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iManage comes out fighting

Last week HP launched the Autonomy Legal & Compliance suite, a new set of applications for the legal sector that addresses such issues as legal hold on backup data, mobile content management and the ability to run ediscovery searches across archived content. However HP Autonomy iManage division general manager Neil Araujo (one of the original designers of the iManage DMS) says the announcement is doubly significant because along with the new functionality on offer, it underlines HP's corporate commitment to the Autonomy product suite.

Turning to the broader market, Araujo said "There are no other products on the planet that can deal with data the way we can. There are other DMS products that can address the DMS issues of 10 years ago but we have moved on from there. As for Microsoft Sharepoint "it is like a Swiss Army Knife, there are many things Sharepoint can do but none of them well!"

Hello Legal IT Insider

Welcome to **Legal IT Insider**, the new name for Legal Technology Insider, and to a brand new format for the world's leading legal IT newsletter.

The new **Legal IT Insider** monthly newsletter, which contains exclusive content not found anywhere else, will increase editions from 11 to 12 a year. The content has also been expanded to cover all relevant UK, US, APAC and worldwide legal IT news in one issue, reflecting that a decision taken in London or Los Angeles can

now have immediate repercussions for companies and law firms in New York, Frankfurt, Hong Kong, Dubai, Cape Town, Rio, Singapore and Sydney.

The **Legal IT Insider** digital edition is now free. Simply email subs@legaltechnology.com The Insider's content is vital for any decision maker in legal IT and contains all your favourite features and sections. And you can still order a paper version – on our hallmark orange paper of course!

Attwaters to switch after 15 years with AIM

After 15 years using IRIS AIM systems, recently merged personal injuries and medical negligence firm Attwaters Jameson Hill has signed a multi-year deal with Peppermint Technology. The deal will see the firm move to Peppermint's Legal Service Platform. Attwaters worked with Peppermint as an early partner and provided input into application development and the migration process. The migration of the firm's data to Peppermint has already been successfully completed.

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LexisNexis: Nimbus on - Streamline gone - Visualfiles back

Four months into his new job as head honcho at LexisNexis Enterprise Solutions, Alan Fraser has been talking about the legal software division's plans for 2013.

It is all go for **Project Nimbus**, that's the division's Microsoft Dynamics AX-based business (plus practice and financial) management system to replace the legacy Axxia accounts software. Fraser says three early adopter customers will commence implementing Nimbus in March 2013, with plans for another six firms to join the rollout programme over the remainder of the year.

Fraser says "This measured approach is by design. The division is keen to walk before it can run with Nimbus. The solution is the first of its kind and is truly an enabler of an enterprise-level business management approach to legal business – and one that is new to law firms too. The changing legal sector landscape makes this style of business operation an imperative for law firms."

Good news for Nimbus but not for Lexis Nexis **Streamline** (previously called Manilla) the system intended to replace the still widely used Visualfiles case management software. Fraser said "Strategically, LNES has decided not to continue further developmental investment in Streamline. Instead the division is redirecting investment into **Visualfiles**, which this year crossed the 25,000 user licences mark."

Fraser added that demand for Visualfiles is "especially strong" among property law and insurance firms. A new product roadmap for Visualfiles will be announced in March 2013, with new features including .NET integration capabilities, ubiquitous programming, new user interface options and seamless integration between Visualfiles to Nimbus. LNES will also continue to support all legacy Streamline, Axxia and SolCase customers and "continue to invest in creating pathways for customers to transition to the next generation of platform."

Social media? No thanks say Scottish lawyers

The Law Society of Scotland has published the results of new research which reveals that less than half of solicitors in Scotland regularly use social media platforms for professional networking. The most popular social network is LinkedIn, with 24% using the platform on a daily or weekly basis and a further 18% using it less than weekly. 14% of solicitors post comments on Facebook on a daily or weekly basis while just 7% tweet at least once a week. Up to 85% of those interviewed had never used Twitter. The highest usage of social media was among trainees and newly qualified solicitors.

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Jackson to cause ebilling duplication ?

Next year will see the implementation of some of the Jackson reforms on civil litigation costs in England & Wales but we are hearing of concerns being raised by legal software developers that this could cause duplication when it comes to UTBMS ebilling codes. The issue is Jackson envisages one set of codes for UK litigation but this ignores the fact many international law firms with US offices and clients already use LEDES UTBMS codes for ebilling. So will Jackson be a subset of LEDES? Or will some firms have to duplicate their ebilling with one version for English courts and another for their American clients?

