

LEGAL TECHNOLOGY

iNSIDER

<http://www.cloudnine.co.uk>

THE ESSENTIAL GUIDE TO WHAT'S HOT (AND WHAT'S NOT) IN LAW OFFICE SYSTEMS

In association with



In this edition...

English and Scots law societies in new small firms IT initiatives... 2

Solicitec previews new web-enabled case manager... 3

Speech recognition systems - IBM still not speaking clearly... 4

Driving a hard bargain - how some law firms are nailing IT suppliers... 4

Jobs - raising the profile of IT... 5

Lexis to carry advertising... 6

Latest internet and communications development... 6

Legal technology diary dates... 7

Top legal IT jobs... 8

SUPPLIER MELTDOWN ON THE WAY ?

The long predicted shakeout of players within the UK legal technology market may finally be underway with the news last week that two more suppliers were up for sale.

The supplier preparing to make the most public departure is Applied Computer Expertise (ACE) which has been selling the Infinity practice and case management system into the solicitors market since 1991 and currently has the product running in some 25 English law firms falling into the bigger High Street/larger town size of practice.

ACE managing director Rod Voyce told **LTi** that faced with "disappointing sales" and "too much competition" the company had "had enough" and decided to sell its solicitors systems division so it could concentrate its development and support efforts on its core business of administration systems for barristers chambers. (ACE has been the market leader in this sector for over a decade but has recently been facing increasingly stiff competition from Meridian Law.)

ACE is interested in selling the Infinity business (although some of the sales staff, including former sales manager Stephen Murphy, have now left the company) to either another legal systems supplier or a consortium of user firms.

Voyce says the majority of Infinity users sympathise with the logic behind the decision and that ACE will in the meantime honour all existing contracts.

Although ACE is to concentrate most of its resources on the Bar, the company also has hopes its Infinity

➔ Diary Planner application will have a viable future as a stand-alone diary scheduler for NT network users both in the solicitors market and the general business community.

The second supplier apparently planning to bow out of the market is the legal systems division of Admiral plc.

Admiral entered the market as recently as 1994, after acquiring the legal software interests of Sumlock Legal and Hay Logic. But, although its Windows NT-based LegalMind (previously Amicus) practice management system initially attracted a lot of interest, in recent months it has consistently been the runner-up in law firm beauty parades to newer products, such as CMS Open, that were felt to offer more functionality. (The company also tried but failed to gain a foothold in the Scottish market.)

Admiral's problems have been compounded by the recent collapse of its case management systems partner Mercury Computing with its InControl product and **LTi** has now learned that Admiral is involved in preliminary talks with at least one other legal IT supplier about selling its legal systems division.

At the last count, the LegalMind product was in use in some 25 firms. With the exception of the Welsh giant Morgan Bruce, most of these sites also fell into the bigger High Street/larger town size of practice.

On a more positive note, **LTi** understands that moves by Resolution Systems to buy the rights to Mercury's InControl Legal case management system have now entered the contractual negotiations stage and are expected to be finalised by the New Year. **LTi** also hopes by then to be able to report on the status of the PMS project Resolution Systems was implementing at Herbert Smith. □

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

CPL now Y2K compliant

Welsh accounting software house CPL (☎ 01758 613035) has announced that Version 4.2, the latest release of its Accounts 2 for the Solicitor system, is fully millennium proof. All new CPL installations since 1st October 1997 have been of V4.2 and registered users of V4.1 qualify for a free upgrade.

☞ The DOS-based product was originally launched in 1983, currently sells from £1100 and is targeted at small (two to six partner) firms.

Clarke & Co pioneer ULR

Bournemouth-based Clarke & Co has become the first firm in the UK to go "live" with a new uninsured loss recovery system based on the DataFlow case management software from Linetime (☎ 0113 250 0020).

ENGLISH AND SCOTS LAW SOCIETIES IN NEW SMALL FIRMS IT INITIATIVES

Both the English and Scottish Law Societies have this month embarked on new initiatives to make it easier for small firms to acquire IT systems that will help their practices.

