

LEGAL TECHNOLOGY

iNSIDER

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

In association with



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LASERFORM WINS A SECOND SCL AWARD

Hot Chocolate's old hit record "So You Win Again" must now be Barry Hawley Green's favourite song after his company Laserform Law won its second *Society for Computers & Law IT Award*.

Laserform first won in 1996 with one of its electronics forms products and this year it was the company's low cost CaseControl case management system that beat off nearly 40 other entries to take the award.

According to John Irving, chairman of the judging panel, it was the view of the judges that the Laserform product most closely met the award criteria for being "the most outstanding application of IT to the law" in that in terms of price and potential use, it was likely to appeal to the broadest cross section of lawyers.

The three finalists to be pipped at the post by Laserform were: the NKT Interactive Internet System. This enables law firms to provide interactive legal services over the internet and is now in use by over 15 solicitors practices.

The EGAMI-Legal litigation support system from DPA-Egami, which has been specifically designed to meet the needs of litigation departments in law firms and corporations.

Finally, the Costs Plus taxation billing and costing system from Wordwright Associates. Irving said the judges were "particularly impressed" by this deceptively simple system which will produce a bill of costs in a format acceptable to taxing masters.

Along with John Irving, who is now stepping down as chairman to concentrate on his consultancy work ➔

➔ with BDO Stoy Hayward, the judging panel comprised: Alex le Clezio, director of operations at Watson Farley Williams, Mary Heaney, editor of *The Lawyer*, Nigel Steward, senior partner of Sherwin Oliver and chairman of LawNet, Ed Dean, head of technology of Lovell White Durrant, and ex-Masons' IT director Martin Telfer.

At the time of going to press, the finalists were due to receive their awards from Lord Saville, chairman of the ITAC (Information Technology and the Courts) committee and the man responsible for first putting a Court of Appeal judgment on the internet, at a ceremony at the English Law Society's Hall. □

LIBRARIANS UP IN ARMS

Law librarians are up in arms over what one has described as the "low down, sleazeball tactics" of legal publishers who use inertia selling techniques, such as sending out unsolicited "on approval" copies of new books, in an attempt to generate sales.

In an exchange of online postings to LINK's librarians conference area, Christina Moneta of Veale Wasbrough said she was "amazed" publishers get away with treating customers so badly. In a letter of complaint to Butterworths, Ms Moneta said sending out unsolicited material just before Christmas and stipulating a return date immediately after the holiday period was "outrageous".

Vicki Brown of Taylor Walton said Sweet & Maxwell were also doing the same thing, sending her an unsolicited report on the internet plus an invoice for £45 and a note saying they were sure she would be interested in buying it.

As another librarian put it: "It's enough to turn formerly docile librarians into enraged Victor Meldrews". □

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JCS in name change

As part of its overall expansion, Jackson Computer Solutions, which specialises in Windows based systems for smaller law firms, has changed its name to JCS Computing Solutions. There is no change to the 0121 355 6789 phone number.

Chepstow firm go to NT

Long-time Norwel user Francis & Co in Chepstow has upgraded its accounts software to a Norwel Practice Management system running on Avion hardware across a Windows NT network. **Plus see story on page 6.**

Debt work at 300 Mhz

In a contract worth £125,000, Merseyside solicitors Thomas Higgins & Co has bought 75 ultra fast AST Bravo 300 Mhz PCs. These will be used to access the firm's bespoke debt recovery system, which makes extensive use of document image processing (DIP).

THE SUPPLIER MELTDOWN - PART 2

Following on from last month's story about the shakeout within the UK legal technology market, (see **LTi 52** for full story) the past six weeks have seen the following developments:

Resolution Systems has finally completed the purchase of all rights and source code to Mercury Computing's InControl Legal case management system.

Resolution say full support services will be back on stream by 1st February and that a new version of the software, containing a number of enhancements, will be released in the spring. Resolution also hopes to be able to announce the first new orders for InControl "within a few weeks".

The Admiral group is still keeping quiet about its plans for the LegalMind PMS system but user group chairman Mark Green, of Read Hind Stewart, told **LTi** the group is "very active in its support of the product" and would welcome "genuine consultation" with "serious" prospective purchasers.

