



For Immediate Release

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HBR Consulting Expands SpendConnect Platform by Introducing “SpendConnect Purchasing”

September 25, 2014 (Chicago, IL)— HBR Consulting, a leading global provider of consulting services in the legal industry, announced a partnership with b-pack (www.b-pack.com) to launch a new request-to-pay technology solution – SpendConnect Purchasing.

SpendConnect Purchasing (www.spendconnect.com/purchasing) was developed by HBR Consulting for law firms that wish to streamline and increase the automation of their purchasing process. HBR Consulting leveraged b-pack’s industry-leading software to create a customized solution aligned with the unique needs of the legal industry.

“Clients will benefit from the full integration of SpendConnect Purchasing into our existing SpendConnect platform, which we believe will increase adoption and provide clients with enhanced visibility into key metrics,” says Nick Quil, HBR Consulting’s President.

SpendConnect Purchasing demonstrates the continued expansion of HBR Consulting’s procurement solutions line-up, which includes its flagship offering, “SpendConnect,” a business intelligence platform that integrates financial, human resources, contract and supplier data sources to enable users to make more informed decisions that impact a firm’s bottom-line. Nearly one-third of the largest law firms have already selected SpendConnect to assist with managing expenses and third-party contracts.

With operational efficiency demands increasing, many law firms are underserved given that legacy software solutions are no longer adequate and in some cases, may be exposing firms to operational risk. “Over the last decade we have worked with nearly half the Global 100 firms and observed a significant need for a request-to-pay solution that is designed for the legal industry. Our partnership with b-pack allows us to provide our clients with a streamlined, flexible solution that addresses this market gap,” says HBR Managing Director, Adam Stoklosa.

“HBR Consulting’s positioning in the legal market is unparalleled, which makes them an ideal partner for us as we continuously seek to expand the reach of our product across a broader range of industries. We are proud of the customized solution that we produced for law firms and believe that clients will benefit from the functionality and ease of use of the product,” says Julien Nadaud, President of b-pack.

About HBR Consulting

HBR Consulting (www.hbrconsulting.com) is internationally recognized as the leading business and technology operations consultancy in the legal industry. Formally Hildebrandt Baker Robbins, HBR Consulting continues to expand on its foundation as a leading provider of consulting services to the legal industry. With more than three decades of experience, HBR Consulting helps law firms and corporate law departments plan, implement, and measure business, information, and technology initiatives with a specific focus on increasing operational efficiency and effectiveness. HBR Consulting helps clients holistically address their needs in the areas of Advisory, Managed Services, and Software Products.

About b-pack

Founded in 2000, b-pack was created to help organizations reduce costs by optimizing their purchasing activities and spend management. Its flexible purchase to pay software includes sourcing, contract management, procurement and budget management features. B-pack was ranked as a Top 5 eProcurement Vendor by Gartner Magic Quadrant and has offices in North America and Europe.

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