LEGAL TECHNOLOGY INSIDER

The swap outs continue

Amid myriad explanations* and excuses, the great UK case and PMS competitive swapout season continues this month. The latest changes include Harris Cartier LLP switching to SOS Connect from Solicitors Own Software to replace its legacy Lexis Nexis Axxia case and practice management systems. This is the third Axxia site SOS has taken recently – the others were Lodders and Henmans.

Also scoring a hat-trick is Pilgrim Systems, which has now taken its third IRIS Legal AIM legacy site in recent months. The latest to fall to Pilgrim's Lawsoft system is Howes Percival, which comes on top of Pilgrim/AIM swapouts at Lupton Fawcett and Lanyon Bowder. (We hear Harvey Ingram is also in the final stages of selecting a replacement for its AIM system.) According to the *Insider 250 Chart*, Howes Percival was the last remaining AIM site in the UK law firms top 100.

Just to show they are even handed, Pilgrim also won Stone King Sewell, where Lawsoft will replace a legacy PMS from SOS and LexisNexis Solcase case management. Linetime got its foot in the door at a LexisNexis Visualfiles site, selling its DebtimeSQL debt recovery and Liberate Online case tracking software into Wright Hassall. And, finally, TikitTFB secured the first order for the new hosted version of its Partner for Windows software from Thomson & Bancks, who are swapping out an old IRIS Foxpro system.

* Among the explanations we've heard are that: the deal was only lost because the other side was giving away its software; the incumbent supplier had lost key staff members and/or had no clear ⇨

⇨ corporate strategy; the incumbent system was based on Progress and not SQL Server although this doesn't explain why at least two Progress based suppliers are still winning new deals; and (our favourite) 'because our software is fully .NET compliant' – at least five vendors now claim this.

Lee and Quintec back with cloud DMS offering

Tom Lee's recently revived Quintec International vehicle has become a primary UK business solutions partner and authorised training centre for NetDocuments, the US developer on an SaaS based document management system. Lee said the decision to partner with NetDocuments was simple as Quintec had found customers now wanted a DMS "where their entire collection of documents, emails and records could be stored in the cloud, with an instant search/retrieve capability. They also require access to documents via any internet-ready device, with the ability to share information online with clients, all stored within a safe, secure and encrypted environment."

Lee adds that a cloud-based DMS "provides significant cost savings for document centric organisations" including removing the need for firms to invest in their own offsite data backup and disaster recovery arrangements, as well as requiring little or no inhouse support, maintenance and administration compared with conventional on-premise DM systems.

Quintec is also planning to commission UK-based datacentres, to ensure documents stored in the cloud remain within the jurisdiction.
• Older readers will recall the original Quintec was the grand-daddy of the current generation of legal IT implementers and pioneered much of the early DMS work in the UK.
www.quintecinternational.com
 www.netdocuments.com

Fox Williams outsource IT to Tikit

Tikit last week won a three year contract from London law firm Fox Williams to outsource all IT support and service functions. Under the agreement, Tikit will provide Fox Williams with a fully managed service support desk, technical 3rd line infrastructure support, out-of-hours user support and IT directorial consultancy.

Comment: The Insider recently had a meeting with a group of American private equity investors who said they thought Integreon had become unstoppable in the legal outsourcing market. While it's true Integreon has attracted most of the headlines recently (*see last month's story on the CMS Cameron McKenna deal*) and offers a wider range of services than many other outsourcers, we're far from a 'TINA' situation in which there is no alternative. In fact Integreon's deals are helping open up the market to other outsourcers (and software as a service providers) as firms start to realise there are viable alternatives to the traditional on-site, inhouse IT resource.

SRA wants £22m IT deal

Despite the English Law Society's own less than glorious track record when it comes to IT projects, the Solicitors Regulation Authority is now asking for approval to spend £22 million on new IT. The SRA wants to invest in new document, records and CRM management systems and predicts the project will pay for itself in five years as it moves away from labour-intensive, manual processes. For example, if practising certificates were renewed online, this would save having to employ about 30 temps for four months each year to process paper applications. Last year the SRA estimated the new IT system would only cost £14 million.