Admiral plc has announced it is selling the business and assets of another subsidiary, Admiral IT Services, to direct marketing specialists Prime Response. (In our last report **LTi** should have added that Clarke Willmott Clarke in the South-West and Golds in Glasgow also run large LegalMind installations.)

Finally, some news on Applied Computer Expertise's plans to sell its Infinity solicitors accounts and case management business. **LTi** understands ACE has rejected a six figure offer made by MCS and appointed Peapod Solutions to provide support services for the "foreseeable future". Opinion among users seems split between those hoping to establish a consortium to buy out the product from ACE and those who have decided to cut their losses now and are already shopping around other suppliers for replacement systems. See also **Stop Press** on back page. □

LSSA STAMPS ITS FEET

The Legal Software Suppliers Association (LSSA) is threatening to "name and shame" two software suppliers who, according to chairman Tony Landes, are lying to customers by pretending to be members of the association.

"Two separate cases have been brought to our attention of suppliers claiming to be LSSA members when they are not and never have been. Whilst we are gratified that, by implication, membership of the association is so highly regarded by outsiders, we nevertheless are writing to these bogus members telling them to desist. The next step would be to name and shame them," says Landes.

LSSA says it will not identify the culprits because of "insufficient direct evidence to be able to implicate them" and suggests firms should instead contact LSSA for the full list of members and work it out for themselves. For the record, **LTi** has been able to establish that the two suppliers are **not** Select Legal Systems and Solace Legal Systems who both pulled this trick last year.

☞ **Comment...** What is the point of having a watchdog if it won't bark?

Set up amid great enthusiasm in May 1996, LSSA now seems in danger of losing its way. For example, it has still not been able to convince some of the market's leading players - notably Axxia - that there is any point in joining. And, **LTi** knows of at least one of its larger current members that is now seriously reviewing whether it should renew its LSSA membership. □

NOVELL Y2K PATCH

Novell has dealt with the problem of Year 2000 compliance in its NetWare 3.12 network operating system by releasing the NetWare 3.2 Enhancement Pack. It includes a Y2K patch, retails for around £250 per server and should be available from this month from Novell dealers. □

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PROGRESS MAKING GROUND

Although frequently under-rated and over-looked as a 4GL development tool and relational database, Progress-based applications are fast emerging as some of the most widely used within the legal market. Solicitec, Fathom Technologies, AIM, SOS, Videss and Thompson Moore now base some or all of their products on Progress and are winning orders from a broad range of clients.

Paul Sanderson of Videss says sales of his company's Progress/Windows NT-based Legal Office product are proving an "unprecedented" success with the company over-taking its 1995/96 turnover figures just seven months into its current financial year. Recent orders include Matthew Arnold & Baldwin and Turner & Debenhams in Hertfordshire and Glaisyers in Birmingham.

Another new convert to Progress is the Bradford & Bingley Building Society, the second largest building society in Britain. The B&B has just installed a combination of Windows NT4 servers and workstations on which it will be running Fathom's Progress based Caseflow case management system to help bring a higher degree of automation to its mortgage repossession procedures.

The Progress web site can be found at <http://www.progress.com> □

AXXIA GEARING UP FOR SPRING NT LAUNCH

Axxia Systems is now expected to launch the long awaited Windows NT version of its Arista practice management system in the spring - a timing that will coincide with the third anniversary of Axxia's 1995 management buyout from Digital.

Described as being "just a few months away" as long ago as 1996, L*Ti* understands Axxia considered launching the NT system at the GMEX show in October but delayed the move to allow additional time for final beta testing. ➔

➔ Meanwhile Axxia is making good its claim to be market leader by signing up over the Christmas period both Edge & Ellison in Birmingham and London commercial practice Lewis Silkin. (One of Ireland's biggest firms, LK Shields, has also recently signed up to buy Arista.)

The Edge & Ellison project will begin with the rolling out of Axxia's Windows-based fee earner desktop system to 300 fee earners in the firm's London, Birmingham and Leicester offices. This will be followed later in the year by the implementation of further applications, including EIS and case management.

At Lewis Silkin, Axxia won the competition to replace an old Ushers practice management system after the original shortlist of six narrowed down to a two-horse race with Norwel.

