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The image features a background of modern glass skyscrapers reaching towards a blue sky with light clouds. A semi-transparent white banner is overlaid on the right side of the image, containing the title and author information. The Affinity Consulting logo is positioned on the left side of the banner.



3-5%
worked from home full-time
(2019)

This slide contains a large green percentage '3-5%' followed by the text 'worked from home full-time (2019)' in a smaller green font. The Affinity Consulting logo is located in the top right corner of the slide.



20-25%

worked from home at least part-time
(2019)



In 2022...

STATE OF REMOTE WORK REPORTS > 2022

2022 State Of Remote Work

Data from over 2,000 remote workers around the world looking at the shifts and evolution of remote work in 2022, along with the benefits and struggles it brings.

Would you recommend remote work to others?

Yes	97%
No	3%

buffer.com/state-of-remote-work/2022

remote | OK | Nomad List

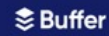


In general, how would you describe your experience with remote work?



- 61%** Very positive
- 29%** Somewhat positive
- 9%** Neutral
- 1%** Somewhat negative
- 0%** Very negative

buffer.com/state-of-remote-work/2022



remote | OK | Nomad List



What kind of remote work structure do you currently operate under?



- 49%** Fully remote
- 23%** Remote-first (very close to fully remote)
- 16%** Office-occasional (required or encouraged to be in the office somewhat regularly)
- 11%** Office-first, remote allowed

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remote | OK | Nomad List



What kind of remote work structure would you like to have?



- 56%**
Fully remote
- 30%**
Remote-first (very close to fully remote)
- 11%**
Office-occasional (required or encouraged to be in the office somewhat regularly)
- 3%**
Office-first, remote allowed

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REMOTE | OK | Nomad List



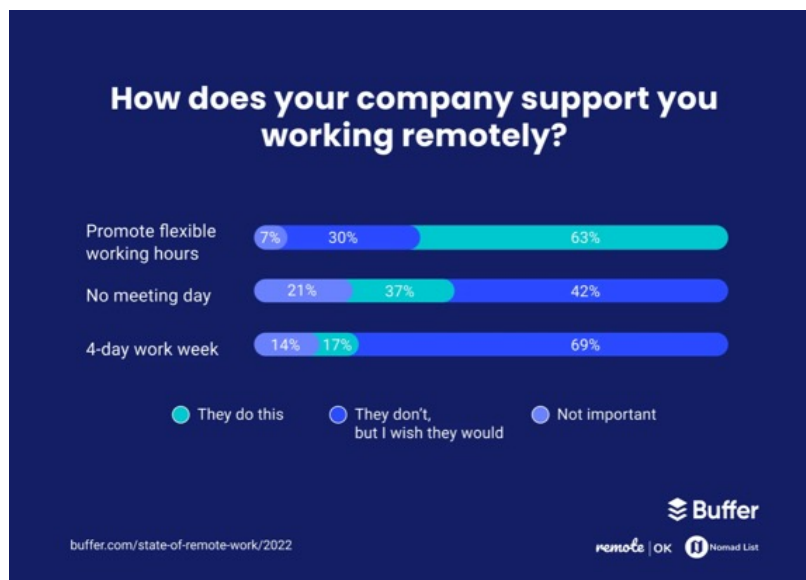
What benefit(s) do you experience because you work remotely?



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REMOTE | OK | Nomad List

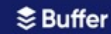




Would you say you are working less or more since you started working remotely?



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REMOTE | OK | Nomad List



Overall, do you feel more or less connected to your co-workers after your shift to remote work?



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REMOTE | OK | Nomad List



What has changed about your work since you started working remotely?



- 56% How I collaborate and communicate
- 51% More video calls
- 53% My work hours
- 45% How I do my work
- 8% Nothing changed

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remote | OK | Nomad List



Do you think career growth is more or less difficult for remote workers to achieve?



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remote | OK | Nomad List

Training on Core Production Tools

A move towards self-sufficiency.