Chancery Lane's intention is to enter into "an active business partnership with suitable suppliers" who will work with the Society on the supply of "extremely competitively priced" practice management software.

The Law Society has already established a relationship with a supplier of what is described as "never knowingly undersold" hardware and standard software (such as Microsoft Office) and any legal software supplier "must be willing to work with this organisation to ensure seamless maintenance and support for mutual customers".

Chancery Lane's shopping list is for systems running on Windows 95/NT, preferably 32 bit, fully networkable platforms. (☞ *This makes a lot of sense as smaller firms tend to replace their systems less frequently and so it is quite likely some of the software will still be in use in the year 2005.*) As to software functionality, the Society is looking for integrated client/matter database, accounts, time recording, document assembly/production/management and diary scheduling.

Initially case management applications are not a requirement but the system must be sufficiently "open" that it could be integrated with third party case management software. The Law Society also warn that the typical users of these systems will be firms with little or no existing IT, no inhouse IT support and "have a low level of IT literacy in the firm as a whole".

Unlike earlier initiatives, when the Law Society council seemed bent on steaming ahead regardless of commercial reality, this time nothing is set in stone ➡

➡ and Chancery Lane is interested in meeting with suppliers to discuss how the project could be made to work.

The Law Society is now in the process of contacting suppliers and would like to receive initial responses by **Friday 9th January**, with a view to holding meetings during the course of that month and finalising arrangements in February.

There would then be a three month pilot project "not so much to test products which we hope are already proven but to test the delivery relationships and mechanisms". Initial responses should be directed to John Miller, director of membership services.

And in Scotland

The Law Society of Scotland's approach has been to select three potential software suppliers who will develop packages suitable for the "average" Scottish law firm, which tend to fall into the 2 to 3 partner size. (☞ *Curiously, given the enthusiasm for home rule, all these suppliers are English although LTi understands a number of Scottish IT suppliers are lobbying to be included on the list.*)

The three companies currently involved are: Bath-based RT Business Solutions, an offshoot of accountants Robson Taylor, with a Lotus Notes solution; Warren Wander's Office Solutions group in Manchester, which is working on a Microsoft Access-based product; and legal systems supplier Curat Lex, which has already been selling a version of its Sovereign Law case and practice management into the Scottish solicitors market for a couple of years.

Both RT and Office Solutions were originally involved in the English Law Society's ill-starred High Street Starter Kit (HSSK) project and LTi sources suggest that Curat Lex (whose software is based on the Sage Sovereign accounts and Microsoft Office products) is at the most advanced stage of development with a system already running on a pilot basis in one Scottish solicitors practice. ☐

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

Web-enabled systems

NEW SOLICITEC SYSTEM STOPS THE SHOW

Although there were a number of case management systems on display at last month's *LITigate '97* conference, the undoubted show-stopper was SolCase Online, the new web-enabled version of Solicitec's already widely used case management product.

As the name implies, the system provides a browser interface to the company's case management system, so it can be used in internet/extranet/intranet applications, and is fully user definable so online client/fee earner interaction can be as extensive or narrow as needed.

Solicitec's Mark Woodward suggests that as well allowing clients to enter new instructions and monitor the progress of matters, web enablement also offers a marketing opportunity and a way for law firms to differentiate their services from those of other practices.

SolCase Online is now in an advanced beta stage (and is in fact already being used internally by Solicitec as part of its customer support operations) with a view to being rolled out commercially from January 1998. Solicitec can be contacted on ☎ 0113 226 2000 or visit <http://www.solicitec.com>

☞ **Comment...** Along with Hatton Blue, who were also at *LITigate*, and SCL short-listed NKT, one other legal IT supplier doing interesting work with web-enabled software is MSS Management Support Systems.

MSS is currently in the middle of implementing an electronic software distribution (ESD) system for all users on support contracts, MSS director John Meehan says this "should considerably help in ensuring the latest versions of software are immediately available rather than the delay caused by having to distribute hundreds of updates by diskette." ➡

➡ As part of its marketing activities, MSS is also going to be offering a number of software utilities that can be downloaded from its web site and used free of charge. The first of these will be an *Expense of Time* calculator. MSS is on ☎ 01252 371121 and its web site is at <http://www.mss-alpha.com> ☐

MORTON FRASER GOES FOR CASE MANAGEMENT UNIT

Top ten Scottish firm Morton Fraser has created a dedicated case management unit to take maximum advantage of its recently installed Arista case management system from Axxia (☎ 0118 960 2602).

