

# legal*i* insider

Legal IT's leading news resource

## Top stories in this issue...

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- **Plus all the legal IT world's latest wins and deals** starting on p.3
- **And Bare Naked Lawyers** p.14

## Vinasty: the saga continues as Vista on course to buy ACS

It was just announced on the morning of 25 November that AIM-listed Advanced Computer Software (ACS) is being bought by US private equity firm Vista Equity Partners in a deal that values the UK software specialist at £725m. San Francisco-based Vista said it would pay 140p per ACS share – a premium of 17% on the previous day's closing price. ACS directors are unanimously recommending the deal to shareholders, which will see the company delisting from AIM.

Vin Murria, CEO of ACS, said: "In the six years from inception in 2008 to February 2014, the company's value has grown from £32m to £725m, with the offer price representing an increase of over 724% over that period.

**Background:** Advanced Computer Software is the business that includes Advanced Legal (previously Iris Legal) which Advanced acquired along with the rest of Computer Software Holdings in early 2013. Advanced Legal is the successor to Videss, Mountain, AIM, Laserform, OPSIS, GB Systems

and Meridian Law. Meanwhile Vista Equity already owns Aderant (which itself has made a number of major acquisitions over the last few years) and Mitrastech, best known in the US inhouse legal sector. Assuming the deal completes, Vista will then own a portfolio of legal software vendors capable of supporting everyone from sole practitioners through to global law firms.

## So is the Microsoft DMS vaporware?

The latest twist in the Microsoft SharePoint Matter Center-as-a-Legal-DMS saga is the suggestion by one leading UK legal IT consultant that the whole project may be little more than vaporware.

Having seen a recent presentation and talked to Microsoft staffers, the consultant (who for obvious reasons would prefer not be identified) said they were concerned that many of the features seen as essential in a legal document management system were not only missing from the demo but apparently hadn't even been considered.

Issues the consultant identified include no version control, no send and file, no suggested filing, no viewer to preview documents, no flag/tick for when an email is filed (one estimate suggests that in a legal DMS, emails outnumber other documents by a ratio of 70-to-1), no detailed audit trail and a manual drag & drop system that requires all files to have unique document titles.

As the consultant also pointed out, the whole initiative seems to be a pet customer relationship exercise by some members of Microsoft's Legal & Corporate Affairs division rather than a serious product development project by a Microsoft software team. Go-to-market still looks like being 2016 – but don't hold your breath!



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## HP LinkSite pilots now in 4 UK firms

Within just a couple of weeks of the formal UK launch of its new LinkSite secure file sharing platform, HP EMEA reports that four firms have already commenced pilots and other firms are "queuing up" to try it.

LinkSite (a new WorkSite module) enables law firms and other organizations to share and collaborate on files with colleagues, clients, business partners and third-parties. With LinkSite, you can share select documents or folders from WorkSite with anyone outside the enterprise using HP's new ISO-certified cloud-based file sharing and synchronization service.

According to HP's Neil Araujo "LinkSite brings together the best features of consumer file sharing with the security and governance (including a full audit trail) of an enterprise-grade content management system." HP are keen to stress that LinkSite is very much pitched as an alternative to consumer services like DropBox and not as a competitor to full-featured extranet applications, such as HighQ Collaborate.

## Now RiverView moves into SaaS for inhouse legal

With the launch of its new Riverview Law In-house range of software modules, Riverview Law has become the latest legal service provider to adopt the "NewLaw" business model and cross the divide between pure-play lawyering and legal IT.

Riverview Law chief executive Karl Chapman explained that over the last couple of years a number of general counsel and legal teams had been so impressed with our services that "they'd asked if they could license our technology for their own internal use. Now they can!"

To meet the demand, the company has set up a new division, called Riverview Law Technology Business, to exploit Riverview IP, with an initial offering comprising a range of five software modules, delivered via an SaaS platform, for inhouse legal teams offering contract creation, matter management and related workflows.

## Quote, Unquote

Great insult: Australia's communications minister Malcolm Turnbull recently called people who oppose the use of public cloud platforms "a bunch of boxhuggers."



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## Who's in & who's out: the latest wins, deals & rollouts

**UK WINS** **Clyde & Co**, which recently committed to a migration from **Thomson Reuters Elite** Enterprise to Elite 3E, has now also decided to consolidate its various legacy case management applications and standardise on an **Elite MatterSphere** case and matter management platform. Global CIO **Chris White** said key factors in the selection of MatterSphere were ease of use and the availability of an SDK for fast workflow development and rapid deployment.

