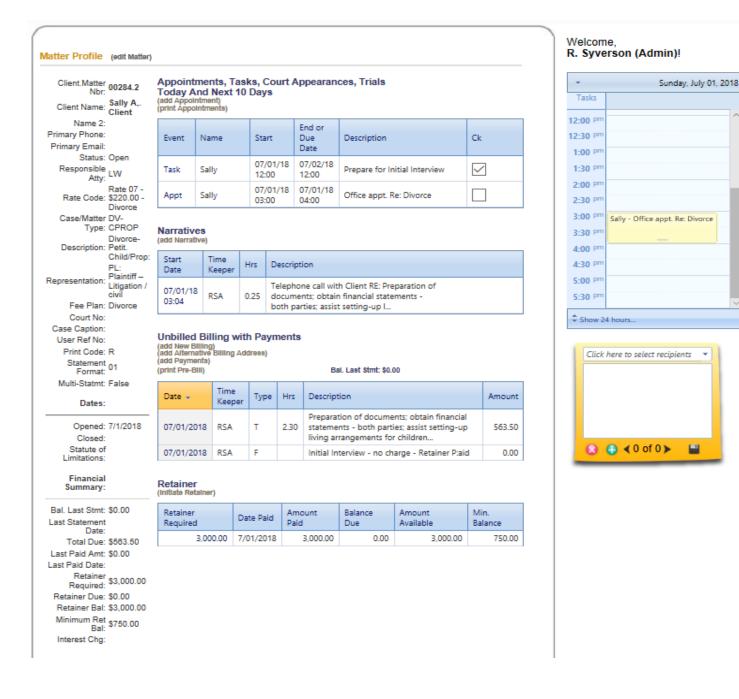
CompleteDATA Law Office Management

How to setup Systems Codes and the exceptional benefits they provide

Go to page 2, Table of Contents and Press Ctrl + F Type "Page #" you wish to view



Press Ctrl + F Type "Page #" you wish to view

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CompleteDATA Corp

CompleteDATA is an Minnesota Corporation marketing Web-based *CompleteDATA Cloud™*. through OnLineLawFirmManagement.com. A Practice Management Software" for law firms, The powerful new version meets the ever-increasing needs required to maintain profitability in a law firm. The "complete" part of the product name indicates that no other software is required to manage a law practice. This translates into large savings. Updates and backups are no longer an issue. *CompleteDATA Cloud* is in a continuous backup state at all times and updates are done while you sleep. CompleteDATA has provided software for law firms for 30 years. Some firms are in their 22nd year using the Server version.

Included modules are: Conflict of Interest checking, Case Management, Docketing, Calendar & task Management, Time and Billing, *AutoBILL™*, *ClientNarrative™* Tracks client procurement costs and the number of new clients obtained with cash flow as the result of each marketing venue. You may add modules: (1) "Time Management" (the ability to see who, what, when and where a timekeeper is spending time), (2) View Profitability Centers (by case type), and (3) Advanced Business Management.

Product Overview

Billing & Time Billing: Most time billing may be done with AutoBILLTM. It automatically bills telephone calls to or from, office appointments, court appointments, and a host of other automatic billings. And manual billing uses drop-in text some default and also created by the firm to eliminate typing and provide consistency.

Calendar & Task Management: The calendar categorizes type of event and ties the event to a client matter, attorney, and/or a group. It also "polls" <u>everyone's calendar</u> making it easier to set up an office meeting. All entries in a lawyer's calendar instantly update a **client-matter calendar**.

Statute of Limitations Calculator: Automatically creates four reminders as well as prominently posting the SOL date on the client matter screen.

The calendar updates the **Work In Progress Report**. Anything scheduled and not billed is flagged, making it possible for the average office of 10 lawyers to recover up to \$300,000.00 in lost billings the first year. A single practitioner could recover as much as \$30,000 per year.

Client Management & Conflict Checking: All persons or entities associated with a client matter: witnesses, experts, other-parties, opposing counsel, partners in a partnership, officers of a corporation, all co-counsel (and their participation in any matter), and all heirs to an estate, etc. These lists are also checked for conflicts upon entry of a new client. The matter, case number, and notes are displayed if a potential conflict is found. If a direct conflict is found the system displays the conflicting information and the user is not allowed to continue the entry.

Document Management: Store any document on the web to make available to any authorized user. This may include emails, word processing, Spreadsheets, PDF's, and images. The document is placed in a client-matter folder for easy access. Edit any word processing or spreadsheet on the web. Tracks author and who did last edit. It includes check-in and check-out data, I.E., who has it now, and when the document is finalized and printed. It allows role-back to previous versions.

For new users that wish to upload documents yourself, you may upload about 30-100 documents at a time. (Microsoft and/or server limitations apply). Then you can tag each upload with a specific tag or tags. Please ask for help if you find this difficult. We suggest you organize your upload by matter and document category and start with a smaller number to begin with.