☞ **Comment...** The company has also announced the availability of a series of standardised case management templates. These will be offered free of charge as an alternative to individually tailoring systems during installation and, by offering greater convenience, should help answer the criticism that case management is the least impressive element in the Axxia product range.

The specific worktype templates already available now comprise personal injury, medical negligence and uninsured loss recovery applications, as well as a suite of conveyancing related modules, including residential sales and purchase, remortgaging, right to buy and estate conveyancing.

Further templates will be announced later in the year both conventionally and via Axxia's web site at <http://www.axxia.com> □

WORDPERFECT FOR UNIX STILL AVAILABLE

IT integrator Text Systems is currently able to supply fully licensed copies of WordPerfect 5.1 for Unix. For details call Gary Levy on ☎ 0171 403 4033. □

DOS support
Irwin Associates, (☎ 0171 237 6356) part of the team that originally developed the Kestrel accounts system for smaller firms before it was acquired by Laserform, can now offer support services for users who want to remain with the DOS version of the Kestrel rather than upgrade to Windows.

Costs Plus upgrade
Wordwright Associates has introduced a major upgrade to its Costs Plus taxation billing and costing software, which was one of the finalists for this year's SCL Award (see front page). The upgrade adds a complete automatic 6-column billing facility to the existing 3-column option. Cost Plus prices run from £85 to £1900. For more information or a copy of a white paper discussing computerised taxation billing call ☎ 01473 212752.

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Common Market Law on CD-Rom

In a joint venture Sweet & Maxwell and electronic publishers Context (☎ 0171 267 8989) have launched a CD-Rom version of the *Common Market Law Reports* (CMLR). These provide a comprehensive source of EU case law from 1962 onwards, which can be accessed via Context's JUSTIS search interface. The full archive plus one year's updates is £5000. Subsequent updates are £750 pa.

Clifford Chance up to 3000 users

Mega-law firm Clifford Chance has ordered another 800 licences for the DOCS Open document management system from PC DOCS (☎ 01923 814700). This will bring the total number of DOCS Open users at Clifford Chance to 3000. The rollout at the firm will be completed by the end of 1998.

INTERNET-BASED SPEECH TRANSCRIPTION SERVICE LAUNCHED

Speech Machines, a company which until now has focussed on the development of speech recognition applications for the Ministry of Defence, has launched what it believes to be the world's first internet-based automatic transcription service.

Called CyberTranscriber, the service is available on a global, 24-hours a day basis and gives users the ability to dictate into a central transcription facility and receive completed documents back within three hours.

Where the service differs from conventional typing bureaux is that it does not involve audio tapes flying back and forth. Instead, customers dictate their work via a call from a conventional or mobile phone and it is then automatically transcribed by the speech recognition system that lies at the heart of the CyberTranscriber service.

Speech Machines admits this can only offer 95% accuracy and the next stage in the process is to forward the job to one of the company's team of contract typists who check the transcriptions for quality and make final corrections.

Depending upon the level of service chosen, the finished job can be returned to the customer by fax or as an attachment to an email message within three hours or else by the start of the next business day. (If you have a PC with a microphone, you can dictate the work directly into a voice file which can then be sent to the CyberTranscriber service as part of an email.)

Speech Machines says because it has worked in the military arena, it has experience of developing systems that can cope with "high noise" environments, with the result that the service can work over normal telephone lines without the use of special high fidelity handsets.

The company says another benefit of the service is users can have all the ➔

➔ advantages of speech recognition but without having to invest in the technology or only being able to use it when they are sitting in front of a PC.

The company's chairman Henry Hyde-Thomson believes the service will be of particular interest to users of conventional dictation services, such as lawyers, as well as "mobile professionals" who need documents to be transcribed when they are out of the office.

Pricing for the service is based on a rate of £2 per page. In addition there is a one-off registration fee of approximately £18.50 (although this is being waived for the first 1000 users) and a £6 per month subscription, which entitles users to about £8.50 worth of free transcription.