Morton Fraser chief executive Gordon Kerr said the unit was set up to allow fee earning to be done at the "most economically effective level" by allowing volume business, such as debt recovery, to be delegated to paralegals, with solicitors in a supervisory role rather than having a day-to-day involvement in the work.

☞ **Comment...** One of the messages to come over loud and clear from the *LITigate* conference was that most law firms were wasting their money if they installed case management systems but then did not implement changes to their own business processes to take advantage of potential improvements in productivity and efficiency.

Or, as Daniel Pollick of Dibb Lupton Alsop put it: "You don't want to make fee earners highly paid secretaries but you do want to turn your secretaries into lowly paid fee earners."

LTi has heard of one firm in the Home Counties that has now taken the dedicated case management unit concept to its logical conclusion (and is also getting the maximum return from its investment in IT) by running its volume conveyancing operations on a 24-hour-a-day basis with operating staff working three separate 8 hour shifts. ☐

Rumours rebutted...

☞ Miles 33 says it will take legal action against the sales staff of competitors found spreading rumours that the company is in trouble. These arose after it was noticed the Miles 33 sign had been removed from the company's Old Bracknell Lane offices. In fact, following the refurbishment of Miles' other Bracknell offices, all the staff have been relocated and the old offices let.

☞ Mike Bailey of CMS Data describes as "ludicrous" the rumour it is to temporarily halt selling CMS Open so it can catch up implementing orders it has already won. Bailey says CMS is recruiting support staff all the time and will be "aggressively" selling the system in the New Year. Recent CMS orders include Norton Rose and the Coopers & Lybrand associate Tite & Lewis.

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

Virtual chambers

Legal IT supplier Lexology (☎ 01642 489800) has supplied the IT systems to support solicitor Neil Davidson's concept of "virtual chambers". This aims to let lawyers sharing expenses in chambers (as distinct from being members of a partnership) to use email and related technologies so they can also telecommute from their homes.

Another WordPerfect flop ?

This month Corel is due to begin shipping WordPerfect Suite 7 for Windows 3.1. Although the product contains a wide range of web-enabled applications and utilities, it looks like receiving a cold shoulder from legal IT suppliers, who are concerned about the growing number of patches required to overcome the bugs found in some of the newer versions of WordPerfect.

Speech recognition systems IBM IS STILL NOT SPEAKING CLEARLY

Following the story in the last issue about the problems some lawyers have encountered when running Microsoft Word in conjunction with IBM's ViaVoice continuous speech recognition system, L*Ti* has a further report...

IBM has hinted that its soon to be launched ViaVoice Gold upgrade will include a "direct dictation" facility which, while not overcoming the conflicting bookmarks problem (see L*Ti* 51 for full story) should make life easier for Word users. But just how much easier?

The answer would appear to be "not a lot" as it will not allow any saving of text plus speech (known as delayed or "delegated" correction). And, it can only handle one speech session (ie switch the microphone on and off) at a time. This means all corrections must be performed before the next session, such as making an insert, as the previous session's audio playback is automatically deleted.

One possible solution is to run AllVoice Computing's WordExpress product, which incorporates the ViaVoice continuous speech engine and allows direct dictation into Microsoft Word without using bookmarks. WordExpress also contains a number of other features that improve on the original IBM product, including more flexible correction facilities.

WordExpress costs from £195 and a demonstration of the system can be found on the AllVoice (☎ 01626 331133) web site at <http://www.allvoice.co.uk> ☐

LAW SOC PUBLISHES NEW AND IMPROVED IT GUIDE

The English Law Society has published a new and completely revised edition of its *Information Technology Directory*. Although the first edition was rightly criticised for its omissions, the second edition has had the benefit of far better research and with 115 legal systems suppliers listed, is ➔

➔ easily the most comprehensive and reliable legal IT directory now available – and it even contains a guide to the latest trends in law office technology by L*Ti* editor Charles Christian.

