



Enhance client service and improve
your firm's business operations

Consolidating and centralising valuable client information.

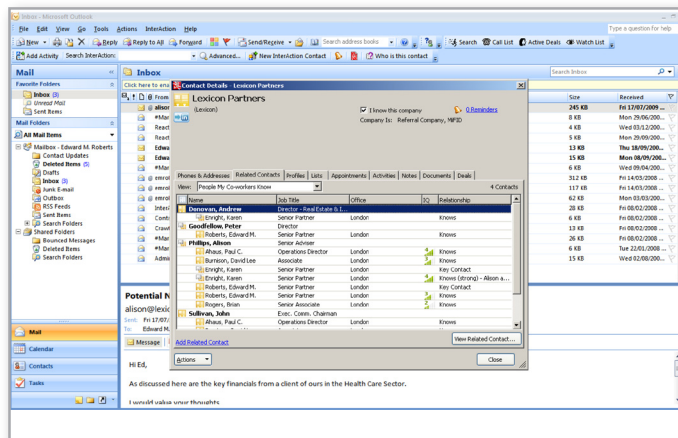
LexisNexis® InterAction® Opportunities

LexisNexis InterAction Opportunities™ enables professional services firms to enhance their Relationship Intelligence by connecting opportunities, people and companies in one central repository. Today, most firms use disparate, low-end or ad hoc methods to manage opportunities, or they don't track them at all. With the ability to collect, expose and identify

important details about an opportunity, and connect it with important contact and relationship information in InterAction, firms have a comprehensive perspective on potential engagement and deal revenues which helps management to make appropriate and timely business decisions.

Capturing and exposing relationships for a competitive edge

Relationships are crucial for private equity firms. Uncovering potential investors or deals requires having a 360-degree view of a contact, as well as an understanding of the relationships they have. InterAction's Who Knows Whom™, Related Contacts™ and Relationship Map™ features empower you to quickly uncover and identify existing strategic relationships that can be leveraged to give you an inside edge for pitching a deal. Identifying critical relationships and past deal experience also enables partners to maximise the firm's network of relationships to bring the right people to the table with the right skill set.



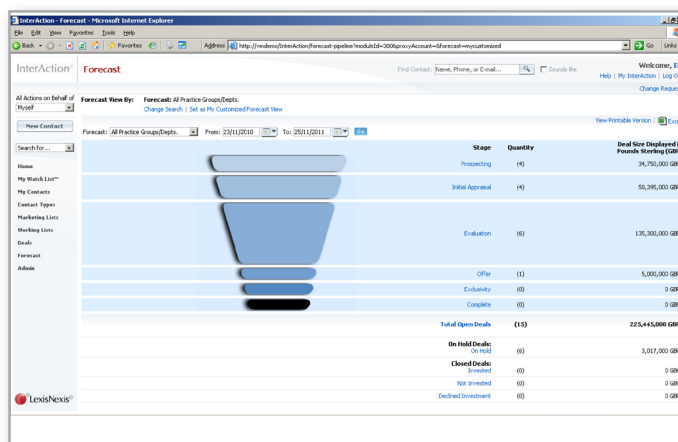
Managing and analysing future and lost revenue

The ability to accurately predict future revenues and manage prospective engagements and deals as they flow through the development pipeline is becoming increasingly important in a competitive landscape. InterAction Opportunities provides firms with the ability to forecast revenues or deal potential, monitor the opportunity pipeline and produce meaningful management reports so that management has constant intelligence on prospective business. Professionals also have the ability to export and analyse data associated with wins and losses in order to make important decisions relating to the firm's new business development efforts.

InterAction Company Overview Page: Within InterAction, users have a 360-degree view of their clients and prospects, and the opportunities related to them.

Easily manage and maintain communications lists

InterAction Opportunities supports distribution list management and maintenance, providing firms with the ability to streamline day-to-day communications regarding prospective business. Communications to all professionals involved in an opportunity or deal can be done quickly and easily, ensuring that all involved are informed of the status of a deal.



Leverage your firm's relationship intelligence

With InterAction Opportunities, management and professionals have a single place to go for up-to-date, relevant and valuable information about the firm's prospective business and can easily leverage the collective experience, expertise and Relationship Intelligence of the firm for enhanced client service and improved business operations.

Forecasting with InterAction: The Forecast feature provides professionals with a full view of the firm's prospective business. Users are also able to drill down on the various stages to view the collection of opportunities for a given stage.

For more information

To find out more about [LexisNexis InterAction Opportunities](http://www.lexisnexis.co.uk/enterprisesolutions) and to discuss your firm's specific business requirements, please visit www.lexisnexis.co.uk/enterprisesolutions, email salesinfo@lexisnexis.co.uk or call +44 (0) 1132 262065 to speak to a LexisNexis Enterprise Solutions consultant.