Training

At the Core of Affinity





2021's Most Popular Topics

- **Launching a New Firm**
- **Moving to a New Practice Management Program**
- **Becoming a Better DMS User**
- **Products Covered Include:**
 - Cosmolex
 - NetDocuments
 - Practice Master
 - Tabs3
 - Worldox
 - Zola

2021 Insights



- People are hungry for training.
- Remote work requires more self-reliance.
- Huge ROI gains come from having the right core tools and knowing how to use them well.

(You live in Word and Outlook.
Know them better than your Netflix queue.)



 50%

Affinity Insight Revenue 2020 to 2021



How many places must you look?



Closed File Room



Network Drive



Dropbox



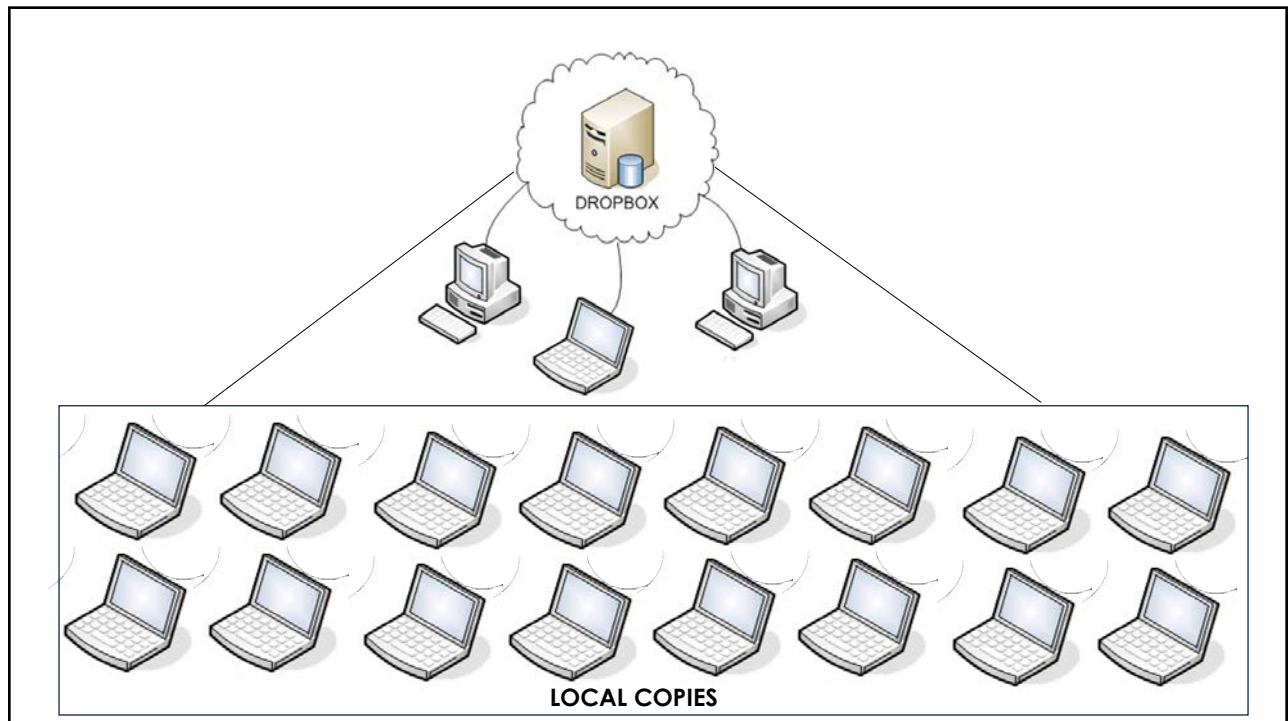
Email



My Desktop



10 Seconds – One Place





 35%

DMS Revenue and Implementations





15 Minutes
Per Interruption



4 x Per Hour



40%

Never Return to the Task



21 Social Media

Checks / Day



74 Email

Checks / Day



80 Smartphone

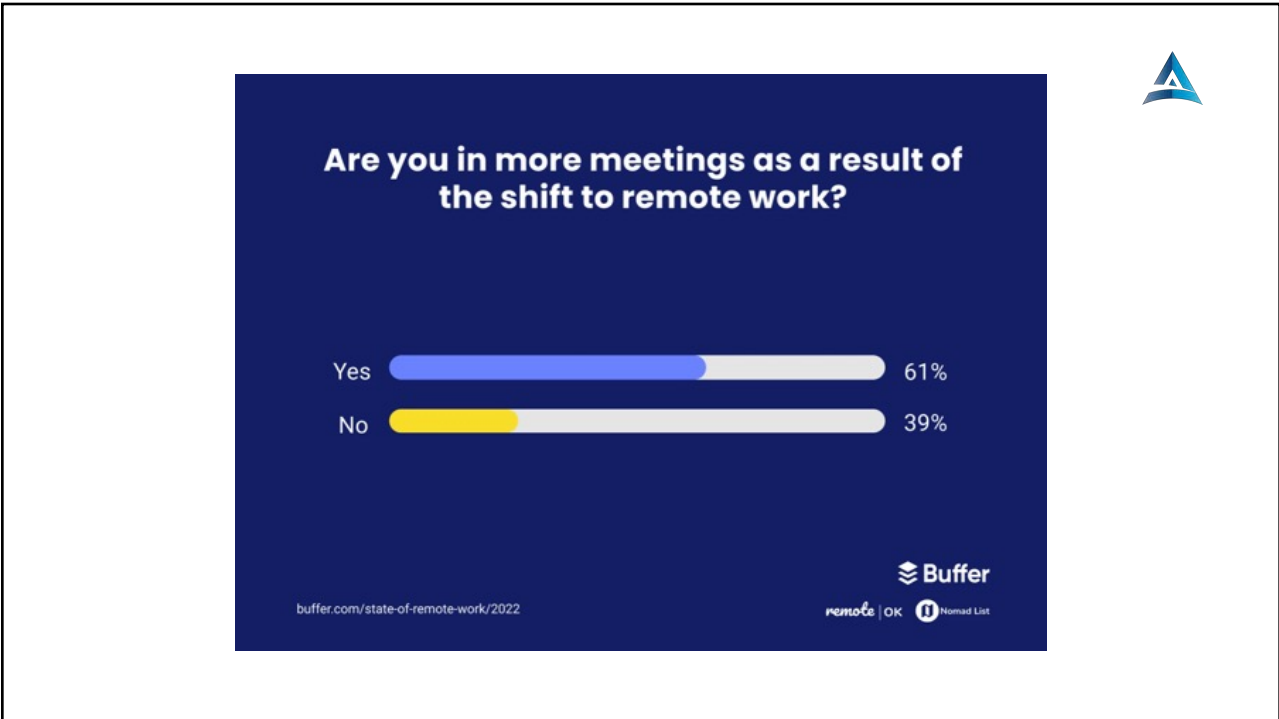
Checks / Day



564 Task Switches
in One Day



↓ 40% Productivity



76 Time Management Trainings
in 2021 (1.5 trainings/week)





Where Did You Work During COVID?



Who Did You See?