Gerrards Cross-based Top 200 law firm **BP Collins** has selected the **Peppermint Legal Service Platform** to underpin its future strategy. Peppermint will replace the firm's current Aderant PMS, HP WorkSite DMS, Carpe Diem time recording and marketing systems. The firm said it found operating multiple systems was inefficient, costly and didn't provide the right tools to support the firm's growth plans or support new innovations such as self-serve portals, mobile devices and social media.

London-based employment law specialists **Hine Legal** is swapping out its Select Legal LawFusion PMS in favour of the **Peppermint PeppDirect** out-of-the-box solution. And, staying with Planet Peppermint, another Peppermint Top 200 site **Wilsons Solicitors** has signed up to use **Isokon Probate** software. Isokon has also sold its market-leading probate system into **Thrings LLP**, another Top 200 firm.

**Withers LLP** has selected **RAVN Connect for SharePoint 2013**, from RAVN Systems, to extend its SharePoint-based enterprise search and provide the basis for its new knowledge management platform. The firm's director of business transformation **Jeremy Rooth** said RAVN Connect would allow the firm to index and search multiple know how repositories, including its HP WorkSite DMS, without having to migrate or duplicate the content.

**Taylor Vinters** is to roll out **Intapp Time** for mobile time entry, time capture and analytics

across its London, Cambridge and Singapore offices. Along with replacing its legacy Miles 33 PMS-based time entry system, the firm will also be running Intapp Time's Blackberry 10 native app.

As a result of its partnership with **Advanced Legal**, **Rekoop** has signed up two more firms for its Time Tracker Advanced-compatible time capture solution. The firms are **Turner Parkinson** in Manchester (running on Evolution) and Top 200 **Barlow Robbins** (on ALE).

Debt recovery specialist **Judge & Priestley** has implemented the latest County Court Bulk Centre (CCBC) module for the **Lexis Visualfiles** case management system. This ensures the firm can comply with the new secure electronic data transfer requirements which took effect last month.

### WINS & DEALS CONTINUED ON PAGE 5



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**Top 10 WIP**

Matter ID	Client	WIP
1007-001	Miller, Allen	
1005-005	Archer Holdings	
1008-001	Goodwin, Bill	
1014-001	Mercer Corp	

43.8%

**TOP 10 INCOME RECEIVED**

Matter ID	Client	Sort	Income
1806-001	Winkworth, Carl		\$6,020
1812-001	Chesterson, Walt		\$1,820
1016-001			\$

**Total AR**

8%

25%

74.2%

**YTD Hours**

Hours

2400

2000

1600

1200

800

400

0

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## WINS & DEALS CONTINUED FROM PAGE 3

**NORTH AMERICAN WINS** The time entry/time recording market continues to be active, with the **Tikit Group** just announcing that four more North American firms – **Von Briesen & Roper**, **Schiff Hardin**, **Miller Cranfield** and **Brown Ruddick** – are all rolling out **Carpe Diem Mobile** for smartphones and tablets.

Meanwhile Toledo, Ohio-based **Shumaker Loop & Kendrick LLP** has chosen **iTimeKeep** from **Bellefield Systems** as its mobile time entry system.

**Thomson Reuters Elite** has reported two more **Elite 3E** wins: US 160 attorney firm **BuckleySandler LLP** is upgrading to 3E. And Canadian law firm/patent agency **Smart & Biggar/Featherstonhaugh** is replacing its incumbent custom solution and implementing 3E to provide "the agility and capacity for growth." The firm's COO & Director of Administration **Mike Gore** said 3E meets the firm's long-term strategy goals "significantly better than the antiquated systems of the other vendors we evaluated, both within and outside of the legal industry."

Long-term Aderant users **Shipman & Goodwin LLP** has implemented the **Aderant Expert 8.0 SP2** upgrade, in a move which also makes it the first firm to go live with Aderant's new Expert Collections module.

500-user Canadian firm **McInnes Cooper** is implementing the Helm and Unity applications from **DocAuto** to support its WorkSite DMS environment while providing users with universal search via SharePoint 2013. Unity is built on the **RAVN Systems** Connect for SharePoint platform.

Silicon Valley tech company **Pure Storage** has licensed **ContractExpress for Salesforce** from **Business Integrity** to automate contract creation.