New Interaction partner in town

LexisNexis has a new Interaction partner. Called Trovus, the company specialises in providing businesses with 'actionable intelligence' based on building profiles of the companies that visit their websites. As a result of the new partnership, a law firm will be able to combine Trovus data on a firm's website visitors, with client and prospect information stored in its Interaction CRM system.

One of the first firms to take advantage of the Trovus/Interaction integration is Morgan Cole. The firm's business development team first trialled Trovus last year to better understand visits to the firm's Data Protection Act training micro-site. Based on the success of this pilot, Morgan Cole took the decision to roll out Trovus across its entire website operations. Business development manager Ian Emery said the Trovus/Interaction integration helped the firm identify whether website visitors were existing clients, prospects or campaign targets and so decide what is the most appropriate follow-ups to such visits.
www.trovus.co.uk

Zylpha has RTA solution

Amid the chaos of the MoJ's Personal Injury Portal for handling road traffic accident claims, case management integration specialists Zylpha now has nine firms (including Bott & Co) using its Rapid RTA solution. This is a web-based connectivity system that extracts and updates the required information from an underlying case management system (such as Solcase) and is flexible enough to maintain alignment with the shifting interface specifications during the portal's early switch-on period. Bott & Co say the portal saves them 30 minutes per claim just at Stage 1 and that they are being paid Stage 1 costs quicker.

June's wins & deals

DAC selects Recommind for conflicts of interest
Davies Arnold Cooper is now using Recommind's MindServer Search platform to run real-time conflicts of interest searches against its case document and practice management systems.

Stewarts Law select Axiom from Phoenix
Stewarts Law has selected the DTE Axiom time capture system from Phoenix. A key factor in the choice was the ability to add the DTE In Hand Blackberry solution to desktop time recording.

Ozannes improve performance frontier
Channel Islands firm Ozannes (now Mourant Ozannes since 1st June merger) is using Frontier Technology to analyse the performance of its IT infrastructure. One of the first steps has been the implementation of a Citrix branch repeater.

Stones select SOS Connect
As part of gearing up for the Legal Services Act, south-west-based Stones Solicitors has chosen SOS Connect integrated case and PMS from Solicitors Own Software to replace its legacy office systems. The SOS software will be rolled out to 115 users.

Russell & Russell pick Eclipse for PI
Russell & Russell has selected Eclipse Proclaim case management software to help handle its growing personal injury practice. The firm's 50 strong PI team now operates under The Personal Injury People brand.

IRIS Meridian rings right bell
Barristers chambers 7 Bell Yard in London is the latest set to upgrade to the IRIS Meridian Law Connected chambers management system.

Total win six BES Express deals in one month
In the first month since its launch, legal telecoms specialist Total Ltd has secured six orders from law firms for the new Blackberry Enterprise Server Express. One of these – Everatt & Co – became the first BES Express install in the UK. Total add that four of the six firms are also implementing Bighand's Blackberry DDS application.

Eversheds embrace Mimecast cloud
Following a competitive tender, Eversheds has selected Mimecast's Unified Email Management platform (on a three year contract) to provide SaaS based email security, continuity, policy control and archiving across all regions.
• According to Mimecast founder & CEO Peter Bauer "email volume is growing by more than 30% a year and the average user now receives 7Mb of data per day via email... making on premise storage and archiving an increasingly expensive and inefficient option."

Smarter printing saves £45,000
Manchester-based M2 Digital has helped Cobbetts LLP cut £45,000 from its print costs in just eight months by implementing a fully managed print service across all its offices. The project, which also saw a consolidation in the total number of printers from 157 to 47, has also led to an estimated 60% reduction in carbon emissions.
www.m2digital.co.uk

More June wins

D. Young & Co to roll out pdfDocs
Trademark and IP specialists D.Young & Co are rolling out DocsCorp's pdfDocs suite on a firmwide basis following a successful pilot. The software is being supplied and implemented by KnowHow Consulting.