The *Information Technology Directory* costs £34.95 (+ p&p) and can be ordered by mail order on ☎ 01235 4565660 or by using the order form enclosed with this issue.

☞ Suppliers wanting to book an entry and accompanying advertising space in the 1998 edition of the rival *Legal Technology Directory* should contact the publishers Marketeer on ☎ 0181 742 3388 before 12th February.

DRIVING A HARD BARGAIN

Although it has sometimes been suggested that IT suppliers are guilty of exploiting their law firm customers, the intense competition among systems vendors means many solicitors practices are asking for – and in many instances able to negotiate – exceptionally generous terms from would-be suppliers.

One major practice management systems supplier told L*Ti* that when they approached a very high profile City of London firm, they were told that the firm would happily install their software, providing it was supplied free of charge.

When the supplier pointed out the software licences alone were worth £250,000, the firm suggested it was still a bargain because of the publicity the deal would attract. In the event the supplier felt it was an offer it could afford to refuse and the firm subsequently announced it would be acquiring a rival product.

It is not just City firms that are driving a hard bargain. One West Yorkshire firm has just taken delivery of a new accounts system and will not be paying a penny until it is running to their complete satisfaction. In the meantime the purchase money is sitting in a deposit account and the two sides are splitting the interest being earned. ☐

RAISING THE PROFILE OF THE IT FUNCTION

Who do you consider a successful IT director? Think carefully. The names of a handful of individuals spring to mind. But why are they seen as successful when other equally capable candidates are not considered in the same light? Longbridge recruitment consultant Craig Coverman reports...

Is it true that to put in stable and effective solutions is no longer enough to be considered as having done a good job as an IT director? It does appear at first glance that to be only inward looking in focus is a dangerous strategy – as one or two individuals have recently found to their peril.

The modern senior IT manager is required to “sell the IT function” and so help raise the profile both within the firm and to the outside world. How, though, is this achieved?

The first prerequisite is a firm that is prepared to be convinced of the potential benefits of IT. Martin Telfer, now Executive Director at Mallesons Stephen Jacques, comments that some firms do not need selling to – they just want to buy. He adds that if law firms have not by now grasped the fact there is a real risk of not “conforming” to client’s demands and expectations regarding technology, then they are liable to lose ground to rival firms. Legal excellence these days is taken for granted and IT is therefore one of the key differentiators.

Ed Dean, newly installed as IT director at Lovell White Durrant, suggests the sales job begins at home. As the figurehead of the function, it is the responsibility of the IT director to sell IT to the practice consistently and in the most positive light.

He also points out selling should not be a lone task – get the team to help. Consider the first point of contact a firm has with its IT Department, usually either the help desk or trainers. If not already ➔

➔ done, these should be refocused on the customer.

Duncan Scott, communications manager at Allen & Overy, says his firm runs active programmes (for the whole team) on improving customer care and “partnering” with the business. This, he believes, has changed the perception of IT within the firm, and allowed them to move forward.

Ed Dean also suggests IT staff motivation plays an important factor in the way the function is perceived. He is a big proponent of motivating staff through involvement in new and varied projects. This cross boundary involvement provides not just a rewarding work environment, but has the knock on effect of motivating staff to go out and sell the IT function through their enthusiasm.

Equally important in raising the profile are external considerations. Both Telfer and Dean are well known for speaking at IT conferences, which reflects back positively on the firm and its IT department. And, as Dean says, this does not mean giving away trade secrets but talking about systems in an overall strategic sense. Furthermore, if there have been successes, if no-one hears about them then much of their potential value will be wasted.

However, not everyone enjoys public speaking, so at the very least consider preparing a presentation for use with the firm’s clients. Convince your management that it is essential to promote the firm’s systems to clients. Client demand, Telfer says, is the biggest seller ever to a lawyer. Duncan Scott says A&O’s clients often spend days in their offices, picking up hints and gaining help on their own systems.