Four more legal clients have signed up for the **DocsCorp compareDocs** redlining system. They are **Osborn McDerby**, **Babst Calland**, **Iseman Cunningham Riester & Hyde** and the **Virginia Attorney General's Office**.

AmLaw 200 law firm **Dykema** is swapping out its legacy on-premise OpenText eDOCS in favor of a cloud-based **NetDocuments** DMS.

**LITIGATION SUPPORT DEALS** **Sedgwick LLP** has selected **UnitedLex** to provide and manage litigation support staff, technologies, data and services for the firm's 17 offices through 2017.

**Morgan Lewis & Brockius LLP** has entered into an alliance with **Exigent** to provide ediscovery and cross-border litigation support services to the firm's clients worldwide. The firm's eData Practice group leader **Tess Blair** said multinational clients could now work with Morgan Lewis on ediscovery projects while remaining compliant with jurisdictional requirements.

**Bingham Greenebaum Doll** has licensed **kCura Relativity** platform to support its inhouse ediscovery and litigation support team.

## WINS & DEALS CONTINUE ON PAGES 7

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# Business Intake

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Efficiently taking on matters is critical to the practice of law. Today, several trends are putting new pressures on law firms to transform the way they evaluate and engage new business:

- **Clients** expect greater service (and want to pay less for it)
- **Lawyers** want to start work immediately (sometimes before conflicts are cleared or matter numbers are issued)
- **Firms** want to more carefully evaluate the clients and matters they accept (to avoid surprises or unpaid bills)
- **IT and Risk Teams** are eager to provide lawyers with easier tools, faster service and a pain-free experience

Thriving in this environment requires an innovative approach to intake and conflicts — one that allows firms to act quickly (while still rigorously evaluating new matters), delight lawyers (especially on mobile devices) and easily change processes over time (without outrageous delays or expense). In short, intake must evolve.

**Intapp Open** is the answer. Instead of offering complicated tools that require expensive, time consuming implementation projects (and ongoing consulting bills), Intapp offers a fresh approach, built specifically to address the diverse needs of firm management, lawyers, risk staff and IT stakeholders.

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## WINS & DEALS CONTINUED FROM PAGE 5

**APAC WINS** NTT Communications has signed a global agreement with Sino-Australian, 2700-lawyer firm **King & Wood Mallesons** to host its website and content via NTT's enterprise cloud platform. The deal, brokered in London but covering KWM's network of 30 plus offices including China, sees NTT overcome the data sovereignty issues often faced by single suppliers in this space by providing local support across Asian jurisdictions.

**Coulter Roache Lawyers** in Australia has become one of the first firms to adopt the **LexisNexis Affinity 6.0** practice management system, which Lexis is planning to roll out to firms across the Asia and Pacific regions. New features include improved Outlook integration and support for time recording on mobile devices.

**HWL Ebsworth Lawyers** in Melbourne has gone with **DocsCorp contentCrawler** to ensure all documents in its WorkSite DMS are 100% searchable.

Two new deals reported by **BigHand** this month: Brisbane-based accountants **Hanrick Curran** has replaced its legacy dictation system with BigHand digital dictation running on smartphones and tablets – a key factor as the firm has clients across Queensland, Northern Territory, New Zealand, Papua New Guinea, South East Asia and the Pacific Islands. And Adelaide-based commercial lawyers **Cowell Clarke** has switched from analog to digital dictation, including support for iPhones using the BigHand app.

**EMEA WINS** In sharp contrast to last month's story about **Banning**, who went with a home-grown SharePoint-based document management system from local vendor Epona Legal, this month we see Top 50 Dutch firm **Ploum Lodder Princen** opting for a new DMS platform from the American-based supplier **NetDocuments**. The firm made the selection after what is described as "an extensive due diligence" process.

Elsewhere on the European DMS front, **HP Worksite** continues to dominate the market with **Tikit** picking up four new WorkSite implementation deals in the past month from the

Finnish legal giant **Borenus**, fast growing Danish law firm **Ronne & Lundgren**, plus **Grant Thornton Legal** and labour law boutique **Sagardoy Abogados**, who are both in Spain.

The latest EMEA deals for the **DocsCorp pdfDocs** product include **Schoenherr** in Austria and **Kinstellar SRO** in the Czech Republic.

