



Desktop v. Cloud:
Accurately Comparing
the Costs of
Amicus Attorney and Clio



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Introduction

Recently a provider of cloud-based legal practice management solutions publicly compared the total cost of ownership of their product to that of Amicus Attorney. Unfortunately the cost breakdown they showed for Amicus Attorney, for 2 attorneys and 2 support staff over a three year period, was inaccurately represented and inflated by more than 100%. The purpose of this whitepaper is to set the record straight and show an accurate comparison of total cost of ownership for Amicus Attorney's desktop solution and a typical Clio cloud based solution.

A comparison of the Total Cost of Ownership between Amicus and Clio legal practice management solutions does not preclude the fact that the functionality of the two solutions is dramatically different. Not only is Amicus Attorney's TOC more cost-effective than Clio's, Amicus works better and is far more feature-rich. The advantage of Amicus Attorney's superior functionality is that it reduces all of the burden and complexity of management processes so that you can spend more of your time practicing law and billing for it.

When it comes to evaluating the real advantages of different solutions, it's important to have an understanding of the features you are going to need to streamline your legal practice and generate more revenue. After probing deeper into the differences in functionality, it is clear that Amicus Attorney features related to performance, integration, time management, team utilities, calendar functionality, appointment detail and many other areas are consistently more robust than Clio features related to the same areas. For a detailed comparison of Amicus Attorney features and Clio features, see our whitepaper [All Practice Management Solutions Are Not Created Equal](#).

What also impacts a discussion on costs is that following the three year period referred to in this whitepaper, the Amicus Attorney practice management solution will keep working long after it's been paid for. But the Clio solution will no longer work unless monthly subscription payments are made, holding attorneys hostage to making continual payments.

If we were to continue the cost comparison for an additional two years, the TOC in the Clio scenario would be up to \$8,880.00 by year five while for Amicus it would be only \$5,796.00. This includes the optional \$820.00 in yearly Amicus maintenance costs that ensure automatic yearly upgrades as well as unlimited IT support.

In this whitepaper, we begin by taking the exact comparison chart that was presented in Clio's whitepaper, and circling the inaccuracies in the costs presented for Amicus Attorney. Then, we accurately disclose the Total Cost of Ownership for Amicus Attorney in the scenario they used for comparison - two attorneys and two support staff, over a three year timeline. Finally we once again compare the total cost of ownership of the two products using their comparison chart, followed by other cost considerations to take into account.

Not only is Amicus Attorney more cost effective than Clio, it keeps working for many years beyond the three-year point - whereas Clio's won't work unless more payments are made. Since the Amicus solution has more robust functionality than the Clio solution, attorneys are paying more for Clio while actually getting less.



Exact Comparison Chart Presented in Clio's Whitepaper

The chart below was presented in Clio's whitepaper. The circles items in red indicate the inaccurate costs presented by Clio for Amicus Attorney.

TOTAL COST OF OWNERSHIP FOR 2 ATTORNEYS + 2 SUPPORT STAFF

	Time Matters	PC Law	Amicus Attorney	Clio
ACQUISITION COSTS				
Hardware				
Dedicated Server	\$1,029.00	\$1,029.00	\$1,029.00	-
Mobile Server	Not Available	\$150.00	\$499.00	-
Software				
First User	\$905.00	\$1,140.00	\$499.00	\$49.00/Month
Additional Users	\$525.00	\$770.00	\$399.00	\$25.00/Month
CD	\$25.00	\$25.00	\$25.00	-
Windows Server 2008 License	\$199.00	\$199.00	\$199.00	-
Mobile Server License	-	\$250.00	\$149.00	-
INITIALIZATION COSTS				
Installation	\$250.00	\$250.00	\$250.00	-
Configuration	\$250.00	\$250.00	\$250.00	-
Training	\$250.00	\$250.00	\$250.00	Free
Data Migration	\$750.00	\$750.00	\$650.00	Free
ANNUALIZED OPERATING COSTS				
Product Support				
First User	\$250.00	\$250.00	\$295.00	Free
Additional Users	\$50.00	\$50.00	\$95.00	Free
Outsourced IT Support	\$500.00	\$500.00	\$500.00	-
Maintenance Contract with Vendor				
First User	\$560.00	\$437.00	\$350.00	-
Additional Users	\$240.00	\$133.00	\$250.00	-
Server Energy Consumption	\$150.00	\$150.00	\$150.00	-
TOTAL COST OF OWNERSHIP				
Over 1 Year	\$6,983.00	\$8,123.00	\$6,637.00	\$1,776.00
Over 2 Years	\$8,733.00	\$9,643.00	\$8,277.00	\$3,552.00
Over 3 Years	\$10,483.00	\$11,163.00	\$9,917.00	\$5,328.00



An Accurate Disclosure of the Total Cost of Ownership for Amicus Attorney Small Firm Edition