More Autonomy offers

Last month it was OpenText, this month both Recommind and World Software have launched like-for-like free licence swap-out offers for users of HP Autonomy software. For full details of the Recommind offer, which we think will appeal most to users of Autonomy ediscovery, email management and enterprise search products visit www.recommind.com/trade-up-from-autonomy

The Worldox offer is aimed specifically at iManage document management systems in sites with more than 250 users. World Software is also freezing annual maintenance prices for former iManage users at \$88 per licence per year for three years. The Worldox offers runs until the close of *LegalTech New York* on 31 January 2013.

Ediscovery providers trying to get out

Bringing to a close an unprecedented year for takeovers and mergers within the US ediscovery and litigation support market, two weeks ago DTI

acquired Oregon-based ediscovery services provider Fios Inc for an undisclosed sum. Commenting on the deal, DTI's VP of ESI technology services Kevin Jacobs said "with ediscovery prices now rationalizing, the only way for companies to win is on service." This, he added, is resulting in acquisitions as providers consolidate on capacity and geographic coverage (both nationally and internationally) to ensure they have resources closer to their customers.

"We think," said Jacobs, "there'll be maybe three-to-five large players left in the market. At DTI we are always looking at opportunities for integration and consolidation. In the last two years we have been involved in six deals but have had over 40 pitched our way, as more and more smaller service providers try to get out."

The advertisement for Thomson Reuters Elite Mattersphere features a background of diagonal orange and red brushstrokes. The text is white and orange. It includes the Thomson Reuters logo, the word 'ELITE' in large orange letters, and 'MATTERSPHERE' in orange. Below this, it says 'NATURALLY CONNECTED TO WHEREVER YOU WORK.' in white. A tagline in white reads 'The legal software that gives you mobile access to all your client and matter information.' There is a 'LEARN MORE >>' link in orange and the Thomson Reuters logo at the bottom right.

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UK who's in & who's out: December's wins deals & rollouts

Stephenson Harwood LLP has selected **LexisNexis Redwood Analytics** for its management reporting and business intelligence solution. The system will be deployed in the firm's London office and used to manage business operations globally.

Harper Macleod LLP has selected **Phoenix Business Solutions** to help it implement its new **HP iManage** document management system. The firm will also be rolling out Phoenix's own **Worksite** tools. In other Phoenix deals, the company has been selected by **Norton Rose** to help with the implementation and consolidation of the HP iManage platform globally, following the firm's recent mergers and expansion. And, the Phoenix training team has enjoyed a record quarter with Office 2010 rollouts at **Stephenson Harwood** and **Harcus Sinclair**, plus other training projects at **SNR Denton**, **Eversheds**, **Capita Fiduciary**, **Reed Smith** and **Afridi & Angel**.

Following the publication of the *Leveson Report*, the **Merrill Corporation** has been able to go public on why it was selected to provide the document review and real-time court reporting services for the **Leveson Inquiry**. Commenting on the project, Merrill Legal Solutions managing director Jayne Perry said "Our staff are security cleared for managing the most sensitive evidence and the client was ensured that our technology guaranteed the reliability of the information."


Long-time SOS practice management and accounts systems users **Chattertons Solicitors**, which has 190 staff and ten offices across Lincolnshire and Nottinghamshire, has now rolled out the SOS Connect front office system from Solicitors Accounts Software to handle DMS, CRM, file management, email integration and time recording on a firmwide basis.

Faced with a huge increase in the number of documents it needs to store and manage in conjunction with its pensions schemes practice (up

from one million in January 2010 to two million documents by July 2012) **Sacker & Partners LLP** has moved to a **Dell Compellent** storage infrastructure. The project was handled by the firm's IT partner Atlanta Technology, who also helped set up the firm's new disaster recovery platform. The head of Sackers' IT team Danny O'Connor commented that to add more storage capacity to the firm's legacy storage system "would have required a forklift truck"! There is a full case study on this project at www.legaltechnology.com www.atlantatechnology.co.uk


Last month it was Ward Hadaway, this month **Morgan Cole LLP** becomes the latest law firm to sign up for the Egress Switch secure email and file encryption system from **Egress Software Technologies** to secure and control the sharing of information between the firm, its clients and relevant third-parties. The completion of the Egress Switch project currently scheduled for early 2013.

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News in brief

Pannone hops on Purple Frog Pannone LLP has completed the implementation of SynApps, an enterprise information retrieval platform designed by Purple Frog Text to deliver rapid, scalable and intuitive desktop and mobile search.