European patent and trademark attorneys **JA Kemp**, which has offices in the UK and Munich, has just renewed its contract for IP support services with **CPA Global** for another 10 years. JA Kemp is one of CPA's largest "founder firms" who originally helped found CPA more than 40 years ago to handle their clients' IP renewals.

Following the merger of two of Kenya's largest law firms – **Hamilton Harrison & Mathews** and **Oraro & Co Advocates** – in October to create **HHM Oraro**, UK legal IT vendor **Linetime** has won the contract to consolidate the firm's IT systems onto the Linetime Liberate platform.

**Karanovic & Nikolic**, the leading full service commercial law firm for Serbia, Croatia, Bosnia & Herzegovina, Macedonia and Montenegro, has chosen Phoenix Workspace Assist from **Phoenix Business Solutions** to deliver complete **HP WorkSite** Workspace lifecycle management – Workspace Assist is a complete HP WorkSite lifecycle management solution.

**MORE UK WINS** **Farrer & Co** has become the first Top 200 UK firm to deploy a **NetDocuments** cloud-based document and email management system. 400 users now have access to the "eFile" solution, which replaces the firm's old OpenText software.

The legal department of the 14,500 member **Country Gentlemen's Association** has selected **DPS Software** as its case management provider. The CGA has opted for the DPSCloud managed service along with DPS Wills system to support its wills drafting service for members.

Coventry firm **Band Hatton Button** has swapped out its six-year-old legacy digital dictation system in favour of **BigHand**. The firm will also be deploying BigHand's speech recognition and smartphone mobility modules.

## WINS & DEALS CONTINUE ON PAGE 11

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## Butterflies or what BigHand did next

If you attended the recent UK and EMEA BigHand user conferences (the London event was standing room only, attracting more delegates than an ILTA conference taking place the same day) you cannot have failed to notice the cases of caterpillars, cocoons and butterflies. So what was all this about? The short answer is: evolution.

Just as law firms are evolving in the “NewLaw” era, so BigHand is embracing evolution and changing from being a digital dictation caterpillar to becoming a butterfly at the centre of the legal document production process. (*That’s enough lepidopteral metaphors ..Ed.*)

The purpose of the user conferences was to preview a number of new products BigHand will be bringing to market over the next 12 months, including some leveraging the Esquire iCreate technology the company has acquired, as well as other more futuristic projects involving wearable technologies, including smartwatches and Google Glass. (In fact BigHand developers are already working with the Apple Watch SDK.)

The first of these new products, which was formally launched earlier today, is BigHand SmartNote. This is designed to reduce the cost of creating and storing file, attendance and telephone notes by automating manual processes as part of a workflow. The system uses speech recognition to create the notes which are then stored directly into a WorkSite DMS (a similar VisualFiles integration will follow shortly) in both text transcription and original audio file formats.

BigHand’s CTO Andy Fielder says the company took as its starting point the fact some firms are creating hundreds of thousands of these file notes every year but at least 60% of them are never looked at again. With the SmartNote approach, firms can still follow best practice and benefit from secure data retention and easy access to the files but without any secretarial costs because the speech recognition transcribes the notes automatically. One large UK law firm has already said such a system could save it a “six figure sum annually”.

Other products we can expect to see very soon include a version of BigHand Go for the Microsoft Surface Pro 3 tablet. After a rocky start,

Surface Pro is now gaining traction in the legal sector, with CMS Cameron McKenna recently buying 1500 units.

Another new product on the way is BigHand Capacity Manager, slated for a March/April launch. This is a management toolkit that will take BigHand into project management, making it easier for document production and administration teams to estimate how long it takes to complete particular projects and allocate appropriate resources. Fielder says there is “a hunger for management information” that is becoming more of an issue as mergers continue and firms place more emphasis upon staffing resource utilization, SLAs and internal cross-charging.

Further ahead, the company is also working on its BigHand Now and BigHand Office product suites, which will provide closer integration with Microsoft Office, Adobe Acrobat, email, forms creation, template management and document assembly. BigHand is evolving and by the looks of it into a very large butterfly!