The bottom line seems to be: keep selling the IT function and the firm in a positive light. With partners, clients and market perception behind you, you may find it possible to start moving from reactive to proactive – and have the pleasant knock on effect of feeling more successful in your job. □

Calling information service managers

LTi was recently contacted by the information services manager of a leading law firm to ask if there was a suitable organisation they could join to meet and share experiences with people in similar posts.

☞ **Probably the most appropriate body is the City Law Librarians Group, which has an IT standing committee looking into such things as internet based legal research. Paul Pedley, the librarian at Theodore Goddard, chairs the IT committee and can be reached by email to paulpedley@theodoredoddard.co.uk**

NT 5.0 date slipping
At the recent Comdex IT trade show in Las Vegas, Microsoft conceded that its Windows NT 5.0 operating system might not now ship until the end of 1998 or even early 1999.

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

Seen around the Web...

☞ London law firm Harbottle & Lewis acted for Virgin Enterprises in the recent domain name piracy case, which saw the owners of several "famous names" win injunctions to prevent internet services company One In A Million from registering web domains incorporating their brand names. The firm's own web site is at <http://www.harbottle.co.uk>

☞ Another London firm, Charles Russell, has installed PCs with internet access in its staff cafeteria to create its own mini cybercafe. The firm's marketing director said the facility would allow lawyers to surf, research and browse free of charge in their spare time. Clearly no such thing as a free lunch there! Charles Russell's own web site is at <http://www.cr-law.com>

Internet & communications

LEXIS TO CARRY ADVERTISING

As part of its plans to expand its web-based legal and business information services, Lexis-Nexis, part of the Reed Elsevier group which also includes Butterworths, has announced plans to carry advertising.

Internet advertising specialists Real Media will be supplying Lexis-Nexis with its Open Ad Stream software to manage the advertising - a version of this system recently went "live" at the *New York Times* web site at <http://www.nytimes.com>

The online advertising will be limited to the free access areas of the Lexis web site (<http://www.lexis-nexis.com>) which includes the home page and practice areas but will not appear on the paid portions of the site, which include the legal research database.

Lexis-Nexis currently has some 1.3 million subscribers worldwide, of which over 800,000 are described as "actively using the service each month". ☐

RIGHTFAX GETS SCAN AND FAX FACILITY

Network fax specialist Kommunicate (☎ 01252 815514) has added a scanning facility to its RightFAX desktop faxing software by making it fully compatible with Hewlett Packard's Network ScanJet 5 system. The combination of RightFAX and ScanJet will allow both electronic and paper based documents to be sent straight from a PC on a network across fax lines, email or the internet without the need for any third party router device. The latest version of RightFax software also includes intra-company least cost routing. For further information check <http://www.kommunicate.co.uk>

☞ **Comment...** Although last month saw Kommunicate's main competitor Hexar announce a similar HP ScanJet ➔

☞ and least cost faxing facility for its rival FaxSwitch system, it looks as if the battle for supremacy within the law firm network fax market has been won by RightFax. LTi records suggest it has been over a year since Hexar has won a major order for its FaxSwitch product, whereas Kommunicate has been notching up a steady stream of new business. Three of the most recent RightFax orders came from Titmuss Sainer Dechert, Beachcroft Stanleys and Walker Morris. ☐

EQUITRAC MAKES THE TUMBLEWEED CONNECTION

The Equitrac Corporation (☎ 0171 831 7818) has entered a deal with US based Tumbleweed Software that will allow Equitrac's cost recovery products to be integrated with Tumbleweed's Posta secure internet document delivery and tracking system.

The Posta application is a client-server product that should be compatible with all email clients, gateways and mail servers. Additional information on Tumbleweed, including details of a free 30-day trial Posta account can be found at <http://www.tumbleweed.com> ☐

MICROSOFT RESTATES COMMITMENT TO UK

In response to speculation that the Microsoft Network (MSN) was about to cease providing internet access to UK customers and concentrate on "content", Microsoft has taken the unusual step of issuing a statement saying that not only is it committed to continuing to supply internet access to UK customers but will continue to do so "as long as there is consumer demand for it".