Pannone business services director Luigi Salzano said that after reviewing the enterprise search market “What really attracted us to SynApps was its ease of use, both in terms of aggregating and indexing content and the end user experience, and its flexibility. With Purple Frog’s assistance and our strong on-going relationship we have unlocked significant time savings for fee earners, reducing the cost of serving our clients, which is good news for us and them.”

Purple Frog Text’s managing director Masoud Saeedi added “Information plays a vital role in a law firm’s success yet research shows only a small percentage of corporate information is accessible and utilised.”

Purple Frog is a new company specialising in enterprise information retrieval, artificial intelligence and knowledge management, with a strong commitment to academic research. Saeedi says the cornerstone of the company’s technology stack is the search functionality, based on several areas of computer science including natural language understanding, artificial intelligence, information retrieval, text analytics, data mining, entity recognition and extraction.

www.purplefrogtext.co.uk

TLT Swapout TLT is the latest law firm to complete a rollout of the Copitrak cost recovery platform to replace its legacy Equitrac system.

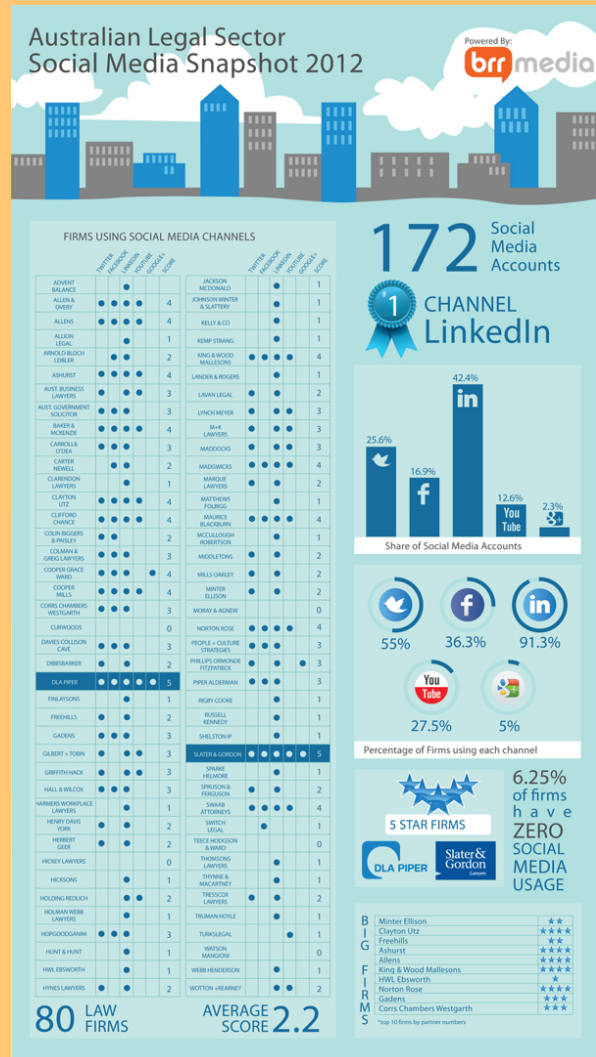
300 hour saving The Royal British Legion says it is saving over 300 man-hours a year in its finance department since implementing a K2 Blackpearl-based workflow solution to consolidate and manage the Poppy Day charity’s budget processes.

- K2 recently launched its Smartforms drag and drop system for creating business application forms and workflows. K2 says the system requires no code and is four times faster than ASP.NET

www.k2.com

Zylpha upgrade Zylpha has launched a new version of its Rapid RTA integration system for automating the transfer of case management information made on the Moj’s RTA portal.

Social media trends in Australian law firms



This story needs to be read in conjunction with the Scottish law firms + social media report on page 2. The infographic (courtesy BRR Media) probably confirms what we’ve all long suspected, namely that LinkedIn is the most widely used law firm social media platform today and Google+ the least used. However it is interesting to see that two of the most ambitious law firms in the Australian market – DLA Piper and Slater & Gordon – also have the biggest social media footprint.

So should we care? According to a recent Gartner report, by 2014 refusing to communicate with clients via social media channels will be as harmful as ignoring emails or phone calls is today!

- BRR Media can be found at www.brrmedia.com



Fresh on the Radar: an alternative data-room?

Already established in Continental Europe since 2001, former Siemens M&A specialist Jan Hoffmeister and Lehman Brothers Frankfurt lawyer Alexandre Grellier are now pushing into the City of London legal market with their Drooms virtual data-room.