Readers can take advantage of a free trial offer or register for the service by visiting the company's web site at <http://www.speechmachines.com> or calling ☎ 01684 894440 □

NELSON BUYS A PILGRIM

Lawyers at Nelson & Co in Leeds are to run the firm using the new LawSoft practice management system they have bought from Pilgrim Systems (☎ 0131 226 5528 and at <http://www.pilgrim.org.uk>).

The nine partner firm chose LawSoft to replace its incumbent PMS supplier's Unix system after an initial roll-call of 12 suppliers was whittled down to a shortlist of four.

Explaining the move, the firm's IT manager Cathy Tebb said: "We see Microsoft as the industry standard for everything. Pilgrim's product is Microsoft from the ground up. Using SQL Server as the relational database and running on Windows NT, it is completely integrated with Outlook, Word and Excel. We decided it would carry us a lot longer than the other packages we looked at."

Nelson's entire complement of 75 including 32 fee earners, will use LawSoft. "From support staff to IT, marketing, administration and accounts, through to postroom and reception," said Tebb. □

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ME AND MY PC... CONSULTANT IN THE HOT SEAT

This issue sees the return of the Insider's occasional series that looks at readers' personal experiences with computing. First to go under the spotlight is Andrew Levison, head of IT consultancy at Grant Thornton/David Andrews Partnership. Last year **LTi** readers voted Andrew the consultant most firms would like to use. This week we find out what really makes his own hard disk spin...

When did you personally first start using computers? At college we used punched cards. When I started work, from day one I used a Wang VS system for wordprocessing.

What sort of systems do Grant Thornton run? Running on a Novell network are a chartered accountancy oriented PMS (Star 2000), a Lotus Notes/Domino intranet and Lotus Organiser for diary/scheduling. The wordprocessor is Ami Pro and the firm uses Lotus 1-2-3 spreadsheets.

What sort of PC hardware do you use? I have two main desktop systems at home. One is a home built Pentium 166MMX with 64Mb of RAM, a 3.2Gb hard disk, Windows 3.1.1, BT ISDN, Soundblaster for music and a DAT shuttle for back-up. My other system is a 300Mhz Gateway Pentium II with 64Mb of RAM, a 6.4Gb hard disk, Windows 95, USR "Everything" modem, Boston sound system and DAT shuttle back-up. The printers are a Hewlett-Packard HP6 and a Canon BJC70.

And your laptop? My main work horse - both in the office and when travelling - is my Pentium 133 Toshiba 220CDS laptop. It has a CD-Rom drive, 32Mb of RAM, a 1.2Gb hard disk and runs Windows 95.

What are the main applications you run? Microsoft Word 8 for WP, Delrina WinFax for faxing from a PC, Lotus Notes for internal email and database access, Turnpike/Internet

➔ Explorer for external email, Lotus Organiser as a diary/scheduler, Dos Arch for DAT back-up and dial-up networking for logging into the office.

Which is your favourite software program? The game Doom!

What has been the most disappointing program you have used and why? PsiWin (the PC to Psion file transfer utility) because of its inability to properly synchronise my Psion 3c and PC diaries.

What has been your worst moment with a computer? When my home PC's hard disk failed the same weekend that the hard disk on my laptop also failed.

When does your PC go on in a morning - and go off again at night? My home PC stays on all the time to receive faxes.

What is your favourite web site? I regularly research the web for information on new products but I like the soccer sites for when I am unable to watch matches.

How many times a day do you check your email? Internal email is delivered automatically but I check for internet email at least six times a day.

Have you one piece of advice you would like to pass on to lawyers working with PCs? Never forget to back up your data, especially your laptop.

From your experiences, would you describe IT as being a benefit or a liability? I couldn't imagine working without my PC!

What do you never leave home without? My Toshiba laptop, a mobile phone with a data/fax card, my credit cards - and a spare fiver. □

PEOPLE AND PLACES

After five years as IT director at Lawrence Graham, Peter Morris is starting his own IT consultancy. Called PracticaliTy Ltd (☎ 0181 873 3114 or email peter.morris@lawgram.com) it will be specialising in work for the legal profession. ➔

➔ As well as being at Lawrence Graham, Peter Morris describes himself as "having worked in the legal IT fraternity forever" holding senior IT posts in a number City law firms, as well spending seven years with a large software house developing legal know-how and practice management systems and three years with The David Andrews Partnership before it became part of Grant Thornton. Morris believes there is a niche in the market for "hybrid experts" who can bridge the gap between IT and legal practice.