Bird & Bird rely on Neverfail
Bird & Bird is now running Neverfail for RIM Blackberry and Neverfail for Cluster Protector to provide end-to-end high availability and disaster recovery for its Blackberry ecosystem, including access to the document management system.
• Neverfail is holding a seminar on continuous availability, in conjunction with HBJ Gateley Wareing in Edinburgh on 6th July. For details email cprovan@neverfailgroup.com

Weightmans go with Mitel for IP
Weightmans has implemented a Mitel IP telephony system across its UK office network. The firm's IS & operations director Stuart Whittle said that along with the usual benefits of IP (including reducing costs, having a single communications platform and improving client service through 'first call resolution' – so clients can always get hold of their lawyer, wherever the are) Weightmans wanted a system that would support their own internal business processes.

In particular, Weightmans has around 25% of its staff that are mobile, with 10% who never sit in the same office for more than a couple of days a week. Whittle said they therefore needed a system that would support mobility without requiring IT staff to be engaged in the time consuming process of repatching phone connections. The Mitel system, by contrast, has a Hotdesking functionality that allows staff to log into the phone they are sitting next to while still retaining their same DDI number.

"Essentially," says Whittle, "staff are self-sufficient when moving about. As long as there ⇨ is a desk, a PC and a phone, then the IT team don't have to get involved."

Changing places

Chris Rose moving on
After some 25 years in the legal tech industry, originally with Videss and latterly as sales director for key accounts with the IRIS Legal Group, Chris Rose is moving on to a new role as sales director in the medical/healthcare systems sector, working for Arlene Adams's OLM business. Yes, the same Arlene Adams who used to head IRIS Legal.

Laura Whitehead heading Lexis arm's marketing
Laura Whitehead, formerly head of marketing for LexisNexis Interaction, has been appointed head of marketing for enterprise solutions – the division of LexisNexis that now includes the Axxia, Visualfiles, Interaction and Redwood software businesses. Before joining Lexis, Whitehead, one of that rare breed of competent legal IT industry PRs, ran the PureTech Marketing consultancy and prior to that held marketing roles with Metastorm and ResSoft (now part of Tikit).

Andy Woods joins FWBS as sales manager
Andy Woods has joined the sales team at FWBS and new business sales manager with responsibility for the company's Matter Centre and MatterSphere systems. Woods spent the last six years with LexisNexis and before that Axxia.
• FWBS closed its financial year to 30 April with revenues up over 20%. Operations director Mark Hemmings said "We're proud to achieve such growth in what was a difficult year for business generally. Major wins included The Treasury Solicitors, Kingsley Napley and Wedlake Bell."

Two more law firm IT directors go
Jason Petrucci and Kevin Gooseman, the heads of IT at law firms LG and Cobbetts respectively, left their jobs at the end of May.

Winscribe diversify into BPM workflow

In a bold step Winscribe, a company known almost exclusively for its digital dictation software, has diversified into the business process management field with the launch of its new Winscribe BPM product. This is a fully fledged BPM system designed to deliver all the automation efficiencies of established products in the market, such as Metastorm, but without their costs and complexity. Winscribe describe their system as 'non-disruptive' claiming users will be able to get started quicker, work is less disrupted during installation and the cost of implementation is cut.

Winscribe is keen to stress BPM does not mark a move away from digital dictation but merely the addition of another product to the corporate portfolio. Winscribe BPM, which is Microsoft .NET based, has been extensively tested prior to launch and comes complete with a pack of ready to run legal workflows, including Tender Submissions and Expenses Claims that have been developed in conjunction with UK early adopters Thring Townsend Lee & Pembertons. Winscribe will initially focus exclusively on the legal market.

Comment: The Insider has had an exclusive preview of this product and was struck by the code writing-free ease of use of the drag-and-drop graphical workflow designer. Add to that the availability, at no extra cost, of an SDK, and you have an impressive combination of out-of-the-box workflows, the ability to amend them and to create custom tasks to further extend the scope of the product. That said, the element that differentiate's Winscribe BPM from most other BPM software is the pricing policy: there are no additional licence fees for access to the designer tools or for building additional workflows. Winscribe product manager Ryan Bavery says this pricing removes the barriers that, to-date, have restricted the wider rollout of BPM within law firms because projects have been cost-prohibitive.