CompleteDATA Cloud

A legal Solutions Provider

Marketed by: CompleteDATA Cloud, OnLineLegalSoftware.com, IntegratedLegalSoftware.com and CDC Version 1.1.9 for CompleteLAW Practice Management in the Cloud

Systems Setup

Upon opening CompleteDATA Cloud for the first time you will discover that all authorized users are already installed. Check your email for user login and passwords. It is very important that you do Systems Setup routines #3 and #4 found on the Main Menu; System, before you begin using the program.

The Systems Menu:



Familiarize your self with the Help section. It also includes the information found in this Quick Start Manual.

User Setup: Use this section to add or modify user information.

Maintain Billing and other codes Section: This section includes 'automated selections' for the following: 1) Calendar events and Tasks, 2) Billing Categories and Billing codes for each, including default pricing for flat rate (task-based billing and cost billing)

3) Case/Matter Categories and matter codes with associated drop-in text, 4) Fee Plan setup, 5) Marketing Sources (advertising costs and revenue reports), 6) Automated text selection setup for *Narrative/AutoBILL*[™].

Maintain Rate Tables: When the software is activated for you every Timekeeper is assigned a rate code based on the information supplied by your office. You may assign up to 20 hourly rates for each user, based on type of matter. This is explained in the Rate-Code section.

Utilities: This Section is under development – Use by Systems Administrator

Edit Financial Data: This section is under development. It allows the accounting people to make corrections where an error was made by improper entry of data. This is usually used by accounting or billing, and is not usually used by lawyers and staff. (Note: A sole-practitioner has all options)

Firm Statement Setup – Select layout for the Header on your Invoice/Statement.

Section One - User Roles

A Single User System presents one Menu and the user fills all rolls.

A multi-user system presents <u>menus</u> and <u>user screen forms</u> based on job requirements and the need to know. This allows users access to the areas of the program they most often use easily and quickly.

Lawyers, for example, do not need to view accounting screen and generate most reports. On the other hand, staff persons do not need to see profit and loss statements, or lawyers' income distribution reports.

Multi-Office Setup: The Multi-Office setup is initiated by CompleteDATA. Be sure and check spelling, and administrator for each office, if the setup required separate administrators. Otherwise, the home office Admin will administer all offices

When adding Users to a Multi-Office environment, be sure and select the office the user works in from the Office-Drop-Down

The User Role is assigned by the systems administrator. Please assign a Role to each user and insert the person's name and other required information when asked. We recommended the administrator install the User password as well.

You may print a report at any time to verify your entries. An Edit Box is displayed listing all users. Select one to edit.

Passwords: Passwords are required.

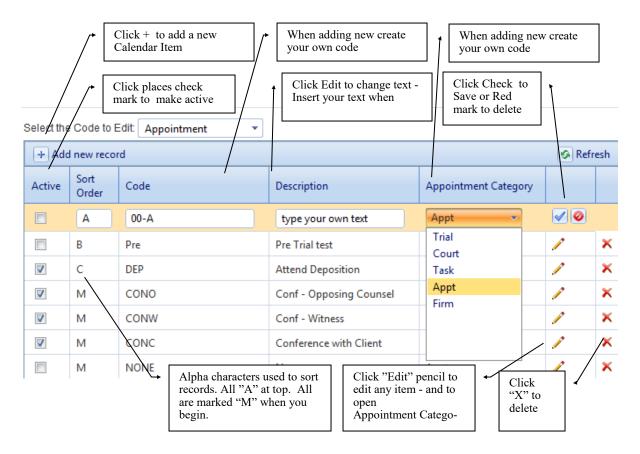
Please assign someone to keep a list of passwords in a safe place. This person should always be informed when a user changes his or her password. Otherwise, a user or administrator may not gain access to that person's "labeled" information if the password is forgotten or the person leaves your employ.

If a password is lost, we can go on-line and restore the user. You should change the "systems" password after we have completed the job to insure your systems integrity will not be compromised.

Explanation of columns

Active, Sort Order, Code, Description, Edit, Save and Delete apply to all setup routines

Here we use the Calendar setup



The calendar system comes with 34 calendar items in five categories described above. The categories are color coded:

Trial Blue
Court Appearance Green
Task Orange
Appointment Beige
Firm Light Red

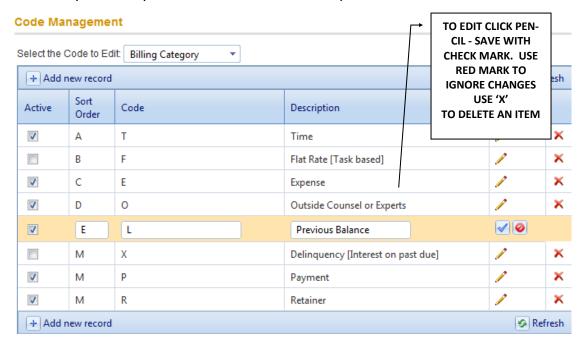
You may disable any of them by removing the check mark in column 1.