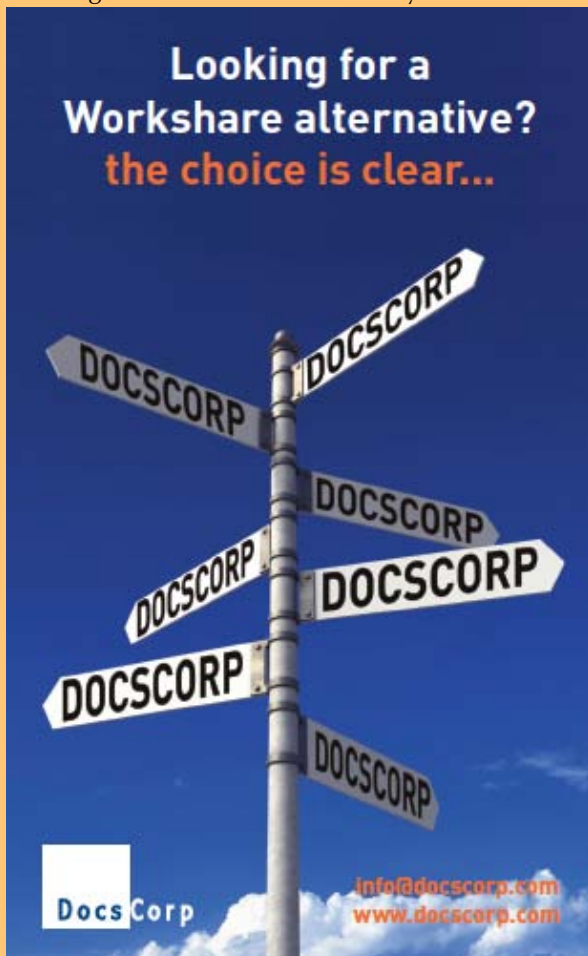
Hoffmeister says his own experiences with Siemens made him realise the need for an online due diligence platform and this spurred him and Grellier into founding their DRS Data Room Services business. More recently, Howard Revens joined DRS to open a London office and is now heading the conversations with City firms.

Revens (h.revens@drooms.com) says Drooms will be launching two initiatives over the next six months which he believes will differentiate the DRS offering from the other data/dealroom providers.

The first is a Q&A Management system that will allow bidders to ask questions about documents in the data-room but still ensure senior legal and financial specialists can vet replies before they are posted *and* maintain an audit trail of all disclosures in one location, rather than on multiple email threads.

The second innovation is a longer-term Warranty Data-Room that will help manage all the warranties and liabilities typically associated with deals, so they are readily available months or years later in the event of any post-deal disputes.

www.drooms.com



An advertisement for LawSoft Firmwide. At the top is the Thomson Reuters Elite logo. Below it, the text reads 'LawSoft. Firmwide.' followed by a description: 'LawSoft: The full-spectrum practice management solution for your firm, brought to you by Thomson Reuters Elite™'. There is a button that says 'SCHEDULE DEMO »'. At the bottom is the Thomson Reuters logo.

IM award £1.7m deal

Managed services provider Esteem Systems has been awarded a £1.7 million contract by Irwin Mitchell to transform the firm's IT infrastructure to support its domestic and global growth plans. The project includes the design of a modular and scalable desktop platform plus the provision of a new HP server environment, 1600 new HP thin clients and 300 HP notebooks, a 1700 user Citrix environment and the migration of 2300 email users to Microsoft Exchange 2010

www.esteem.co.uk

New product launches

General ledger cube Aderant has launched a General Ledger cube as part of its Aderant Expert ClearView business intelligence system. The GL cube gives business analysts access to information

quickly through built-in calculations including opening and closing balances, retained earnings, month-to-date, year-to-date, life-to-date and *rolling* 12. GL can also be used as an Excel data source.

Rekoop app Rekoop has launched a new time recording app for the Apple iPhone and iPad platforms. The apps, which are available free from the Apple App Store, offer two modes: demo and full trial to showcase Rekoop's mobile platform.

Embedded clients Nuance has introduced embedded clients for its Equitrac Office and Express print management software for the Samsung XOA MFPs (multifunction printers) range. www.equitrac.com/devices.html

Tempo in the cloud OpenText has launched two new applications – Tempo Social and Tempo Box – to provide consumer social media-style information sharing, syncing and collaboration with enterprise-grade security, compliance and reliability, whether on-premise or in the cloud.



REUTERS/Hamad I Mohammed

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Christian Uncut: Welcome to the Future

It's relatively easy to call some of the trends we'll be seeing next year. With the globalisation of law firms continuing to gain pace, we expect to see further mergers in Australia *plus* more activity in China, particularly among domestic firms, *and* the emergence of Brazil and South America as the next big legal IT market. But what does this mean for vendors?

