives: [Robert Nagy](#)  
Office: [Denver](#)  
Practice Group: [Corporate](#)  
Engagement Source: [External Reference](#)  
Referred By: [Rob Kola \(Kola Consulting, Inc.\)](#) [Edit](#)

**ACTIONS**

- [Add Activity](#)
- [Go to Distribution Lists](#)
- [Find External Contacts With Similar Experience](#)
- [Find Firm Personnel With Similar Experience](#)

[What Else Can I Do?](#)

**Engagement Details** [View all Details](#)

Categories: [Show all Summaries](#) [Essential Facts](#) [Free Details](#) [General Facts](#) [Descriptions](#)

**General Facts** [Edit](#)

Open Date: 02/20/2004  
Est. Start Date: 03/01/2004  
Est. Close Date: 07/30/2004  
Close Date:  
External Ref. #: CRI002  
Main Engagement:  
Profiled: No  
I see as Reference: No

**Descriptions** [Engagement Description](#) [Our Role](#)

Crawford Industries is seeking to improve the accuracy, enhance their ability to recognize demand, and increase their enterprise response fluctuations.

**Engagement Contacts** [Add Contact to Engagement](#)

[All Contacts](#) | [Key Contacts](#) | [Project Team](#) | [Former Contacts](#)

[Edit](#) | [View](#) | [Actions](#)

	Name	Company	Role	Primary Phone	E-mail
<input type="checkbox"/>	Adamson, Toby	Hessling, Beres and Lamb	Managed By	(303) 212-1697(b)	
<input type="checkbox"/>	Reich, Robert George Jr.	Hessling, Beres and Lamb	Administrator	(312) 540-0199(h)	

*InterAction Engagements overview page: The Engagements overview page contains a complete view of the engagement and its related people and companies.*

## Building an experience and expertise knowledgebase

There is no one system available today that provides professional services firms with the ability to collect information about past work done in order to build an experience and expertise knowledgebase. This makes it nearly impossible to leverage these knowledge assets to enhance business development and client service initiatives. Connecting a record of the work performed by the organisation with the people and companies involved in the delivery of the service provides professionals with the ability to respond quickly to client and prospect needs.

## Streamlining new business initiatives

With the ability to mine information about an engagement and the people associated with that engagement, firms can easily present a new business prospect with the best-qualified and most skilled professionals to staff a project, which enhances their new client development and cross-selling initiatives. InterAction Engagements provides the tools for firms to formalise their business development processes with the ability to track important information about referrals, competitors and referenceable work.

## Capturing and exposing relationships for a competitive edge

Identifying critical connections between people, companies and their engagements is a vital component in helping win new business. By capturing all the contacts associated with an engagement and their respective roles in that project, professionals are able to track, monitor and leverage important relationships, building upon the firm's collection of Relationship Intelligence.

## Easily manage and maintain distribution lists

InterAction Engagements supports distribution list management and maintenance, providing firms with the ability to streamline day-to-day communications and reduce embarrassing errors and miscommunications. Communications to all professionals staffed on an engagement can be done quickly and easily, ensuring that all involved are informed of the latest status of the project.

## Engagement Related Search

[Engagements](#) | [Experience of Firm Personnel](#) | [External People's Involvement on Engagements](#)

### General Searches

[Basic](#)  
[Advanced](#)

### Engagement Type Searches

[Core Process Redesign](#)  
[Cost & Capital Management](#)  
[Customer & Product Management](#)  
[Full Potential Programs](#)  
[Information Technology](#)  
[Mergers & Acquisitions](#)  
[Organisational Consulting](#)  
[Private Equity](#)  
[Strategic Consulting](#)  
[Supply Chain Management](#)

### Advanced Search

Client:  [Find Contact...](#)

Client Industry:

Client Number:

Engagement Number:

Type:

Managed By:  [Find Contact...](#)

Practice Group:

Client Executive:  [Find Contact...](#)

Engagement Source:

Referred By:  [Find Contact...](#)

Status:

Engagement Size:   [United States Dollars \(USD\)](#)

Est. Fees:   [United States Dollars \(USD\)](#)

Other Search Resources: [SEC Filings on Yahoo!](#) | [Mergers on Yahoo!](#) | [IPOs on Yahoo!](#) | [TheDeal.com](#) | [Yahoo! Finance](#)

**Engagement Related Searches:** *The ability to easily search on internal engagement information allows professionals to respond quickly to client and prospect needs.*

## Leverage your firm's Relationship Intelligence

With InterAction Engagements, project teams have a single place to go for up-to-date, relevant and valuable engagement information and can easily leverage the collective experience, expertise and Relationship Intelligence of the firm for enhanced client service and improved business development.

For more information

To find out more about **Lexis InterAction Engagements** and to discuss your company's specific business requirements, please visit [www.lexisnexis.co.uk/enterprisesolutions](http://www.lexisnexis.co.uk/enterprisesolutions), email [salesinfo@lexisnexis.co.uk](mailto:salesinfo@lexisnexis.co.uk) or call +44 (0) 1132 262 065 to speak to a LexisNexis Enterprise Solutions consultant.



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