 23%

Sale of General Consumer Tech



 67%

Sale of Work-From-Home Tech



 74%

Logitech Sales During COVID



 116.6%

Logitech Sales During 4th Quarter 2021



 **\$1.54 Billion**

Logitech Sales During 4th Quarter 2021



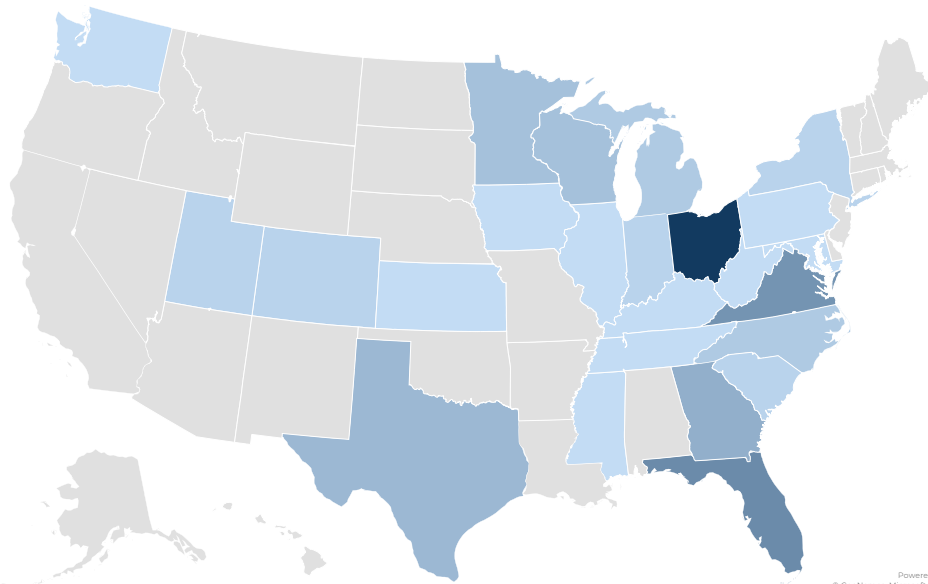
 **68% Employees**

at Affinity since January 2020



All Work Remote

Affinity Today



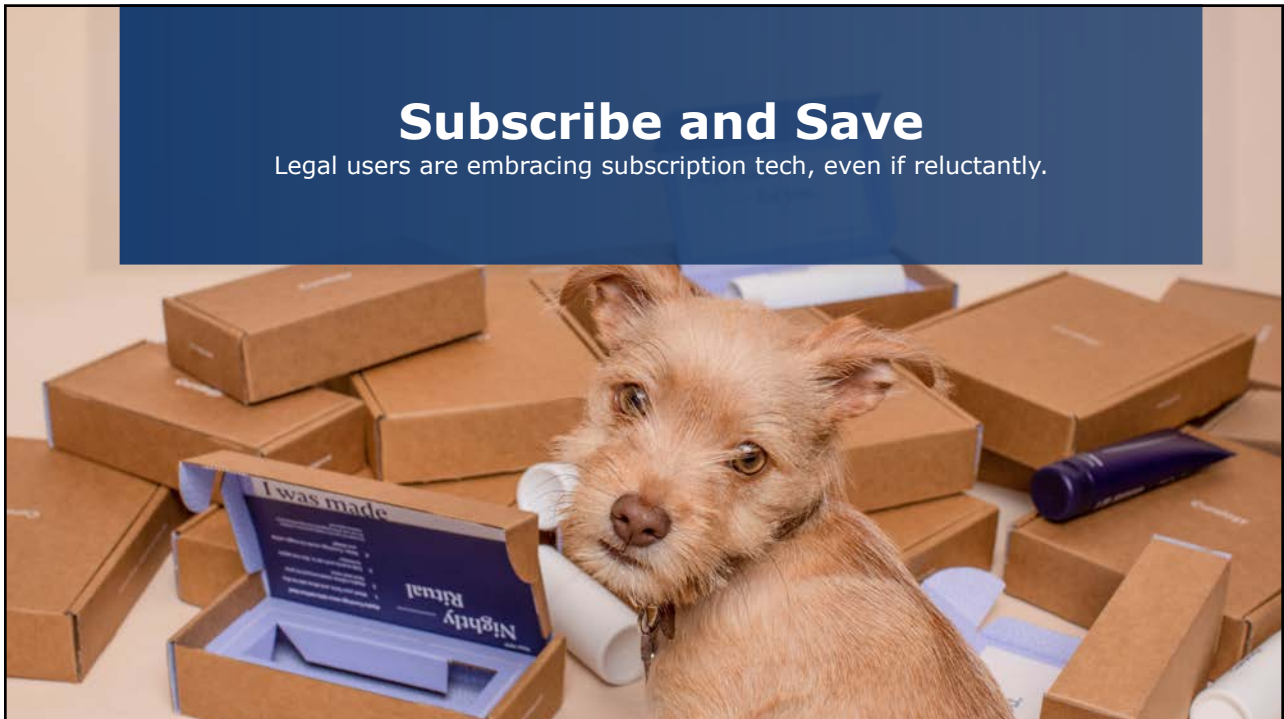
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What are Law Firms Doing?