➔ Following three and a half years as head of IT at Norton Rose, Brian Powell has resigned and in February will be moving to Barlow Lyde & Gilbert to take up the post of IT director.

➔ Allan Bower is leaving Richards Butler to become the new head of IT at Lawrence Graham. □

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Seen around the Web...

☞ **The Society of Trust & Probate Practitioners (STEP) has established a useful web site at <http://www.step.org>**

☞ **US attorney Bahman Eslamboly has created a legal research facility which includes a "meta index" link to legal search engines, a mailing and discussion lists manager to simplify subscribing and unsubscribing to over 500 lists and a database of legal questions and answers. The URL for the site's home page is <http://www.lawguru.com/> and the legal research facility starts at <http://www.lawguru.com/search/lawsearch.html>**

☞ **IT consultant Delia Venables reports that by the end of 1997 there were a total of 340 law firms in the UK (including Scotland and Northern Ireland) with web sites. A full list can be found at <http://www.venables.co.uk/legal/>**

Internet & communications **NORWEL ADDS TELEPHONY TO WEB SITE**

Legal systems supplier Norwel has redeveloped its web site to incorporate a new interactive web phone facility.

According to Alison Bagnall of Norwel, the new facility will allow clients accessing the Norwel web pages via their PCs to talk directly to the company's sales and support staff while simultaneously browsing the site but without having to make a separate call on a conventional telephone.

Norwel's site is at <http://www.norwel.co.uk> and to use the facility callers will need a PC fitted with a sound card, microphone and speakers. ☐

CORPRASOFT CLAIMS FIRST FOR IN-HOUSE LAWYERS

Dallas-based Corprasoft Inc has just launched the Corprasoft Legal Desktop, a new web-based matter management system for in-house legal departments.

Corprasoft believes the product, which will allow both internal and external counsel to share information and access matter files from anywhere in the world via web browser software (Internet Explorer 3.02 or later preferred), is the first fully web-enabled groupware system to have been specifically designed for in-house legal departments.

The product is based entirely around Microsoft Windows Distributed interNet Applications (DNA) architecture and allows users to create a "virtual desktop" that can be used to track the progress of matters, monitor outside counsel fees, check for conflicts of interest, generate ad hoc reports and maintain a calendar of events and to-do items. The DNA architecture also permits easy integration with other Windows-based client/server software.

For more information visit <http://www.corprasoft.com> ☐

NEW "PUSH" INFORMATION SERVICE FOR LAWYERS

Although better known as systems integrators, City-based Text Systems (☎ 0171 403 4033) is about to diversify into the online information services market with the launch of a new web bureau making use of the latest "push" technology.

Called *Test Daily*, the service is now in final beta testing and will allow customers to select a specific number of web sites they want monitored for changes and new information. Text's search engine will then carry out this task overnight and automatically send customers an email by 9.00am each morning containing not only a listing of sites containing fresh information but also their URLs.

Gary Levy of Text says he first became interested in this field when the company began selling the Online Look-Up cost monitoring system for users of internet and other online information services.

"While it was quite clear lawyers found the Net a useful source of material, firms were concerned that too much fee earning time was being spent on routine surfing. With *Text Daily*, our servers will monitor target web sites automatically for lawyers so they need only access them when notified of changes.

Text sees the service being of particular interest to commercial lawyers monitoring corporate web sites in the course of mergers and acquisition work.

Pricing for the service will start from as low as £10 per month. Further details can be found on Text's web site at <http://www.textsys.co.uk> ☐

RIGHTFAX IS THE RIGHT FAX

In a survey of nine different network fax systems, the US IT magazine *Byte* rated RightFax, which is distributed in the UK by Kommunicate (☎ 01252 815514) as the best overall product. For more details visit <http://www.rightfax.com> ☐

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NEW VIDEO CONFERENCE SUPPLIER LAUNCHES

This week's ACUA (Aim Computer User Association) annual conference saw the formal launch of Video Conferencing for Lawyers, a new venture set up by Michael Kaye, the solicitor whose NKT internet scheme was one of the finalists for this year's SCL Award (see front page).