Voice technology news

Hugh James extend speech recognition project

High James has extended its speech recognition rollout with over 50 users now working with the Nuance Dragon NaturallySpeaking software. The project, being run in conjunction with SRC, is believed to be the largest 'live' deployment of speech recognition by any UK law firm.

Bighand releases analytics module

Bighand has launched a new analytics module that uses Crystal Reports to provide digital dictation users with key metric and trend visibility data relating to document production, dictation and remote working practices. Backed up by a new reporting database, there is now a full audit trail of the history and progress of every dictation.

• *Examples of the graphics, reports and a link to a YouTube video demo of the analytics module can be found on the Orange Rag blog for 21st June.* www.theorangerag.com

SRC in new partnership with DocsCorp

SRC has just entered a reseller agreement with DocsCorp, the developers of the pdfDocs suite of PDF management and workflow software.

Bighand announce nFlow convergence plan

Bighand has commenced a UK-wide roadshow explaining to users its plans for converging the Bighand and recently acquired nFlow product lines. Along with a long-term commitment to support the current nFlow v4 and v5 products, the company will be launching a converged product – Bighand v4 – at its annual user conference in November that will combine the best features of both technologies.

Voice Technologies expand into Sheffield

Glasgow-based Voice Technologies has opened a new office in Sheffield to help support its growing customer-base in England and Wales. www.voicetechnologies.co.uk

Personal view: the iPad - definitely maybe

Well known edisclosure and litigation support expert Jonathan Maas recently bought himself a WiFi-only Apple iPad and here gives his first impressions...

On the business front I have bought a presentations app called Keynote, which can play PowerPoint shows (as well as its own). Slide transitions and the clever use of graphics make my slides stand out. I have on order a cable to allow me to output to standard projectors but what is proving great is that when I am talking to people about what I do, I can show them then and there a few illustrative slides in Keynote in an intimate presentation.

I am trying out a WP app called Pages (a sister app to Keynote) but it is early days (and I haven't yet invested in the iPad's external keyboard). I find I am using my iPad for the internet much more than I do my laptop as it is much quicker to get to a browser because it is always on. The screen resolution is superior to that of my not-so-old Toshiba Vista laptop as well.

I have installed Citrix and GoToMeeting but have not yet tried them out in earnest (but the interesting thing is they exist). We don't use a realtime time recording system like Carpe Diem but I have bought an app called Time Master that allows me to do that (I first got it for my iPod). LinkedIn, Skype, Twitter all have apps.

I know there is at least one UK law/statute app and 7Safe (an edisclosure and forensic IT company) has released a review app for their customers using an iPad or iPhone. (They are, I think, the first to do so.) Software house CompanionLink has a free app called DejaOffice that purports to bring together in one place all the iPad's different apps for contacts, calendar, to-do lists and so on but, again, it is early days for me.

By the way, many iPhone and iPod Touch apps will work on the iPad but, if not upgraded, will appear iPhone/iPod sized on the iPad screen. (Although there is a zoom facility to make them appear somewhat like native iPad apps). ⇨

⇨ I can certainly see me wandering around flicking through pages of legal reference material and electronic evidence as if on a clipboard. The iPad offers a delicious page curling – not just page turning – effect which is soooo like the real thing and zooming in and out is efficient. And, I can certainly see me wowing people with the sheer fun and novelty of the thing (which may make arranging meetings easier – there is already a US edisclosure company offering free iPads to customers) and it does attract a crowd whenever it appears.