Setup & Quick Start Guide

The following setup routines should to be completed before you begin using the system.

- 1. Enter User Information: (Page 8)
 - Be sure and Insert user Initials for "short name".
 - The short name is used to identify the user in billing, calendar & tasks, reports, etc.
- 2. Enter Hourly rates for all timekeepers (pages 8 & 9)

Up to 20 hourly rates may be inserted for each timekeeper and labeled with a code and descrip-



tion. For example: rate code "09" assigns an hourly rate of zero per hour and is used for contingency matters. Useful in tracking hours of all timekeepers on any matter without charging time. You may assign hourly rates for Family Law, Business Law, etc.

An hourly rate codes is assigned to a matter when the matter is entered. Each persons hourly rate established for that Rate Code is used.

- 3. General Billing descriptions and codes are already installed.
 - See pages ____ & ___ in this manual on how to add and edit.
- 4. There are four billing categories:
 - T Time Billing
 - F Flat rate (task based billing)
 - E Expenses: Internally generated and external (vendors)
 - O Experts and outside counsel (1099 entries)

Expense Examples:

Enter filing fees specific to each court and name the court. This insures consistency, and prevents numeric errors.

Sprint County Clerk of Court - Filing Fee

\$350.00

✓ Ø

User Setup

Before you begin using the software follow the guidelines in this document, to make sure all systems codes have been setup properly. The Administrator, or a sole-practitioner, is preset on activation of the program to install the necessary codes.

Please have all the information necessary for each user. This includes Initials, license Number, Phone and extension, Email addresses, etc.

System #2 to add other users open *CompleteDATA™* and from the Main Menu

Click [Add New] button and insert requested information

Place Users **Initials** in **Short Name. Initials are used** for displaying **daily calendars**

and are used in Reports and Billing. (use 2 or 3 initials)

Be sure and add Users Role. I.E., Partner, Managing Attorney, Associate, Secretary, Para Legal, etc. Select from drop-down menu displayed below. Verify that all information in correct: Click [Save]

User Name:

Password:

Confirm Password:

Email Address:

Short Name:

Role:

Accounting

Title:

License No:

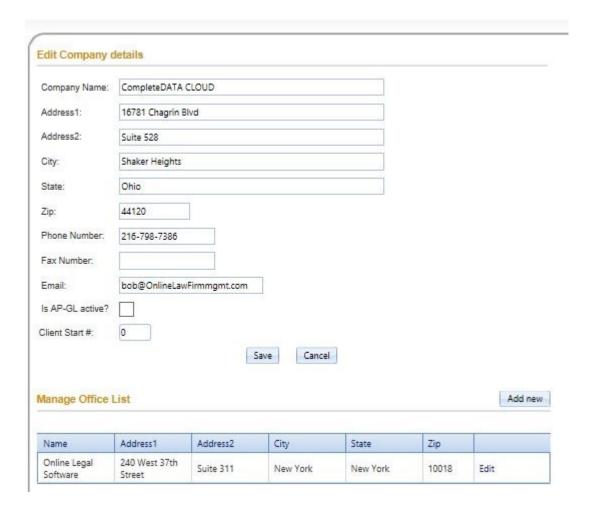
Employee No:



Firm Setup Information

Select [Systems] + 5 Firm setup from the Main Menu Bar.

Verify Firm Name, insert address, telephone, Fax and e-mail.



Firm Statement Setup & Letterhead

Select [Systems] + 6 Statement setup from the Main Menu Bar.

This will appear on your Invoice / Statements

Select:

- 1. Font style
- 2. Header text—two lines
- 3. Horizontal line or not
- 4. Header text line 3
- 5. Insert attorneys, address, phone and email

View sample below

Edit Company Report Header

		2 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	
ext Header - Line 1: CompleteLAW CLOUD			
ext Header - Line 2:			
~	Horizontal Line		
ext Header - Line 3:		Online legal Software	
Attorneys/descrip/pl	hone/etc		Attorneys/descrip/phone/etc
0		16781 Chagrin Blvd	
Sales@Onlinelegalsoft	ware.com	Suite 538	National Sales: 612-812-2593
Email: support@online	elegalsoftw	Shaker Height, OH 44120	Customer Support: 216-798-738
Email: Sales@complet	elaw.com		
		Each Attorney / description field holds 45 characters. Your work will move to the left as you type. Text alighns itself as flush left or flush right for left/right sides when printing.	
	Ente	r Text for Amount Due at bottom of state	ment.

Code Management

Select #3Maintain Billing and Other Codes from the Main Menu -> System. These codes are designed to make your work easier by providing drop-in text for reoccurring descriptions.