Subscribe and Save

Legal users are embracing subscription tech, even if reluctantly.





1,000,000,000

Streaming households (1 billion)



39%

Added at least one streaming service



70%

Subscribe to at least one streaming service



↑ 288%

Home goods subscriptions



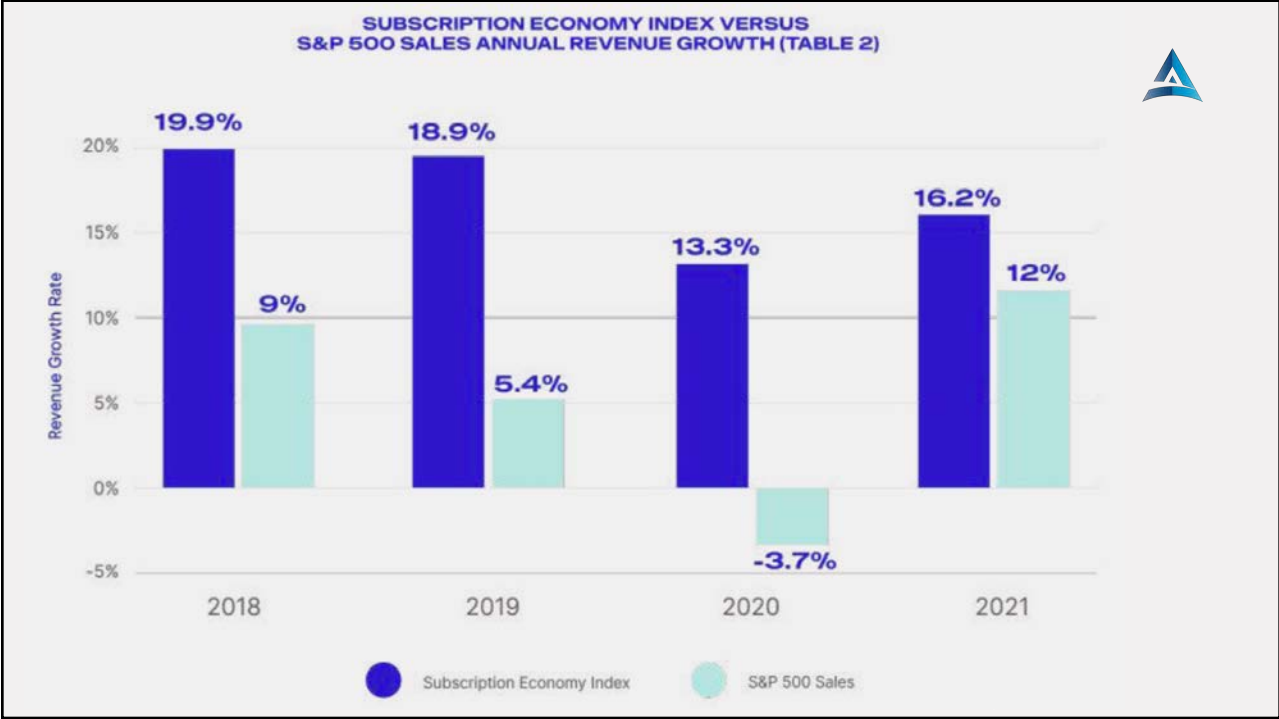
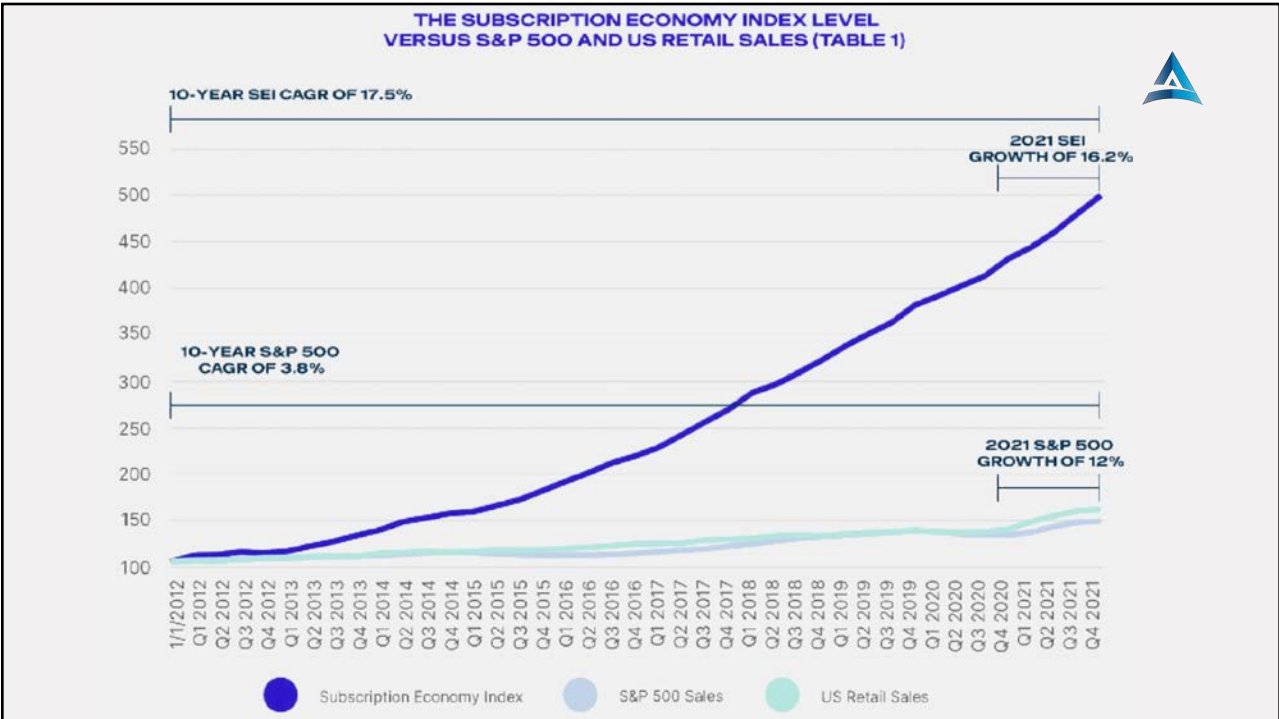
 177%