My conclusion? I don't know but I'm convinced it's a definite maybe! (One thing I do know is that I'm going to be Mr Popular when it's time to allocate our first project to collect data from an iPad.) People have likened the iPad to Marmite. I think it's more complex than that. There are those who cannot see the point. There are those who worship anything Apple. There are those who can see an immediate business use for it. And those who are prepared to take a leap of faith in case a business use appears. I am one of the latter. (*A longer version of this article can be found on the Orange Rag blog for 23rd June.*)
www.theorangerag.com

Litigation support news

LDM partner with Cobra Legal

LDM Global has entered into a strategic partnership with Cobra Legal Solutions that helps both companies fill out their EDRM offerings. It adds offshore document review, litigation support, legal research and contract management services for LDM customers, and computer forensics, tape restoration, electronic discovery and hosted review capabilities for Cobra customers.
www.ldmglobal.com + **www.cobralegalsolutions.com**

Legal Inc service gets personnel

Legal Inc has launched a new service – called Incterim – that will see Legal Inc consultants made available on short, medium or long term secondments, so law firms can scale up teams with temporary staff who have specific litigation expertise and coal-face experience. Legal Inc director Lisa Burton said "feedback from litigation support managers indicated they all need outside help some time, and not just extra lit support bodies but also increasingly IT consultants, workflow engineers and project managers. They were also finding that going through mainstream recruitment agencies was not always satisfactory." For more details email **lisa.burton@legalinc.co.uk**

Nuix in European tech deal with PwC

PricewaterhouseCoopers has entered a European-wide, multi-year technology deal with ediscovery systems vendor Nuix. The deal will see PwC using the Nuix3 technology, both internally at PwC datacenters and behind the firewall at client sites to assist with IP tracking and information security, enterprise content and legacy data management, and ediscovery projects related to litigtion, internal investigations and regulatory requests.
www.nuix.com + **www.pwc.com**

Aurix launches new speech analytics tool

Speech analytics specialist Aurix has launched a desktop discovery application called hound-i. The software is designed to cut the time and cost of analysing audio files during early case assessment, ediscovery and forensic data search projects.
www.aurix.com

News in brief

Legal QlikTalk seminar in London

Informance, a reseller of the QlikView business intelligence system, is holding a law firm seminar at the Institute of Directors in London on 20th July. Scottish law firm Tods Murray will be talking about their experiences with the system. For more details email **legalseminar@informance.co.uk**

IRIS Meridian gets Window 7 accreditation

IRIS Legal's Meridian Law Connected system (the fees, diary and chambers management system for barristers) has been awarded Microsoft Compatible with Windows 7 accreditation.

Consultant retires

The York-based legal IT consultancy Rose & Bridge (R&B) Associates has ceased trading following last month's retirement of its founder David Riggall. We wish him well.

Document assembly news

New version of XpressDox to ship
Product Professionals (Pty) Ltd has announced that version 3.0 of its XpressDox document assembly and automation software will ship at the end of this month. New features include a command editor providing access to XpressDox command and features inline, while authoring, plus the ability as assign initial values to variables and add comments to templates. XpressDox CEO Chris Pearson says the software's combination of a low cost and ease of use – he says novice users can be filling templates within five minutes – presents a compelling RoI case.
www.xpressdox.com

HotDocs v10 out now
HotDocs Ltd (formerly Capsoft UK) has announced the release of the HotDocs 10 suite. Managing director Russell Shepherd describes it as "the first in a series of announcements that will create significant changes in the document assembly market." New features include support for Microsoft Office 2010 and Microsoft Silverlight, plus the new HotDocs Server 10 for deploying HotDocs templates via the internet.

According to software development director Lowell Stewart, the two main benefits are: server-based templates can now be accessed on a wider range of browsers (Internet Explorer and Firefox on Windows, Firefox and Safari on Macs) and *interview* sessions "will run 10 to 20 times faster than JavaScript-based interviews. This is a real game changer. JavaScript interviews were functional but slow. Silverlight dramatically accelerates the interview process, which improves productivity and ultimately saves money for the client." Shepherd added that since acquiring the HotDocs business from LexisNexis in November 2009 "we're of the opinion the document assembly market has a much greater reach and potential than our original estimate."
www.hotdocs.co.uk

EMEA news round-up

Belgian firm faces final Frontier
Belgian law firm Altius is now running the Enterprise Vault system from Symantec to archive emails, reduce storage and ensure the firm complied with 'good governance' regulations in its email management. Vault was implemented by Frontier Technology in less than two weeks.
www.frontiertechnology.co.uk

South African firm to migrate to Elite 3E
Long-time Elite Enterprise-using firm Bowman Gilfillan, which has 350 fee earners based out of Johannesburg (with additional offices in Cape Town and London) is migrating to Elite 3E – and will also be rolling out 3E Workflow and Metrics.