If you are running Windows 95, you can have a free 30-day unlimited usage trial of MSN by calling ☎ 0345 002000 for a free MSN starter CD-Rom. Alternatively, if you already have internet access, you can sign on to MSN for £4.95 a month by going to <http://msn.co.uk> ☐

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

CERT WARNING ON CGI SCRIPT SECURITY

The following item is strictly for the techies however CERT, an offshoot of the Swiss-based CERN organisation which effectively created the world wide web, has issued a warning that some CGI scripts have a problem that allows a hacker to execute arbitrary commands on a web server under the effective user-id of the server process.

The cause of the problem is not the CGI scripting language (such as Perl or C). Rather, the problem lies in how an individual writes his or her script. In many cases, the author of the script has not sufficiently "sanitised" user-supplied input. If this data is not sufficiently sanitised, local and remote users may be able to execute arbitrary commands on the HTTP server with the privileges of the *httpd daemon* and under certain configurations gain privileged access.

CERT strongly urges web masters to regularly review all CGI scripts to ensure they are sufficiently secure. For advice on what to look for and how to address the problem, including the use of meta-characters, visit ftp://ftp.cert.org/pub/tech_tips/cgi_metacharacters

TRANSLATION UTILITY

Need to translate letters, web pages, email or any other type of document to and from English and Swedish, German, French, Spanish, Norwegian and Danish?

A new *shareware* utility (for the Windows 95/NT platforms) that may help is Tolken 97. Just copy the text into Tolken, select the desired language, and the program will quickly translate your words or phrases. The program's authors admit that while the translations may not be entirely grammatically correct, at least the software can convert foreign text into an understandable format.

The program, which can also be used as a multilingual dictionary, can be downloaded from <http://www.softseek.com/files/review?EDLA14498sw>

LEGAL IT DIARY DATES

December 9 - Intranets for Law Firms, London. New event sponsored by **Legal Technology Insider** looking at the issues associated with developing intranets and internal know-how systems etc. Speakers include Neil Cameron, Clive Whitfield Jones of Jeffrey Green Russell and Jane Henderson of Macfarlanes. Takes place at the Business Design Centre, Islington. Cost £449 (+VAT). Call Osney Media on ☎ 0171 880 0000..

December 19 - How to Meet your Goals, Manchester United FC. Part of Avenue Legal Systems' series of free regional roadshows looking at the way IT can help law firms meet their business goals. All seminars held at the conference facilities of football clubs around the UK. Call Avenue on ☎ 01489 609000.

January 7 - AIM Seminar, London. Legal IT supplier commences its spring seminar programme which runs through until the beginning of March. Admission is free, seminars last approximately two hours each, with sessions commencing at 10.00am and 12.00 noon. Scottish dates include Edinburgh on 15th January and Glasgow on 29th January. Call AIM marketing on ☎ 01482 326971.

January 26-28 - LegalTech NY, New York. The leading American legal IT conference and exhibition takes place once again at the New York Hilton. For details call Corporate Presentations on ☎ 001 212 877 5619.

February 24 & 25 - Information Systems for Lawyers, London. The UK's leading legal IT conference this year marks its 10th anniversary with two days of seminars on ways to maximise fee earner use of IT systems and how to manage, deliver and sell legal know how via intranet and extranet technology. The event, which includes a mini-exhibition, takes place at the London Marriott Hotel ➡

➡ *Legal IT Diary*
Dates continued...

and qualifies for 10.5 CPD hours. Prices start at £717 (+VAT) a ticket but there are discounts for block bookings and small firms. The event is organised by Centaur Conferences, call ☎ 0171 434 3711.

February 25 - Law Office IT Awareness Day, Birmingham. The Legal Cashier's annual conference and exhibition is once more being held at the Botanical Gardens in Birmingham. The 1998 theme is preparing for the new *Accountant's Report Rules* which come into effect on 1st September. Prices start at £95 per delegate and the event qualifies for 5 CPD hours. Call the ILCA on ☎ 0181 294 2887.

March 4 & 5 - Software for Solicitors, Bristol. Annual legal IT exhibition. More information next time, call ☎ 0181 742 3399.