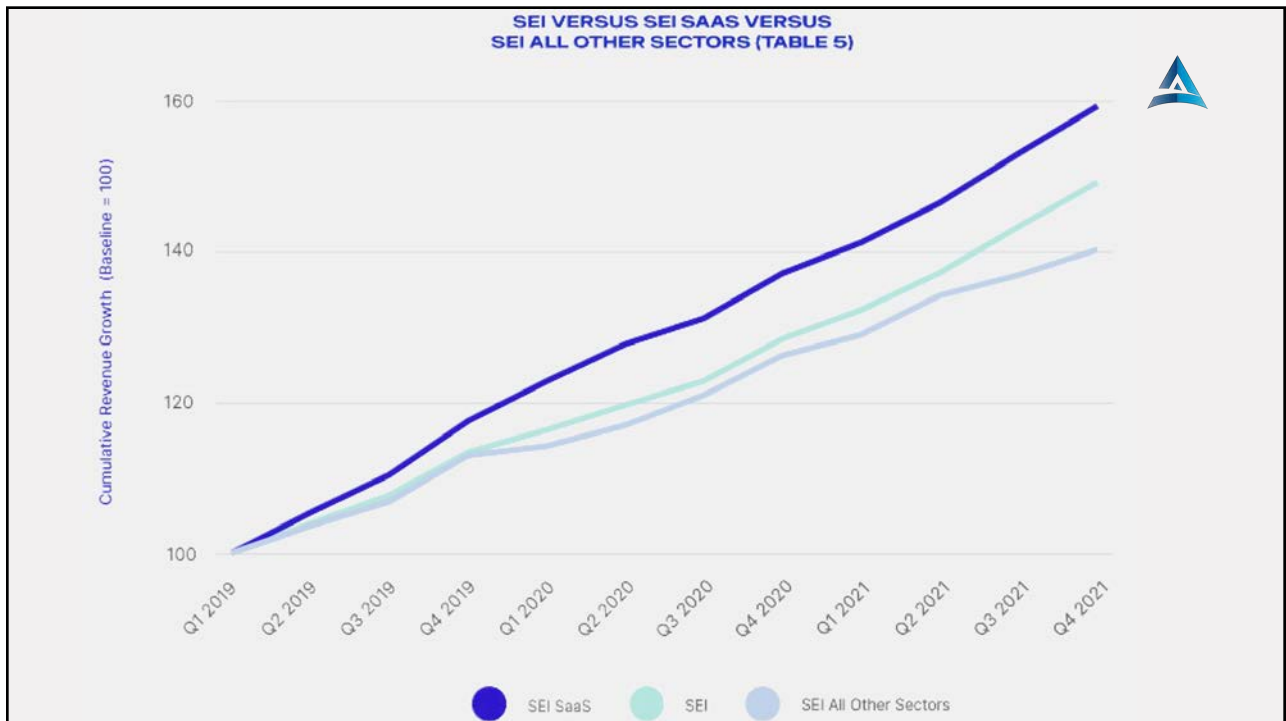
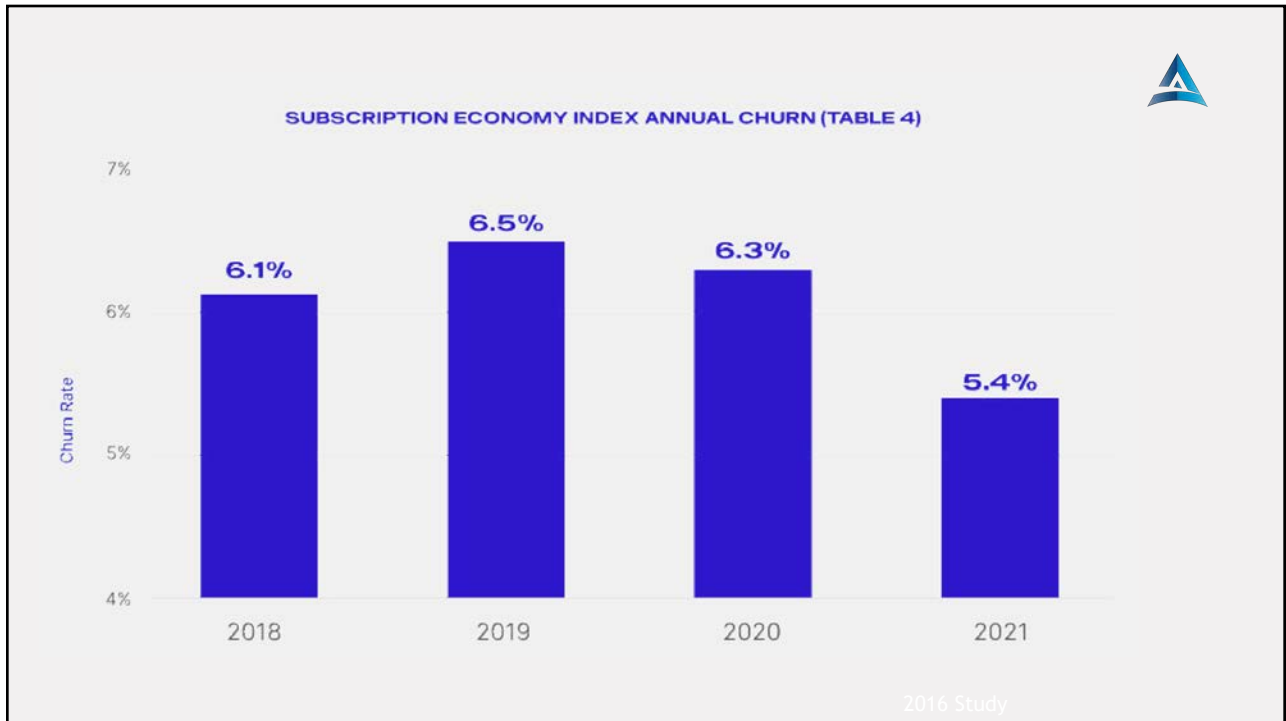
Beauty goods subscriptions