Fresh on the radar

Rosslyn Analytics – spend analysis with passion

The inspiration for Rosslyn Analytics came when founder Charles Clark was working in the City and noticed that when it came to M&A activity, most organisations were in the dark and lacking any clear data when analysing internal spend. This ultimately led to the creation of the RA.Pid spend analytics platform, a SaaS application that Rosslyn is now selling into about 150 organisations in various vertical markets, including legal.

James Courtis-Pond, another Rosslyn director and a former Clifford Chance lawyer, says while it is true 80% of any law firm's spend goes on salaries and rent, this still leaves a large element of indirect spend (everything from IT, travel, couriers, document storage and training to stationery) where, in the current climate, management should be looking to make cuts of between 5%-to-20%. Because it extracts data from an organisation's PMS or ERP system, what RA.Pid allows firms to do is improve the visibility of this spend by analysing where the money is going, both at a global level and a local office level. Then, on the basis of this spend intelligence, they can identify ways of improving the company's supply chain management.

Courtis-Pond points out that frequently the people who have the relationship with the supplier are not the same people who pay the bills, which can in turn result in volume discounts, rebates and lease rollovers not being realised. The Rosslyn system therefore also takes users into the realms of contract management. For example, why do we have so many suppliers providing the same services? Can't we consolidate them and get better terms? Why is this office spending so much more on telecoms than our other offices? If we are spending all this money with a supplier, we have a stronger bargaining position so why aren't we squeezing them for better terms?

Along with the potential for driving down costs through improved compliance, reduced contract leakage and a more strategic approach to procurement, the Rosslyn system can also help identify anomalous spend patterns where either bribery or fraud may be an issue. With the ⇨

⇨ new Bribery Act coming into force in the UK on 1st October, the RA.Pid system could also help support a defence that an organisation had 'adequate procedures' in place.

• Rosslyn Analytics currently work with four large law firms however the only ones we can mention as users are Clifford Chance and Pinsent Masons. www.rosslynanalytics.com

Case Record – portals made simple

Case Record is not a case management workflow system (as the name might imply) but a secure extranet portal that allows the parties in a case (such as the client, counsel, instructing solicitors and expert witnesses) to share information in a controlled environment. Information can be printed to PDF and the access controls are impressively selective, so parties only get to see the information you want them to see. Pricing is stunningly cheap: from £6.99 a month and the first month is free. Definitely worth trying. www.caserecord.eu

Project underway for smaller firms in NW

Allan Carton's Inpractice UK consultancy is starting a project in the Greater Manchester area designed to explore ways in which small(er) law firms can meet the challenges of the Legal Services Act and the increased competition it is expected to bring. Carton says firms need to consider not only new ways of working and new business structures, including greater collaboration and sharing resources with other firms, but also a more innovative approach to technology. New approaches and initiatives that will be explored include affiliate groups, virtual practices, joint ventures, ABS, franchises, hosted IT services, better online communications and outsourced back and front office services.

• The project has been initiated by the Greater Manchester Chamber of Commerce, Manchester Law Society, the Law Society's North West Regional office and the North West Development Agency. Inpractice (and companion consultancy MSC) are seeking firms with upto 50 people to become involved in the project.
www.inpractice.co.uk

Burness optimise IT

Scottish law firm Burness LLP is now using support and maintenance services supplied by IT services provider Maindec to create a more robust IT infrastructure and minimise server and email downtime. The deal includes the supply of new hardware where appropriate, an extensive ongoing maintenance programme, including an immediate response break/fix provision, and IT procurement consultancy. The firm's IT director Ian Ferguson says the Maindec service "saves us in the region of 4-5 days maintenance annually". Ferguson adds that during the recent recession "although we cancelled contracts with other suppliers, the Maindec contract didn't get touched because the business-critical value was clear."
www.maindec.co.uk