(You then don't have to type text over and over again.) The other advantages:

- a. consistency in describing work or events (especially important in insurance defense or where LEDES billing is in use),
- b. (b) Providing default amounts for expenses such as a court filing fee, default mileage and copy charges, and default flat-rate (task-based) billing amounts. Shown below is the top of the selection form used to locate and change systems codes.
- c. **Select the Code to Edit:** (from drop-down menu).
- d. **See Page11 for Calendar Codes** (Appointment is the first item in the list).

The code categories are:

- 1. Case / Matter categories
- 2. Billing Categories
- 3. Billing Codes
- 4. Calendar & Task5. Case / Matter codes

- 6. Fee Plans
- 7. Narrative Codes with drop-in text with (AutoBILL tm) when applicable.
- 8. Case / Matter status
- 9. Marketing Codes

Select #1: to begin. CompleteDATA Cloud provides a complete set of everything you need to begin working with client matters except individual hourly rates.

View hourly rate codes on page .

** Please make code selections as soon as possible - you will be glad you did **

Rate tables & rate Codes

You may assign 20 or more hourly rate codes for each timekeeper. Please consult your User List and print out the User Codes you have installed. Do not attempt to install clients until you have installed attorney rate codes.

Set up your areas of practice here. Then in next table assign hourly rates for timekeepers for each category established.

Click on Pencil to edit,. Click save button.

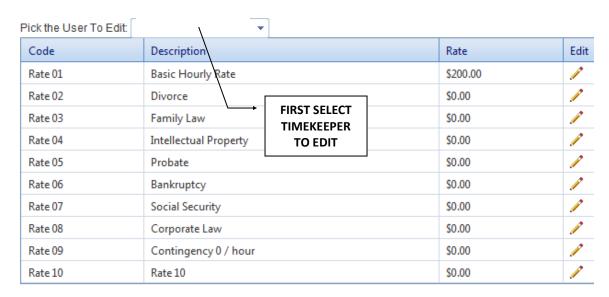
You may delete with the red X

Rate Table Management

Rate Codes:

Code	Description	Edit
Rate 01	Basic Hourly Rate	1
Rate 02	Divorce	1
Rate 03	Family Law	1
Rate 04	Intellectual Property	1
Rate 05	Probate	1
Rate 06	Bankruptcy	1
Rate 07	Social Security	1
Rate 08	Corporate Law	1
Rate 09	Contingency 0 / hour	1
Rate 10	Rate 10	1

Timekeeper Rate tables



Enter the users rate codes and descriptions. For attorneys, these codes apply to;

1) "working attorney" or primary billing attorney or, 2) The attorney that originated the file and will be billing time on it. If an attorney is an originating attorney, insert this information in client set-up. 3) The Working Attorney may be the same as originating. If you do not use these designations, always use working attorney field ONLY, during client setup.

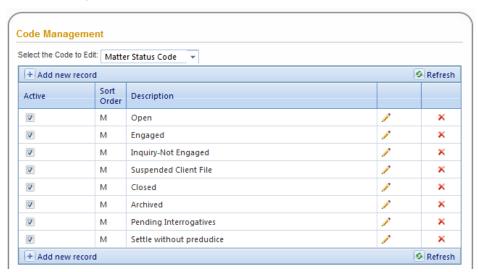
As described above, certain codes may have a default retainer requirement.

For contingent matters, set a rate-code to hourly rate code #9: 0.00. Always use this rate code for contingent files. This assures you of keeping track of all timekeepers time so you can do a Profitability Report to determine the profitability of contingent matters and certain flat-rate case types, such as Workers Compensation.

Percentage distribution. Use these fields to determine the percentage of fee income that will be assigned to an originating, primary and secondary attorney on client cases originated by him or her. (These fees may be in addition to time spent on these files by the originating attorney billing by the hour.)

STATUS CODES

Print the existing codes.



These codes allow you to print reports based on the current status of a case. In addition, status codes allow you to organize client file.

You must retain the following codes.

Closed Closed status leaves file in system for reopening at a later date. It includes closed file number and location of files in archives.

Open Active case file
Suspended Used for bad accounts

Inquiry Used for intake of information, (potential divorce) or to be sure

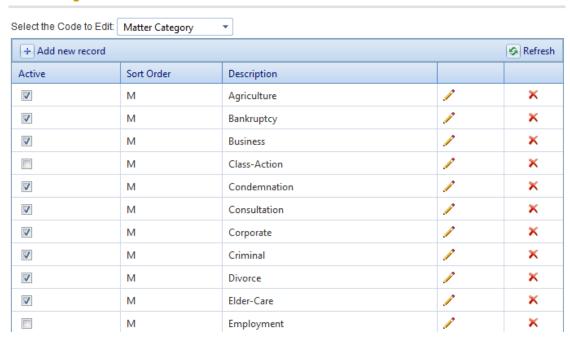
you have logged in information of a potential client regarding what was said. Record date and time of any phone conversations or correspondence regarding the matter. Provides a place to clearly state your position on whatever issue was raised by the potential client in ClientNarrative.

ever issue was raised by the potential ellerit in olientivariative.

