

	Myth	Reality	Proof Points
Functionality & Control	We'll lose integrations and customizations.	Keep everything you've built. Sierra preserves your integrations, customizations, and database access with zero rework.	Holland & Knight migrated to Sierra with 200+ customizations
	We'll lose database access.	Maintain full control of your data. You'll get direct database access for reporting, integrations, and workflows.	Direct database access maintained
	Sierra isn't true SaaS.	Get the benefits of SaaS without the disruption. Sierra delivers scalability, security, and subscription pricing without forcing a rebuild.	SaaS flexibility without the rebuild
Migration & Disruption	Cloud migrations take 1-2 years based on our experience with other platforms.	Move from on-prem to Sierra in weeks, not years. Most firms go live on Sierra in just 6-14 weeks with minimal internal resources.	Most firms go live on Sierra in just 6-14 weeks
	Migration will disrupt our business.	With Sierra, you can move to the cloud without disruption. No data conversion, no lost functionality, and minimal internal effort required.	- No data conversion, no change to workflows - Minimal internal resources required - What you could do yesterday you can do tomorrow
	Sierra is just a lift-and-shift to the cloud.	Sierra is the bridge to continuous innovation. The foundational step on your modernization journey – preserving what works today while unlocking AI, analytics, and other next-gen capabilities over time.	- Modernize without starting over - No risk of rip-and-replace
	Firms need to upgrade their Classic applications to Framework before moving to Sierra.	You do not need to make any upgrades to get ready for Sierra. While we encourage all clients to adopt Framework applications, these are not prerequisites for Sierra. We recommend firms make the move to Sierra the priority as it moves the firm closer to Aderant's next-gen applications, provides broader coverage, and makes future upgrades easier. After this move, firms can then consider upgrading to Framework applications, or potentially skip these steps depending on the availability of the next-gen Aderant modules on the Stridyn Platform.	- Many firms migrated directly to Sierra, then upgraded their applications afterward - In many cases, moving to Sierra first is an easier path as the Sierra Ops team can help manage any changes or upgrades required
Security & Risk Concerns	Cloud is less secure than on-prem.	Your biggest security risk isn't the cloud, it's not having enough. Sierra's comprehensive security management combines SOC 2 Type 2 compliance, 24/7 monitoring, and continuous testing to reduce risk.	- SOC 2 Type 2 compliant (2025) 24/7 monitoring & continuous testing - Enterprise-grade protection
	Our data is more vulnerable in the cloud.	The risk isn't the cloud, it's aging infrastructure. Sierra delivers continuous monitoring, regular audits, and enterprise-grade protection most firms cannot replicate in-house.	
Cloud Misconceptions	We use Azure, but Sierra is on AWS. Integration and connectivity will be a problem.	Multi-cloud environments are the norm. Sierra ensures seamless connectivity across AWS, Azure, and hybrid environments.	Seamless integration with AWS, Azure, and hybrid environments
	It's easier to move to a native cloud platform all at once.	Waiting does not reduce risk, it delays innovation. Sierra gives you immediate access to AI, analytics, automation, and continuous innovation.	- No operational disruption - Take advantage of next-gen financial management modules immediately
Why Move Now	We should wait until all Expert apps are cloud native.	The market has already moved. The shift to cloud-based financial platforms is accelerating. Standing still is now a decision, not a default.	40% of Expert firms have moved to Sierra 23% of Am Law 200 firms using Expert are on Sierra
	On-prem is good enough.	On-prem systems fall behind over time. Sierra delivers fewer support issues, 30% faster support resolution, and 99.99% uptime.	- Fewer support issues 30% faster support resolution 99.99% uptime
Cost & ROI Concerns	Staying on-prem will save us money.	On-prem might seem cheaper upfront, but it's hiding the bill. Sierra delivers fixed, all-in costs while eliminating hardware, upgrade, and security spend.	- Security costs increase ~15% annually (Gartner, 2025) - Large firms often spend millions each year maintaining on-prem infrastructure, including hardware, software, and operational support - Sierra has a fixed, all-in price with no hidden costs - Hardware buyback, leaseback & relief options
Fit & Scalability	Sierra is only for small firms.	Sierra is built for firms of all sizes. Sierra supports 55,000+ fee earners, 4,000 fee earners of largest client, across hundreds of firms, from boutique to global.	4,000 fee earners of largest client 55,000+ fee earners across hundreds of firms worldwide 275+ clients globally