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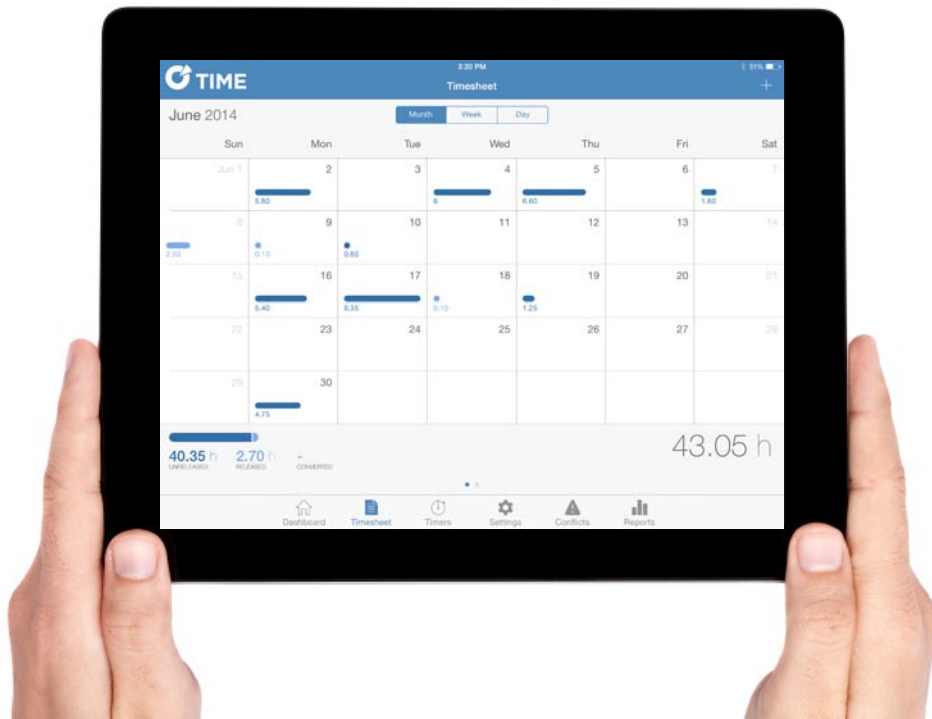
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# Time for Better Time Entry



With firms standardising on new mobile platforms (or opting for “Choose Your Own Device” policies), mobile time entry is now a “must have.”

Yet some firms are still using cumbersome mobile software tools that make basic time entry tasks like assigning client / matter numbers an onerous chore.

With a twenty-plus year history delivering time entry software, serving 500 firms, Intapp offers the most sophisticated time management software available, uniting the industry's best automated capture, desktop entry and mobile time recording applications.

Available as an integrated suite or as individual components, **Intapp Time** offers unique features designed to delight lawyers, finance and firm management.

For example, only Intapp lets lawyers validate entries against e-billing guidelines and other compliance rules as they enter time (or when they release it), so they can fix errors instantly.

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1 — Source: The Legal IT Insider (“The Orange Rag”)

2 — Source: International Legal Technology Association

## WINS & DEALS CONTINUED FROM PAGE 7

**UK WINS** **Gilson Gray LLP**, the largest new start, full-service law firm to be formed in Scotland in over 100 years, has selected **C24 Ltd** to provide enterprise hybrid hosting across its entire operations, including supporting Microsoft Exchange and the firm's recently ordered **Thomson Reuters Elite Envision** (previously Pilgrim LawSoft) case and practice management system.

C24 also recently won an order to deploy the Bi24 business intelligence and analytics platform at Midlands law firm **Wright Hassall LLP**. Following a competitive evaluation that included Mitel, Avaya and Cisco, the firm has also implemented **ShoreTel** as its new VoIP, unified communications and mobility platform.

**Olswang** has employed **Tikit Managed Services** to undertake a desktop and Citrix refresh. The project will see the desktop, laptop and Citrix estate rebuilt in line with best practice. And **Maclay Murray & Spens** has selected **HighQ Collaborate**, through resellers Tikit, to provide extranet services to clients.

Following the recent merger of **Berrymans Lace Mawer** and Irish law firm **HBM Sayers**, **BLM** has awarded a five-year IT managed support contract to **Plan-Net**. Plan-Net will provide 1st and 2nd line IT support to 1600 staff across 12 offices in the UK and Ireland. **Kennedys** also recently awarded Plan-Net a contract to provide 24/7 UK-based 1st line IT support for the firm's users worldwide, including the Dubai, Hong Kong, Sydney and Auckland offices.

**Riliance** reports that it now has over 1200 firms running its cloud-based SRA compliance software, with recent signings including **Clifford Chance** and the **University of Law**.

Barristers chambers **1 Crown Office Row**, which has 114 barristers based out of sets in London and Brighton, has selected **SproutIT** to provide it with managed IT services.