Other status codes are optional. However, a status must be used when setting up a client file. It may be changed as required as the case progresses.

MATTER CATEGORY

Code Management



There are 32 categories on two pages. Select page 2 to view other case / matter categories.

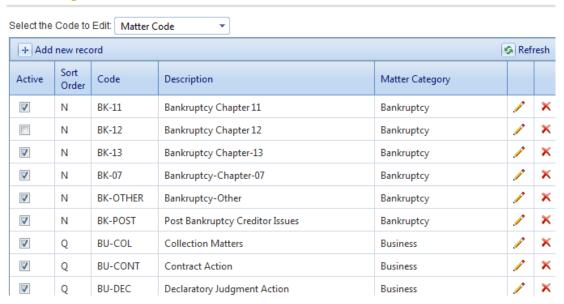


All categories are active when you first view these screens and all are marked with "M".

- 1. Click in Active to **remove** the **check mark** for **deactivate** categories you will not use. A category may be made active again by checking it.
- 2. Set Sort Order "A" to "Z" "A" sorts to top.
- 3. More than one category may contain the same alpha character

CASE/MATTER CODES

Code Management

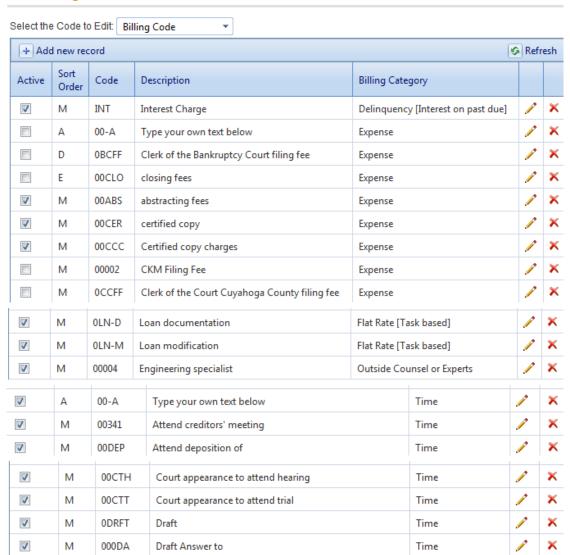


Approximately 200 case / matter codes are available in 32 categories.

- 1. Case / Matter codes will not display here if you have removed the Category as described on page 14.
- 2. We recommend that you set sort order for Miscellaneous to "A" at the top . If a user fails to select a case / matter code it is easy to change a Miscellaneous code to any other.
- 3. Case / Matter codes are used in Reports. Consequently:
 - 4. If you add additional codes please make use of the first two characters in describing your code. If you start an entirely new group be consistent in creating the identifier.
 - 5. See examples above: "BK-" identifies Bankruptcy, "BU-" identifies Business.

BILLING CODES

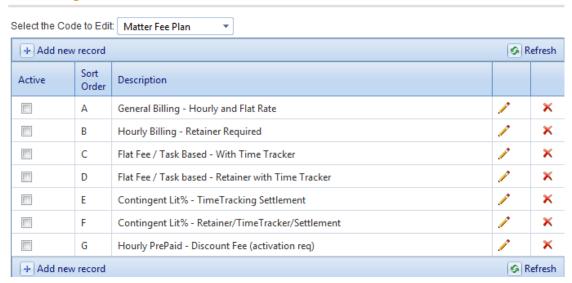
Code Management



Billing code examples above in Alpha Sort Order. More than 100 are included. Use the same editing tools as described elsewhere in this guide. Mark most often used billing codes with Sort Order "A", then "B", etc. Leave "Type your Own Text" as an "A" so it appears at the top of the list. When selecting billing codes they are displayed in Sort Order A -Z.

FEE PLANS

Code Management



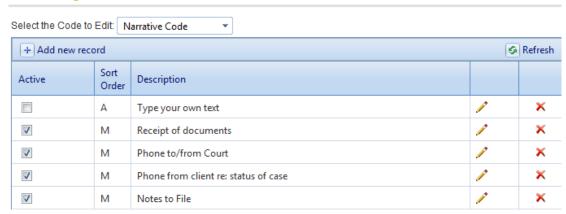
Purpose:

Assign a fee plan to assure that your billing setup is accurate. For example, if you are opening a Personal Injury or other contingent matter you eliminate the often mistake of including an hourly rate.. Also, if a Retainer is required you are presented with the Retainer input form. The Client-Matter Rate-Table will present the required retainer for the type of matter you have opened.