Will we see the market further polarise between suppliers who can deliver global IT solutions to global firms and those who get left behind serving small-to-mid tier domestic law firms? As we report elsewhere in this issue, even ediscovery, which until as recently as last year was an almost exclusively American technology preserve with 600 plus service providers, is now becoming global and on course for consolidating into a handful of major players.

On the hardware front, Blackberry is probably just a couple of stumbles away from shuffling off its mortal coil and turning into the parrot in the old *Monty Python* sketch (is there an app for pushing up daisies?) however the jury is still out on what comes next. Cool as it may be, the iPad is no replacement for the desktop or laptop. Perhaps Microsoft's Surface will deliver the goods by combining a user friendly tablet format with the business functionality of the Microsoft applications suite?

And then there is the continuing trend for the consumerisation of IT. Over the past couple of years all the focus has been on hardware through BYOD but why stop there? What about the consumerisation of applications software?

Facebook is the most widely used application on the planet but nobody has to go on a training course to use it! In contrast, Microsoft Office is the most widely used business application in law offices yet firms are wracked with worry and doubt when it comes to rolling out an upgrade from one version to the next. Perhaps business software developers should take a leaf out of the social media software developers book?

LawTech Futures 2013 The Future of Legal Technology

With just over four months to go until showtime, here is the latest rundown on plans for next year's *LawTech Futures* event, which takes place on 30 April at the QE2 Conference Centre in London.

At the time of going to press, the conference schedule is just being finalised however along with the international futurist Ray Kurzweil as our keynote, there will be three parallel panel and speaker streams – including an exciting new format for rapid-fire presentations.

In terms of sponsorship slots and exhibition stands, with the event gearing up to be the biggest one-day legal IT show outside of the United States, opportunities are fast running out, with stand space likely to be sold by Christmas.

• *LawTech Futures 2013* is jointly run by **Legal IT Insider** and NetLaw Media. For full details on the schedule, sponsorship opportunities and delegate registration visit www.lawtechfutures.com

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KnowledgeMill shake-up

It's been all change at the top for email management software specialists KnowledgeMill. Last month it appointed former HP software sales director Don Galles as CEO, with immediate effect and one week later appointed another former HP senior sales executive Ian Brook as VP of sales.

www.knowledgemill.com

UK People & Places

Solicitors Own Software has recruited three new members of staff: .NET software developer **Nick Anderson**, **Paul O'Mahoney**, who joins as an application support analyst, and **Laura Robinson**, who joins the legal cashiers team in the **Virtual Practices** division.

To accommodate the growing team needed to service its growing client-base, **DictateNow** this week moved to larger offices. The new address is DictateNow House, 2 Delta Court, Manor Way, Borehamwood, Herts WD6 1FJ

www.dictatenow.com

Cloud news in brief

100 firms in the cloud Edinburgh-based legal software provider LawWare is celebrating the 100th law firm shifting to a fully hosted cloud-based system running on the company's LawCloud platform. LawWare managing director Warren Wander says this means approximately 10% of the Scottish legal market is now on the LawCloud, an interesting shift since the service was first launched in March 2010.

www.lawcloud.co.uk

www.lawcloudcomputing.com

DPS ISO accreditation DPS Software has been awarded ISO 27001 accreditation for information security management. DPS managing director

Osman Ismail said the accreditation reinforced the company's credentials as a specialist cloud/hosted solutions provider.

Buzzword Corner

Realigned out – We know managements are always coy and prone to euphemism when it comes to announcing job cuts and redundancies. Nobody is fired anymore, instead businesses are 'right-sized' but now we have a new phrase for our lexicon. While discussing recent layoffs, the CEO of one legal IT vendor explained that the company had needed to "realign" staff, including "realigning some people out of the company altogether."



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US who's in & who's out: December wins, deals & rollouts

Kenny Snowden & Norine, a mid-sized law firm in Northern California, has replaced its on-premise **HP Autonomy iManage** document management system with a **NetDocuments** cloud-based service. The firm's managing partner Jonz Norine said "The practice of law is becoming increasingly faster and more mobile, so we chose to replace our legacy DMS with an anytime, anywhere access cloud-based solution."

IP law firm **Nixon & Vanderhye** has implemented the **First To File** automated integration with the USPTO e-Office Action Notification system to streamline the workflows and downloading associated with patent and trademark documentation. The firm says it previously took up to two days to get documents to attorneys whereas now they get them the same day, sometimes by as early as 2:30pm.

Microsystems reports that four more US law firms have signed up for the company's new EagleEye transactional document drafting and review system. They are **Winstead PC**, **Miles & Stockridge PC**, **Sutherland Asbill & Brennan LLP** and **Dykema Gossett PLLC**.