Local government legal IT specialists **Tricostar** reports that its portal application, originally developed in 2010 for **The North West Legal Consortium** to provide a platform for local authorities to purchase external legal services at the most competitive rates, is now being used by 36 authorities (including Police Commissioners and a National Park) and over 500 fee earners commissioning work from 30 law firms and 20 sets of barristers chambers. The product has since been

adopted by a London-based consortium of local authorities, administered by **Kennedy Cater**, while the **North Wales Legal Consortium** is currently implementing a multilingual version in English and Welsh. [www.nwlegalconsortium.com](http://www.nwlegalconsortium.com)

**Quill Pinpoint** ends the year on a high-note in terms of demand for its cloud-based software and outsourced legal cashiering services, with recent deals including "New Model" start-up law firm **Gunnercooke** (software), **DTE Business Advisors** (software), **Parklands Property Lawyers** (cashiering), **Nicholson & Morgan** (software), **Luqmani Thompson & Partners** (software) and **Andrews Ritson Solicitors** (cashiering).

**Stephens & Scown LLP** has implemented a **SmartEye** business intelligence and performance monitoring dashboard system from **Exen Legal Solutions** to "up its game" in terms of accessing data and generating management reports from its Elite Envision platform.

## WINS & DEALS CONTINUE ON PAGE 12



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## WINS &amp; DEALS CONTINUED FROM PAGE 11

**UK WINS** Human rights and medical negligence specialists **Leigh Day** has selected the onQ appliance and Archive Vault products from **Quorum**, via local reseller **Covenco**, to provide disaster recovery and data replication.

Top 200 firm **Roythornes** is increasing its use of its **QlikView BI** platform, supplied by **Informance**, to include business development and risk management.

The financial services company **UBS** is now using **Lawyer Checker** to minimise the risk of mortgage fraud being perpetrated by bogus law firms and conveyancers.

**Obelisk Support**, which provides legal support services (including access to a pool of lawyers) to corporate legal departments, is now providing its people with online legal research tools from **Thomson Reuters Practical Law** and **Westlaw UK**.

**Foot Anstey** has recently updated and refreshed its backup and disaster recovery platforms with the assistance of data integrators

**CD-DataHouse**. The solution includes **CommVault Simpana** and **IntelliSnap Recovery Manager**.

**UK VOICE TECH WINS** Forty-user Newport and Pontypool law firm **Everett & Tomlin and Lloyd & Pratt (ETLP)** has swapped out its Express Dictate software and rolled out in its place SpeechExec Enterprise and Philips SpeechMike USB digital recorders, supplied by Birmingham-based **SpeechWrite Digital** to support dictation across the firm's offices and remote working.

**Voice Technologies** recently implemented digital dictation solutions at three law firms. The **Legal Services Agency** charity law centre in Scotland is running dictation on Olympus technology. The Agency is also using the Olympus Dictation App on staff members' iOS and Android smartphones. **Hart Jackson & Sons** are running on Philips dictation technology and Dragon speech recognition. (Five generations of the Hart Jackson family have been involved with running the firm since 1858.) Finally, Scottish firm **Raeburn Hope** is now operating a cloud-based digital dictation on Olympus devices.



  
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#### **Legal Marketing & Promotional Video of the Year**

**Winner:** Watson Thomas on Getting Divorced  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-6-watson-thomas-solicitors-on-getting-divorced](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-6-watson-thomas-solicitors-on-getting-divorced)  
**Runners-up:** Simmons & Simmons + Lawdingo + Knights LLP

#### **Legal Training & Educational Video of the Year**

**Winner:** The Foot Anstey Time Machine  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-41-the-foot-anstey-time-machine](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-41-the-foot-anstey-time-machine)

#### **Vendor Marketing Video of the Year**

**Winner:** Nuix Illuminating Data with Bean Cans  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-2-nuix-illuminate-dark-data-with-bean-cans](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-2-nuix-illuminate-dark-data-with-bean-cans)  
**Runners-up:** ALM/Law.com + Thomson Reuters Elite + LexisNexis

#### **Vendor Training & Educational Video of the Year**

**Winner:** Mitratesh Connecting Legal Department Teams  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-44-mitratesh-connecting-legal-department-teams](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-44-mitratesh-connecting-legal-department-teams)  
**Runners-up:** WestLaw + Everlaw Ediscovery