If a Workers Comp case is entered -the proper forms are displayed for this type of matter as well.

NARRATIVE/AUTOBILL CODES

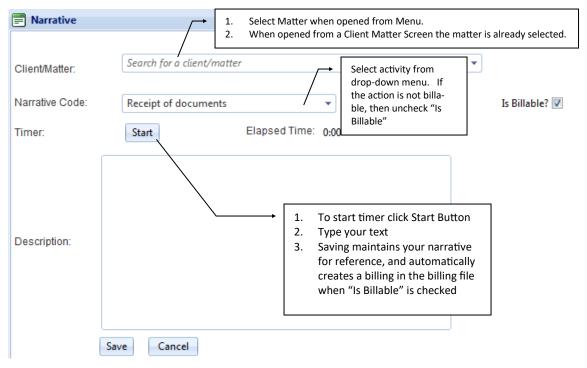
Code Management



Use Narrative/AutoBILL to record notes and for automatic time billing.

Create or edit codes in form found above.

The form below is available to you from the Attorney Dashboard and from the Client-Matter Page.



MARKETING SOURCE



Add / Edit Marketing source codes above. Your intake forms have a question: "How did you hear about us?" The CompleteDATA Cloud system then compiles the information found for each client matter that was obtained from your Marketing Initiatives in the Marketing Report shown below. It automatically does a cost-benefit displaying costs and revenue.

MARKETING SOURCES & REVENUE (CR-19)

Marketing / advertising codes and descriptions. Report includes number of cases opened this year for each marketing type and total revenue generated year-to-date

Page: 1

Date: 07/03/2012

Time: 15:50:21

No.	Code	Description of Publication / Source	Number of New Clients	New Revenue	Ad Start Date	Ad End Date	Advertising Cost
1	Not Kn	Not Known	0	0.00	11	11	0.00
2	YP1	YellowPages	0	0.00	11	11	0.00
3	МН	Martindale-Hubbell	0	0.00	11	11	0.00
4	LAWRE F	Lawyer Referral Service	0	0.00	11	11	0.00
5	REFER	Referral of.	0	0.00	11	11	0.00

Number of New Cases: 0

Generated Revenue: 0.00 Advertising Costs: 0.00

Section Three

Installing a new client-matter

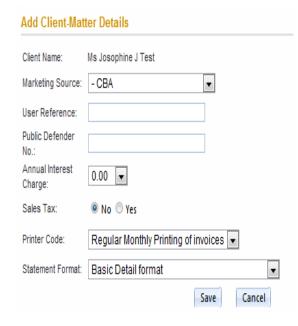
1. Select Client-Matters add New Matter



After inserting a name the system does a conflict check. Click <Save> to activate 'Conflict Checking'

It searches all files; (opens, closed and deleted) for any name that may be associated with a contested matter. It also searches for officers in a corporation or partners in a partnership, and all persons attached to a contested matter as 'Other Parties' and those found in the "Relationship Management" section.

- 1. If a conflict is found, it will be displayed, showing the conflict, file number, date opened, and responsible attorney. You are not allowed to continue.
- If a near conflict is found 'near-names' will be displayed. If no conflict exists, you may proceed. Ask for assistance from the lawyer associated with the suspected conflict file if you believe a conflict may exist.
- 3. If no conflict exists the entry is continued without interruption.



Install new client continued

Select:

Marketing Source - (How did the client find you? CompleteDATA reports on your advertising dollars and where you are getting the best results. (See page _____ for how to do that)

Insert your Reference No, if used.

If a public defender client – insert state code

Insert Annual Interest charge (this may be
done later – however, your Representation
Agreement must contain proper language allowing you to charge a finance fee for late payments)

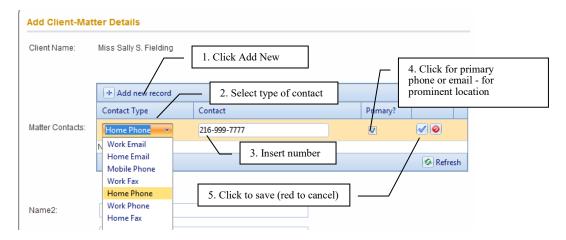
Select Sales tax – (South Dakota)

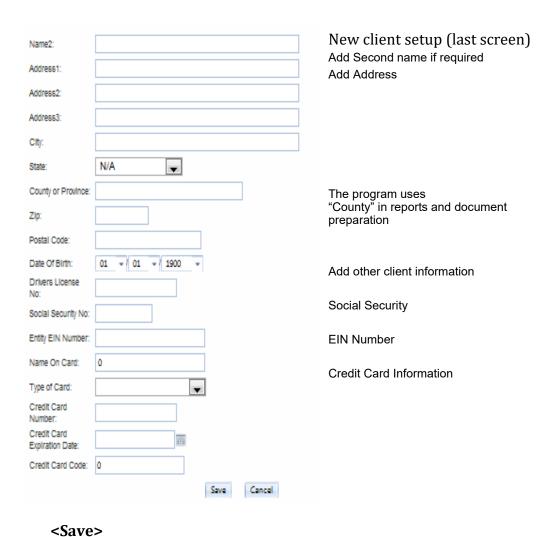
Select Invoice/Statement Format from 10 choice: (when an invoice should be printed.)