LEGAL TECHNOLOGY INSIDER

LATEST NEWS COMMENT & ANALYSIS

LEGAL TECHNOLOGY INSIDER

Editor:
Charles Christian

For all editorial & subscription matters contact...

Cloudnine Technology, Ferndale House, North Lopham, Diss, Norfolk IP22 2NQ

☎ **01379 687518**
Fax: 01379 687704
Email: editor@cloudnine.co.uk

Next issue...
LTi is taking a Christmas break - so seasons greetings to all our readers - and we will be back with Issue 53 and the results of the SCL award on Tuesday 27th January.

Recruitment Advertisements

LONGBRIDGE INTERNATIONAL PLC NEW YEAR - NEW START?

Longbridge International is a leading legal IT Search and Selection consultancy, recruiting IT professionals on behalf of many of the UK's most prestigious firms. Below is a selection of our current vacancies, but no matter what your skills, if you are looking to make a move in the New Year, call us now for a confidential discussion on your career and how Longbridge can help.

- Applications Support Analyst - Accounting background allied to exposure to practice management systems (ideally Elite). Salary: £30K-£37K - Location: City - Ref LBI/033
- Web/Hypertext Designer - ideally legal exposure - more important is either good design and HTML skills or MS Front Page, MS Internet Information Server, VB and Access. Salary: £20K-£28K - Location: City - Ref: LBI/021
- Project Manager - full lifecycle applications development - Access/Excel/Oracle/VB4 Salary: £25K - Location: S Wales - Ref: LBI/035
- Infrastructure Analyst - firm is moving to NT4 and SQL Server - require good DBA skills as well as technical migration skills. Salary: £30K - Location: City - Ref: LBI/018
- Communications Analysts - require good LAN skills (Novell or NT) as well as strong WAN grounding (Frame Relay, hubs, routers etc). Two different firms, two great opportunities. Salary: £27K - £33K - Location: City - Ref: LBI/025
- Software Applications Manager - legal software background required - business/IT liaison role. Salary: £25K - Location: South West - Ref: LBI/039

Contact: Craig Coverman - Email: coverman@longbridge.com - Tel: 0171 726 4011
WWW: <http://www.longbridge.com> - Fax: 0171 726 0036

NORWEL VACANCIES

Norwel are currently recruiting sales professionals for London, Midlands and the South East. If you have legal experience, want to work as part of a dynamic sales team and can deal with the top legal practices, we want to hear from you. We also require System Support professionals based at our London office. For more information on any of these positions please contact Alan Richardson on 0161 945 3511 or visit www.norwel.co.uk

Insider Information Services

- If you are looking for a phone number, product name, contact point or any other elusive item of information concerning legal technology, just call the free Insider Info Line on ☎ 01379 687518.
- Readers with internet access can visit the Insider Hot Links pages at <http://www.cloudnine.co.uk/hotlinks/> where you will find hyperlinks to all the web sites mentioned in this and previous issues.

ISSN 1361-1240 © Cloudnine Technology 1997. All rights reserved. No part of this publication may be reproduced without prior consent. The information in this newsletter has been carefully compiled from sources regarded as reliable. While every effort has been made to ensure accuracy no guarantee is expressed or implied as to its validity, the Publisher cannot accept liability for any loss or damage of any kind which may arise from any errors or omissions. All trademarks, product and brand names are acknowledged and recognised as belonging to their respective owners. **LEGAL TECHNOLOGY INSIDER** and **LTi** are trademarks of Cloudnine Technology.

LEGAL TECHNOLOGY INSIDER is available on subscription. UK rate: £95 for 21 issues pa or £170 for 42 issues. (Overseas £125 for 21 issues pa or £225 for 42 issues - payment by International Money Order or Bankers Draft in £ Sterling drawn on London.) To subscribe complete & return this form to:
Cloudnine Technology, Ferndale House, North Lopham, Diss, Norfolk IP22 2NQ, United Kingdom

Name..... Title.....
Firm/Organisation.....
Address.....
.....
Post Code..... Tel No:..... Email:.....
I enclose my remittance of £..... (cheque made payable to Cloudnine Technology)
Send receipted invoice..... Please invoice me..... Purchase Order Number.....