New product launches & upgrades

Exari new release As part of its "mission" to transform business with "intelligent documents" Exari has released v6.1 of its contract automation software. The new version has more than 200 new features including the ability to bulk import legacy contracts into the repository plus serial and parallel approval workflows that can be written directly into the template rules engine.

www.exari.com

Canadian Quicklaw LexisNexis Canada has launched Quicklaw for Microsoft Office in Canada. The new product gives users access to the Quicklaw online legal research service while working within Office applications, including Word and Outlook.

www.lexisnexis.ca

Three-tier offering Toronto-based PowerSearch Software has restructured the business model for its search and locate files technology to better suit the needs of its legal market customers. The new model offers a three-tier option of Basic (free), Professional and Enterprise plans for users.

www.powersearchsoftware.com

Channel news

Mobility partnership The Affinity Consulting Group has entered into a strategic partnership with Bellefield, a specialist in mobile solutions for the legal sector and developers of the iTimeKeep mobile time recording app. Affinity partner Debbie Foster said "The red hot trend for mobile lawyering has fuelled our quest to identify and offer our clients the most viable and effective mobile services and technology solutions available."

www.affinityconsulting.com

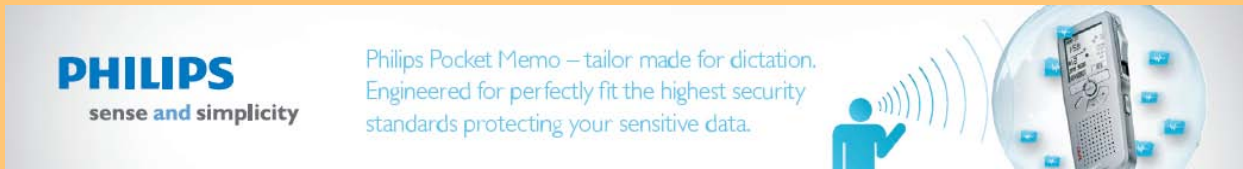
www.itimekeep.com

Legal drafting alliance Australian-based legal drafting tools specialist XtraLex has established a technology partnering arrangement with Kingsley Martin's Washington DC-based KMStandards LLC group (previously Kiiac LLC). XtraLex's Derek Neve says KM's advanced content analysis technology and its ability to create clause and document standards naturally complements the XtraLex formatting and editing tools.

- XtraLex also has a new product – XtraStyler – a rule-based reformatting tool that's ideal for mass document reformats in situations such as law firm mergers and inhouse standards changes.

www.xtralex.com

www.kmstandards.com



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Apple picking up momentum in law

Clio has just published the results of its 2012 *Apple in Law Offices* survey and concludes that Apple products are rapidly increasing in popularity among lawyers. Here are some of the survey highlights...

- **iPad a game-changer:** Over 57% of survey respondents are currently using an iPad. Of those that don't, nearly 60% plan to purchase iPads in 2013.
- **Phones – Blackberry crumbles:** Among survey respondents, 62% now use iPhones, 25% use Android – and only 7% use Blackberry, compared with 28% in 2010.
- **Cloud is pervasive:** Among Apple device users, 26% use Dropbox, 16% use Apple iCloud and 15% use Google Apps.

Online fallout

Online legal services provider LegalZoom.com is suing rival RocketLawyer.com (which this month also opened for business in the UK) for alleged false and misleading advertising, trademark infringement and unfair competition. LegalZoom say the central issue is what it claims is the misleading use of the word 'free' in RocketLawyer advertising and marketing materials, when access to these 'free' services can require paying filing fees or joining a paid membership plan.

US news in brief

Hundreds sign up for WordRake Seattle-based WordRake says "hundreds" of law firms, corporations and government agencies, including the City of Seattle, Chicago law firm Marshall Gerstein & Borun LLP and Sensei Enterprises, have become customers since the WordRake legal

editing system was launched in July this year.

WordRake, which is based on patented technology, operates within Microsoft Word to 'rake' through text and highlight words that add no meaning to a document. Or, as Sharon Nelson, the president-elect of the Virginia State Bar, recently commented "it is designed to cut flabby verbiage from your writing" to ensure the finished document is clear, succinct and accurate.