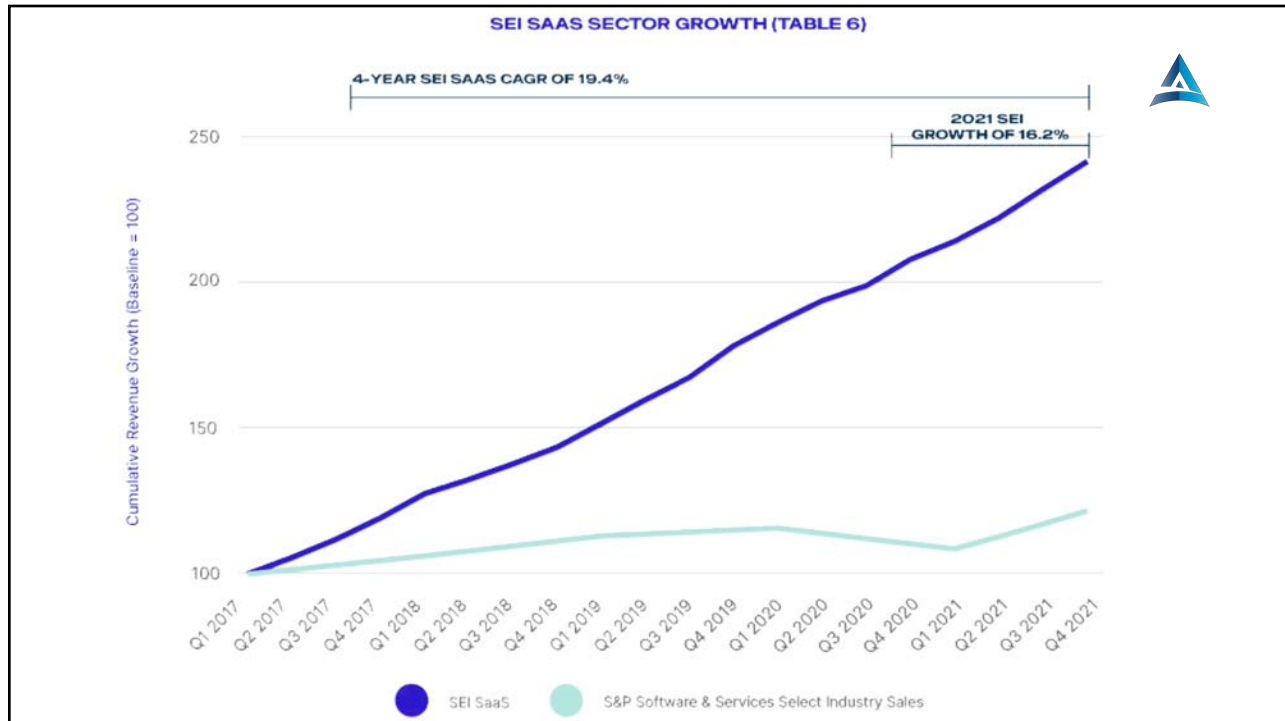


Zuora

Subscription Economy Index (February 2022)







Starting Up/Over or Keep Your Software?



Insights



- People are moving from local to cloud.
- 33% of our top videos are on migrations to cloud systems.
- 33% are on document management systems.
- Cloud means subscription.

Subscription Means



- Firms always the newest software and latest features.
- Access training whenever you need it.
- Firms can predict and plan for expenses.
- For SaaS and IaaS, hardware and backups are mostly someone else's problem.



 **320%**

IaaS Migration Revenue at Affinity 2019 to 2021



 **50%**

Affinity Insight Revenue 2020 to 2021



Competing Against Zero

Old software is already paid for.



Even Diehards are Moving



17% to the Cloud

Diehard desktop users are finally moving

Insights on Legal 2022



1. Training on Core Production Tools
2. DMS for Firms Serious about Mobility and Security
3. Managing your Time and Stress to be your Best
4. New Forms of Client and Colleague Interaction
5. Subscription Cloud for Maximum Utility