TOTAL COST OF OWNERSHIP FOR 2 ATTORNEYS + 2 SUPPORT STAFF

Amicus Attorney Small Firm Edition		
ACQUISITION COSTS		
Hardware		
Dedicated Server	Don't need	\$1,029.00
Mobile Server	Don't need	\$499.00
Software		
First User		\$499.00
Additional Users		\$399.00
CD	Don't need	\$25.00
Windows Server 2008 License	Don't need	\$199.00
Mobile Server License	Don't need	\$149.00
INITIALIZATION COSTS		
Installation	Free	\$250.00
Configuration		\$250.00
Training		\$290.00
Data Migration		\$650.00
ANNUALIZED OPERATING COSTS		
Product Support		
First User	Included in maintenance	\$299.00
Additional Users	Included in maintenance	\$95.00
Outsourced IT Support		\$300.00
Maintenance Contract with Vendor		
First User	\$280.00	\$350.00
Additional Users	\$180.00	\$250.00
Server Energy Consumption		\$150.00
TOTAL COST OF OWNERSHIP		
Over 1 Year	\$2,516.00	\$6,637.00
Over 2 Years	\$3,336.00	\$8,277.00
Over 3 Years	\$4,156.00	\$9,917.00

For a two-lawyer and two-assistant scenario we would provide our Amicus Small Firm product.

Amicus Attorney Small Firm Edition costs \$499 for the first license and \$399 for each additional license, bringing the total cost of licenses for two attorneys and two support staff to \$1,696.

Amicus Attorney's Small Firm Edition does not require a server since it works in a peer to peer environment. Amicus Small Firm does not require a mobile server, a Windows Server 2008 License, or a Mobile Server License. There is no CD required as the software is available for download. It does not require installation either, since Amicus Attorney provides that at no cost during the 30-day free trial period.

Configuration and setup of Amicus Attorney's Small Firm Edition is very easy. Learning how to use and benefit from the program is easily mastered as well, since its intuitive way of working is extremely lawyer-friendly. Amicus is known as a program that has been built by lawyers for lawyers.

Thousands of firms maintain and use Amicus Small Firm Edition without the assistance of outside IT support. Firms that want to receive unlimited technical support as well as all software upgrades, enroll in the Amicus Maintenance Plan. Amicus Maintenance for the first license is \$280 and for additional licenses is \$180. In a two attorney and two support staff scenario, Amicus Maintenance is \$820 per year. This is the only cost the firm needs to optionally incur in years two and three.

That means that the Total Cost of Ownership of Amicus Attorney Small Firm Edition is \$2,516 over one year, \$3,336 over two years and \$4,156 over three years.



Comparison of the Total Cost of Ownership for 2 Attorneys + 2 Support Staff

ACCURATE TOTAL COST OF OWNERSHIP FOR 2 ATTORNEYS + 2 SUPPORT STAFF

	Amicus Attorney Small Firm	Clio
ACQUISITION COSTS		
Hardware		
Dedicated Server	Don't need	-
Mobile Server	Don't need	-
Software		
First User	\$499.00	\$49.00/Month
Additional Users	\$399.00	\$25.00/Month
CD	Don't need	-
Windows Server 2008 License	Don't need	-
Mobile Server License	Don't need	-

	Amicus Attorney Small Firm	Clio
INITIALIZATION COSTS		
Installation	Free	-
Configuration	Free	-
Training	Free	Free
Data Migration	Free	Free

	Amicus Attorney Small Firm	Clio
ANNUALIZED OPERATING COSTS		
Product Support		
First User	Included in maintenance	Free
Additional Users	Included in maintenance	Free
Outsourced IT Support	Don't need	-
Maintenance Contract with Vendor		
First User	\$280.00	-
Additional Users	\$180.00	-
Server Energy Consumption	-	-
TOTAL COST OF OWNERSHIP		
Over 1 Year	\$2,516.00	\$1,776.00
Over 2 Years	\$3,336.00	\$3,552.00
Over 3 Years	\$4,156.00	\$5,328.00

What is Outlook Integration in a Practice Management System Worth in Terms of Dollars?

Amicus Attorney's Outlook integration helps attorneys to both capture and bill for every minute that they've spent doing work by email. This is one of the many features of Amicus Attorney that is not available in Clio.

A two-lawyer, two-assistant firm billing in 0.1 of an hour at \$200/hour - that captures just two additional emails per day using Amicus Attorney's Outlook integration, that they otherwise would not have billed for – would increase their daily billings for each lawyer by \$40.00. This would increase their annual billings by \$20,000.

The ROI for Amicus solutions is also quickly achieved. With the cost of 4 Amicus Small Firm Edition licenses totaling \$1,696.00, Amicus Attorney would pay for itself in 21 days. You can use the ROI calculator on Amicus Attorney's [website](#) to calculate the exact ROI for your own firm.



Conclusion

When analyzing the total cost of ownership of Amicus and Clio, the “not comparing apples-to-apples” analogy is two-fold. The different acquisition models associated with desktop-based solutions and Software-as-a-Service (SaaS) solutions are frequently discussed in the legal profession. But the difference between Amicus and Clio solutions also goes beyond the costs of up-front purchase with optional maintenance v. monthly subscription fees. The difference in the two solutions is largely a difference in functionality.

On a three year basis, the Total Cost of Ownership of the Amicus Attorney Small Firm Edition software product is more economical than a typical Clio web-based solution. This includes all acquisition costs, initialization costs and annualized operating costs. If extended to a five-year basis, this cost difference grows astronomically.

Amicus Attorney has features that Clio doesn't offer and it works better. It is the more economical legal practice management solution over three years, even with additional accounting and maintenance components.