WordRake can process a 10 page document in 30 seconds. You can see the system in action or sign-up for a free 3 day trial here.

www.wordrake.com

- If you are interested in this, you may also be interested in the Typography for Lawyers website.

www.typographyforlawyers.com

Iridium is 3 Congratulations to Tom Jones and his team at Iridium Technology, which this month celebrates three years in business as specialists in business intelligence solutions for law firms. Globally, Iridium has now completed 18 law firm BI implementations.

www.iridium-technology.com

There's an app for it

Virtuon, a hosted application and cloud services provider, based in Scottsdale (AZ), has expanded its legal SaaS cloud platform to deliver additional mobile productivity features to its law firm practice management customers.


Using Virtuon's own vApp, the new offerings include tablet and smartphone enhancements for running software such as LexisNexis Time Matters, Wolters Kluwer Best Case and age Time Slips. Virtuon CEO Forrest Blair said "By providing a service that hosts legacy applications in the cloud, we are able to help firms of all sizes achieve the benefits mobile devices offer. Some vendors have made efforts to port legacy apps to mobile devices but the result has been a subset of features and additional upgrade costs. Our service removes the limitations and provides the ideal circumstances for productivity.

www.virtuon-inc.com

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Ediscovery news

Liquid manager Liquid Litigation Management Inc has released Review Groups, a new addition to its Liquid Lit Manager case management and ediscovery system. The new application is designed to automate some of the time-consuming aspects of managing legal document review, including setting up batches of review sets.
www.llmnc.com

Access partnership AccessData Group, the company behind the Summation 4.1 ediscovery platform, has signed up Commonwealth Legal as its first hosting partner in Canada. Commonwealth Legal is the Canadian market leader for evidence management solutions, including ediscovery and litigation support.
www.accessdata.com
www.commonwealthlegal.com


Catalyst signs up three partners Catalyst Repository Systems has signed up three new partners to work with its Catalyst Insight XML ediscovery platform. They are Equivio with its Zoom predictive coding platform, Atlanta-based litigation support and ediscovery services provider Infinite eDiscovery, and international (including a London office) ediscovery and digital forensics consultancy Rimkus Analytics.
www.catalystsecure.com/insight.html
www.infiniteeds.com
www.rimkusanalytics.com

Relativity hits v7.5 kCura last week released v7.5 of its Relativity web-based ediscovery platform. Along with enhancements to existing functionality, the latest release includes the addition of a complete processing capability, with a central dashboard to monitor progress.
www.kcura.com

Secure mobile access The Daegis eDiscovery Platform now supports secure mobile use with the release of Daegis Mobile, which allows the review of case files on iPad and Android mobile devices. The new release means Daegis users can now

manage and monitor the entire ediscovery workflow, including processing, information management, search, analysis, review, predictive coding and production from a tablet device.
www.daegis.com/technology/daegis-mobile

SharePoint collections Pinpoint Labs have released SharePoint Collector, a new application to help collect ESI data from Microsoft SharePoint sites. SPC's multi-threaded copy engine allows users to quickly collect SharePoint, including all document versions, linked metadata and custom metadata fields, while retaining the SharePoint site folder structure. Collected content can then be imported into all popular ediscovery and litigation support review platforms.
www.pinpointlabs.com

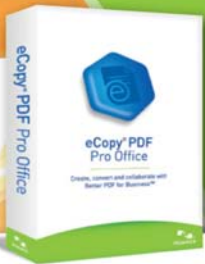


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US New Hires, New Places

Rich Glikin has joined **Litéra** as senior sales executive serving the legal market in the Northeastern United States. Glikin's experience in software sales and account management includes working with OpenText, Metastorm, Interwoven and Vignette.

Microsystems is laying the foundations for growth plans, following the recent investment in the company by **Concentric Equity Partners**, with a series of promotions and new appointments. **Toby Adamson** becomes VP product management. She was actively involved in the company's new EagleEye project and in her new role will focus on product offerings in the areas of document production, content quality and risk management. **Matt Miller** takes on the new role of principal consultant, with a focus on helping customers leverage Microsoft Office. **Niketa Jhaveri** joins Microsystems as director of user experience design and **Mark Johnson** joins the company as a business analyst.

Microsystems has also entered into strategic consulting agreements with **Ron Friedmann** of **Fireman & Company** and **David Dahl**. The consultants will work with the Microsystems management team "to drive innovation and address the evolving technology and business needs of the legal and life sciences industries, as well as other document intensive organizations.

CMS Intelliteach has hired **Kelly Solomon**, most recently with the corporate legal department at The Coca-Cola Company, as its new director of service desk operations.

Daegis has recruited four business development managers: **Jeff Herron**, **Don Ryan**, **Kam O'Keefe** and **Pamela Keller**. Herron, most recently with Orange Legal Technologies, will be responsible for the Northwest sales territory; Ryan, who rejoins Daegis from Proofpoint, will cover the Northeast; Keller, most recently with iConect, will oversee the Southeast; and, O'Keefe, most recently client director for legal services outsourcing at CPA Global, will also serve the Northeast territory.