<Save> moves you to next page

Client Demographics & Other Party

Insert contact info: telephones, e-mails, texting, etc. There is no limit for home or business.





You are done and Client-Matter is displayed in Matter Page

Section Four

Adding a Matter to an Existing Client

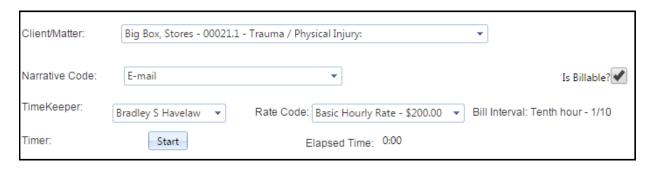
- 1. Go to the Main Menu click on selection: Client-Matters
- 2. Insert client name in look-up—click Hour-glass
- 3. When client comes up look next to Matter List—click Add Matter



Send an Email from Narrative Selection on Main Menu or from within a Client Matter

Primary purposes:

- 1. Allows an email to be created from (1) within a client matter, or (2) from the Narrative on the Main Menu bar. It will bill time at the normal hourly rate selected for the matter and the timekeeper in one of three ways.
- 2. The Narrative/AutoBILL system allows for automated 1/10th, 1/4th minimums, and real time billing. When a matter is setup, these parameters are established.



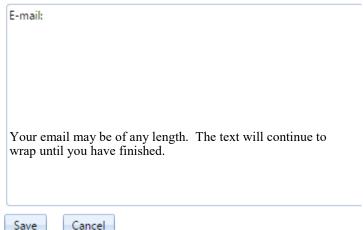
3. A user may remove the checkmark "Is Billable" if the email is not to be billed. A Narrative will be created, however, but not the billing. This allows a record of the action to be stored in the systems

Narrative of events.

E-mail:

When selecting Narrative from the Main Menu Bar the Email System Displays the following billing setup:

- Select Client-Matter from dropdown
- Select Narrative code "Email"
 Select Timekeeper (Selection displays your user Verify billing rate Code/select different from Drop Down
- 3. The clock begins to track time
- 4. Click <Start>
- 5. If interrupted, click <Pause>. You may select another.
- 6. Write email and click <Save>



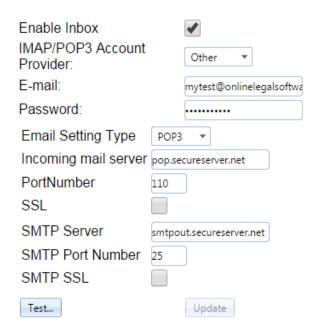
Click < Pause > again to restart

Email Management

1. If you are doing a 45-day trial, we suggest you use a temporary email address which we will provide. When you decide to keep the software then you should replace the temporary email address with the email address of your choice.

The Email System is found from Main Menu Bar —> Systems #10 Inbox Setup It includes the following:

- 1. Email Setup, much like Internet Explorer or Outlook. **It also includes an Enable Inbox**. Uncheck that to disable the Email System.
- 2. Test cycle to assure proper setup. If you don't have the knowledge to do this, please ask your office IT or administrator for help.
- 3. Once it is setup, you will receive a test email indicating that it works, and a test email is also



- a. Enable with chk mark, disable chk mark double click again to remove.
- b. Select type of account
- c. Insert email address
- d. Insert password
- e. Select setting type
- f. Incoming mail server
- g. Port number
- h. SSL
- i. SMTP Server
- i. SMTP Port Number
- k. SMTP SSI
- I. Click <Test>
- m. When test is successful, click < Update>

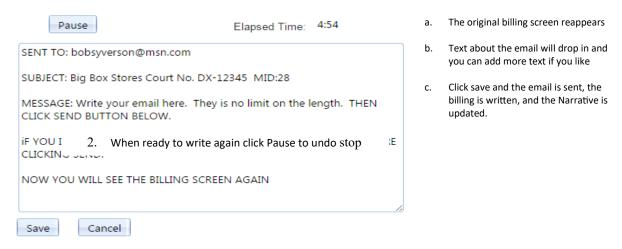
sent to one of your accounts to verify that sending also works as designed.

4. When you have decided to keep the program, the primary benefits of this system will be activated. They are described on the next pages.