#### **Legal or Vendor Informational Video of the Year**

**Winner:** Blake Cassels on Litigation Ethics  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-39-litigation-ethics-or-lack-thereof](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-39-litigation-ethics-or-lack-thereof)  
**Runners-up:** Nuix + Ringtail + Andrew Haslam

#### **Law Firm or Vendor Event Video of the Year**

**Winner:** Simmons & Simmons - Become Engaged with Young Talent  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-37-become-engaged-with-young-talent](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-37-become-engaged-with-young-talent)  
**Runners-up:** MASS + Peppermint Technology + Intapp + Cicayda

#### **Best Use of Animation Award**

**Winner:** Knights in 90 Seconds  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-45-knights-in-90-seconds](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-45-knights-in-90-seconds)  
**Runners-up:** Nuix + SOS + Rebrick Solutions

#### **Ediscovery Video of the Year**

**Winner:** FTI Promoting Ringtail to the Industry  
[www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-40-promoting-ringtail-to-the-industry](http://www.legaltechnology.com/latest-news/legal-industry-video-awards-entry-40-promoting-ringtail-to-the-industry)  
**Runners-up:** Nuix + Andrew Haslam + Cicayda

Winners will be receiving their frankly spectacular awards over the next few weeks.

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## Legal futures: don't live in the past

UK law firm Hodge Jones & Allen just published the results of a MORI survey it conducted with 500+ lawyers (60% were partners) on how they view the current state of the legal world – not just law firms but also the courts and access to justice. Download it here: <http://www.hjainnovation.net/media/hja-innovation-in-law-report-2014.pdf>

Looking at the legal IT-related parts of the report but these findings and comments definitely stood out...

- There was general agreement that the use of IT has "improved commercial efficiency" and support for the idea of "greater use of IT to drive down costs to clients." Or, as one partner put it "Trying to stick with the past has worked in no other area of business."
- 74% said the financial management of legal practices "was better than it was five years ago" but there remained concern that a key challenge is "the short-sightedness of lawyers who do not understand the basic economics of how to run a profitable business."
- While 90% agreed that the "embedding of IT within working practice" has improved over the last five years, there is also concern that IT is becoming the tail wagging the legal dog, with 63% saying "IT is starting to define legal practice rather than be an aid to legal professionals." In fact only 3% of people surveyed "strongly disagreed" with this statement.
- When asked if "treating the legal practice as a factory, to be made ever more efficient, will increase the quality of service to clients," less than 10% of the survey sample agreed with this and 22% said they felt the use of IT had not improved outcomes for clients. In addition, 79% feared IT will result in "an inevitable deskilling of aspects of the legal process in the future."
- Only 10% felt "working practices in the law are ahead of those in other professional service companies," nevertheless 60% said there was movement towards "the goal of a paperless office."

## Bare, naked lawyers!

UK office tech specialists Altodigital has just conducted a survey of 200 lawyers and law firm staff on the issues associated with home working.

Among the quirkier findings are that 20% admit to working at home naked, including when taking conference calls from clients. This is a higher rate of nudity than encountered in other professions. The survey also found that 22% stay in their dressing gown or pyjamas all day. Apparently men are twice more likely than women to dress in smarter "office wear" while working from home.

Also, despite 24% claiming their productivity "more than doubles" when working from home, 80% admit to skiving off: 30% have bunked off for an entire day and 15% to having a bath or taking a nap during the working day.

- For more about the survey visit [www.legaltechnology.com/latest-news/something-for-the-legal-weekend-why-homeworking-lawyers-are-also-bare-naked-lawyers/](http://www.legaltechnology.com/latest-news/something-for-the-legal-weekend-why-homeworking-lawyers-are-also-bare-naked-lawyers/)

## legal*i* insider

**Editor-in-Chief:** Charles Christian

Tel: +44(0)1986 788666 - +44(0)7786 738172

Email: [news@legaltechnology.com](mailto:news@legaltechnology.com)

**Associate Editor:** Caroline Hill

Tel: +44(0)1825 713409 - +44(0)7786 2456612

Email: [caroline.hill@tavistockmedia.com](mailto:caroline.hill@tavistockmedia.com)

**Advertising Sales:** Philip Woolley

Tel: +44(0)207 3697 2165 - +44(0)7825 610666

Email: [philip.woolley@tavistockmedia.com](mailto:philip.woolley@tavistockmedia.com)

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