As previewed in an earlier issue, (see **LTi 48**) two of VCL's main selling points are: This is a company set up by a practising lawyer for other practising lawyers and so focuses upon the professional benefits that can be achieved in terms of convenience and billable fee earning. And, although the videocon hardware supplied retails for less than most other systems, it offers comparable, and in some cases, superior picture quality.

☞ **Comment...** This is the technology the Bar Council Telecom Working Party (chairman Cherie Booth) should be looking at. With hardware prices starting at £1500, this is far more affordable than the £50,000 an installation the Bar's system (see **LTi 44**) currently costs.

Video conferencing has also received a boost as in that according to a recent letter, the South Eastern Circuit Taxing director's view is "there is no reason why time spent on, and the line costs of, a video conference should not be met from Legal Aid, so long as the combined costs were no more than those which would have been incurred had there been a face to face conference". VCL is understood to already be finalising some major deals. VCL is on ☎ 0181 802 6817 and <http://www.vcl.net>. □

HOBSON AUDLEY OPTS FOR SECURITY NET

Hobson Audley Hopkins & Wood has signed up for Netstore's internet-based off-site disaster recovery service and will be using it as the basis for the firm's own new escrow service for clients. ➔

➔ Netstore automatically backs up data to secure sites in Bracknell and Leeds and, because it employs the Net to transfer files, authorised users can dial-in from anywhere in the world to access data, thus also providing lawyers working out of the office with the benefits of the service. Netstore is on ☎ 01344 395762. □

LEGAL IT DIARY DATES

January 29 - AIM, Glasgow.

Legal IT supplier AIM is promoting its new Windows NT system with a seminar programme running through until the beginning of March. Admission is free, seminars last two hours each, with sessions commencing at 10am and 12noon. Call AIM's marketing department on ☎ 01482 326971.

January 29 - How to Meet your Goals, Preston North End 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 609010.

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 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 theme for the Legal Cashier's annual conference and exhibition is preparing for the new *Accountant's Report Rules*. Prices start at £95 per delegate and the event qualifies for 5 CPD hours. Call the ILCA on ☎ 0181 294 2887. ➔

➔ March 3-to-5, Solicitors - the National Legal Office & Legal Services

Exhibition, Birmingham NEC. New event featuring a mixture of trade stands and seminars. Exhibitors include law publishers, office equipment, IT and legal forms suppliers plus financial and miscellaneous legal service providers. Free admission, doors open 10am, Wednesday late night until 8pm. Full report next time. For details call Nationwide Exhibitions on ☎ 0117 970 1370 or visit <http://www.nwe.co.uk>

March 4 & 5, Software for Solicitors, Bristol. Offshoot of Barbican show featuring legal IT and related services suppliers. Takes place at the Bristol Marriott, admission free. Times: 12noon to 7pm Wednesday and 10am to 4pm Thursday. For tickets call ☎ 0181 742 3399.

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Next issue...
Issue 54 of the Insider will be published on Monday 9th February.

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Stop Press... Stop Press...

AXXIA IN ACE INITIATIVE

This Thursday – January 29th – Axxia Systems will be giving a presentation to members of the ACE User Group at the offices of Wedlake Saint in London. Ace User Group chairman Tony Burley of The Law Partnership in Nottingham and former chairman Marcus Chapman, of Badham Thompson, will be in present.

LTi has learned that Axxia proposes to make a commercial offer to transfer ACE users to Axxia as a group. The proposed deal will not be conditional on the whole group joining but the precise offer will be determined by the numbers finally opting for Axxia. ACE has also pledged full co-operation with Axxia on data conversion matters.

ACE users wanting to attend the meeting (which starts at 4.30pm) should contact Sue Milne at Axxia on ☎ 0118 960 2628 or email: hunte@axxia.com

CMS IN AT HERBERT SMITH

City firm Herbert Smith is to install the CMS Open practice management system from CMS Data. Smith's previously had a Resolution FirmControl system and it appears the firm will now be running the two systems in tandem. CMS has now signed up eight firms in the UK, Titmuss Sainer Dechert being the latest.

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