Overview of Email Management:

Two primary purposes:

1. Allow an email to be created from within a client matter
The Email System:



Write Email. If interrupted, click Pause Button to stop clock. Click again to resume.

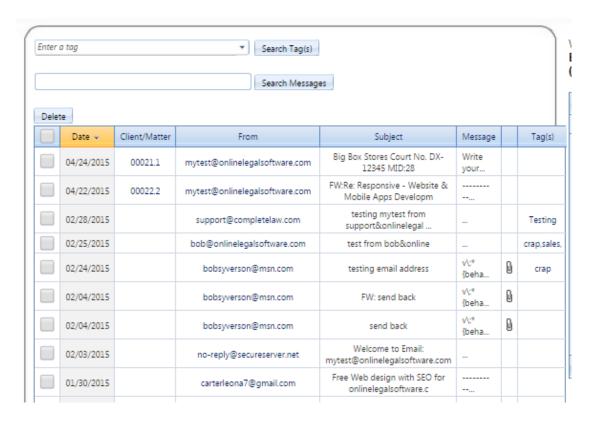
2. Second Purpose: To save emails in the client-matter folder so retrieval is easy.

The email is saved in two places. (1) In the client-matter file, and in (2) the Inbox.

- a. Open client matter and scroll to bottom of screen. There you will find all emails associated with this matter.
- b. The client-matter number identifies the returning email and places it in both folders as well. As long as the client-matter number plus the client name is used by others connected with the file, the received email is placed in the client-matter folder. If not, and the client name is used in the email, it can be moved from the Inbox to the client matter easily.
- c. See the next page to view features of the Inbox. This is the first item at the left edge of the Main Menu Bar.
- d. There you will discover how to tag emails.

Working with the Inbox:

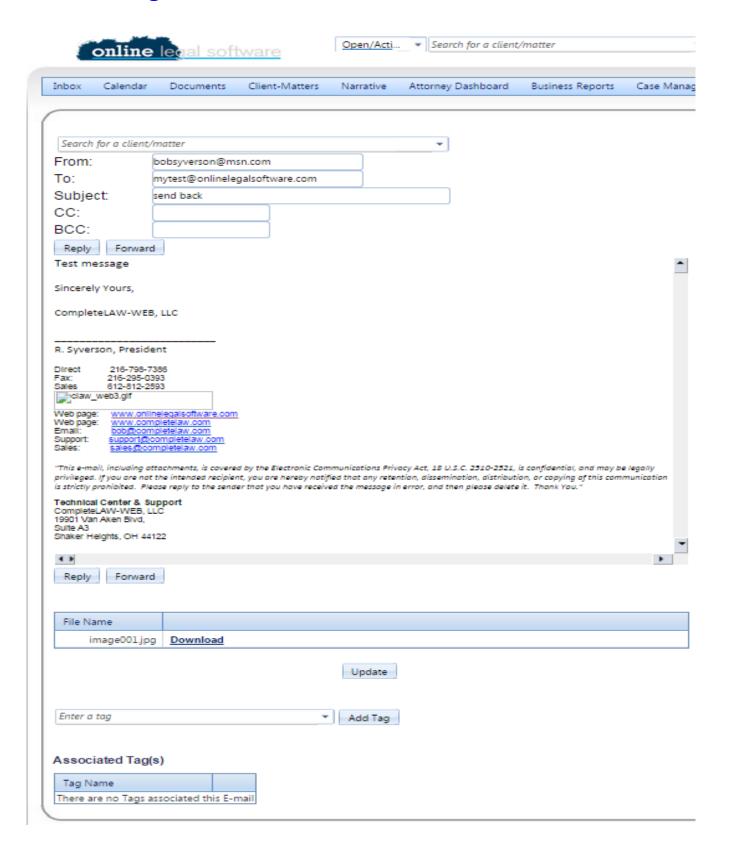
- 4. Fourth Purpose: Open, Delete, Organize by date, from, subject, Author, tag,
 - A. Allow user to apply tags to emails and to delete unwanted emails



Columns

- 1: Click Search tag(s) after entering the tag you wish to look for. All emails with that tag will appear together.
- 2: Click in box to get check mark
- 3: Click as many as you wish to delete. Then press Delete button at top. (Note, if they do not disappear, your browser still thinks there are there. Press Ctrl+F5 to refresh screen.
- 4: Click any column header to sort on that column.

Working with the Inbox:



Installation Guide & Summary of Agreement

CompleteDATA Cloud, doing business as Online Legal Software ("OLS" or "Licensor") grants a non-exclusive, non-transferable, limited license to use certain law related software programs ("Programs") developed by Licensor in conjunction with Licensee's practice of law through OLS's Online Legal Software Services ("Service") on the Authorized Platforms and via the Authorized Means during the Term, as set forth in the Agreement ("Agreement"), which is summarized below. Please see the Agreement for all Details and a list of authorized users.

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