New product launches

TimeKM offering quick start to new found time
TimeKM Europe has launched a new initiative for law firms called *Quick Start to New Found Time* that aims to help firms recover more revenue and increase the overall effectiveness of their time management process. TimeKM Europe director Damian Jeal says the *Quick Start* initiative involves no capital outlay or licensing and can be deployed in three days with zero infrastructure costs for a firm.
www.timekm.com

Foreign National search via SearchFlow
MDA SearchFlow is to launch a Foreign National search to help law firms verify the indentities of their clients, including foreign nationals. The new online service, believed to be the first of its kind, is to be launched in July in conjunction with C6 Intelligence Information Systems.

People & Places

Two new appointments at Pilgrim

Pilgrim Systems has made two new appointments to its business development team. Beverley Grant, previously with Axxia and Copitrak, is joining the company as London region business development manager. And, Helen Amstrong, previously with law firms Dundas & Wilson and Lindsays, has joined the company as marketing manager.

Toss another prawn on the barbie

We first encountered Paul Wyatt at Linetime, then he moved to Solicitec and last time we heard of him, he was with Visualfiles Australia. He's now taken over as Eastern seaboard sales manager for WindowLogic in Sydney, a company which he describes as "the Australian equivalent of Phoenix meets DocAuto meets Tikit." WindowLogic's latest product is Logic4Outlook, an Outlook accelerator that integrates the Client Profiles CRM4Legal application with the Autonomy Worksite DMS.
www.windowlogic.com.au

Charity fundraising hat-trick

Repeat charity fundraiser Fiona Hamilton, who is product manager for IRIS Legal Solutions' barrister division, has just completed the Etape Caledonia cycle course for the third consecutive year, raising funds for the MacMillan Cancer Support charity. Fiona completed the 81 mile course round Highland Perthshire in 4 hours 53 minutes.

RPC host eCopy user group

Reynolds Porter Chamberlain (RPC) recently hosted the inaugural Nuance eCopy UK user conference at its London offices. The user group was set up to help share knowledge and best practice between customers working in different industries, including legal, public sector and local authorities. The next meeting is London in September. If you are interested in attending email RPC's IT director Julie Berry at **julie.berry@rpc.co.uk**

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Alternative events winning sponsors

Possibly as a reaction to falling attendances and what many legal IT vendors regard as the increasingly stale format of some long-established exhibitions and conferences, we've noticed a growing number of suppliers signing up to sponsor newer, alternative events.

Appropriately enough, one of these is the Butterworths **Alternative Legal IT Conference** which, despite some initial scepticism, delivered a well received programme at its inaugural outing last year and is back again this autumn (September 21st & 22nd at the Belfry) with another conference programme targeting mid-tier firms. Pilgrim has signed up again as the headline sponsor, and other vendors supporting the event include Copitrak, SOS, K-Cloud and, as of last week, Linetime.

Meanwhile Eclipse Legal Systems is once more the headline sponsor for the Personal Injury Awards 2010, which has its third outing at an awards ceremony in London on 18th November. Now called the **Eclipse Proclaim Personal Injury Awards** (*good branding guys*) nominations have just opened for its 15 categories, including Personal Injury Lawyer of the Year. The closing date for nominations is Monday 6th September.
www.alternative-legal-IT.com
www.personalinjuryawards.co.uk

10 years ago today...

In June 2000, we reported that Allen & Overy had completed the first major commercial transaction to go through its Newchange virtual dealroom. There was also a report that Norwel had won a major order from Cobbetts to supply the firm with a new practice management system. A decade later the firm has grown almost out of all recognition but it is still running a Norwel PMS. And, there was excitement in the legal IT consultancy world with the news Andrew Levison was leaving Grant Thornton and taking his entire team with him to join the US consultancy Baker Robbins & Co. Baker Robbins is now part of the Thomson Reuters empire.

Legal Technology Insider

The next issue (No. 233) will be published on Thursday 22 July 2010. In the meantime keep up with the latest legal IT news by visiting our blog at **www.theorangerag.com**