In other ediscovery and litigation support sector news... **TRU Staffing Partners** has promoted **Cara Petrie** to Midwest & Washington DC manager of recruiting, while **Nora Tulchina** has been promoted to National Manager of Operations. And, **Robert Eisenberg** has joined **iDiscovery Solutions Inc** as a director, offering

defensible ediscovery consulting and technical services for corporate clients. Based out of Washington DC and New York City, Eisenberg was previously director of ediscovery services at OrcaTec LLC. Eisenberg is also a founder and program co-chair of The Advanced E-Discovery Institute at Georgetown University Law Center in Washington DC.

Finally, **Chrome River Technologies** has been named as one of the fastest growing private companies in Los Angeles County by the *Los Angeles Business Journal*.

No margin for error

If you are wondering about the generous margins on our new-look newsletter, wonder no more. We have optimized the spacing so that if you are a reader in the United States and want to print out a copy of this newsletter, the content will still fit on to US A4-sized paper.



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Pacific Rim the new ediscovery frontier ?

According Catalyst CEO John Tredennick, one of the big 2013 trends will be the internationalization of ediscovery. "As business takes place on an increasingly global playing field, litigation is also going global and ediscovery is spanning multiple jurisdictions, languages, players and data sources. Ediscovery is becoming more accepted worldwide.

"Recent cases, such as the Olympus scandal," he adds, "have pushed the acceptance of ediscovery in Japan. In fear of compliance regulations, Pac Rim enterprises are also stopping sending their data to US data centers and vendors are responding by opening facilities overseas. Watch for vendors to respond by offering more competitive international pricing schemas."

• **In other APAC ediscovery news...** Catalyst has entered into a strategic alliance with Tokyo-based **AOS Legal Technologies Inc**, one of largest forensic collection, security and ediscovery providers in Asia. And **First Advantage Litigation Consulting** has expanded its Hong Kong presence and appointed **Paul Taylor** as managing director. First Advantage said "these moves are designed to meet heightened demand for litigation support from law firms and corporations operating in Hong Kong and mainland China.

www.aos.com
www.fadvlit.com

APAC wins, deals & rollouts

Following a six week trial, the Brisbane commercial law firm **McMahon Clarke** has deployed a new integrated desktop and mobile time recording solution from **Rekoop**. The supplier's chief executive Phil Wedgwood says one of the major attractions of the Rekoop system is it

is both PMS and device agnostic, working equally smoothly across PC, iPhone, iPad and Blackberry platforms.

New Zealand IP law practice **James & Wells Intellectual Property** has implemented the Electronic File Room Trademarks Module from **First To File**, to provide the firm with an SaaS-based workspace for sharing and managing files between its four offices. The system includes full Microsoft Outlook integration.

Mount Waverley (Vic) law firm **Mason Sier Turnbull** has begun implementing a speech recognition and digital dictation solution supplied by Howard Hutchins' **Speech Recognition Australia Pty**. The firm's general manager Tony Kakkos says the intention is to eventually rollout the system to all staff.

APAC news in brief

Strong opening After launching its operations in the Asia-Pacific market in September, nQueue Billback reports it is currently enjoying a record demand for its software-based cost recovery and expense management systems. According to company president & CEO Rick Hellers "nQueue Billback is the first and only truly global cost recovery vendor serving the legal market" and its systems are already in use in 7 of the 35 largest law firms in Australia. Peter Charnock, previously the Asia-Pacific general manager at eCopy, has been named as nQueue Billback's VP APAC.

www.nqbillback.com

Opening in Hong Kong Law firm management recruitment consultancy Totum Partners this month opened an office in Hong Kong's Central District. The new office will be headed up by Keir Blaauw, a native Hong Konger previously with the Charterhouse Partnership. Totum, which specialises in recruiting business professionals (HR, marketing/business development, finance, KM) for law firms, was launched in March 2012 by Gary Jones following a demerger with First Counsel.

www.totumpartners.com



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Insider joins new APAC networking group

Chilli IQ, the people behind the *LawTech Summit & Awards* and *Managing Partners Forum* in Australia, have launched the *LawTech Alliance*, a new networking group for members of the law firm and inhouse legal IT community in Australia and New Zealand. Initial benefits of membership include bi-annual networking meetings in Sydney,

Melbourne and Brisbane plus complimentary attendance to the annual *LawTech Summit*.

Legal IT Insider is the Alliance's official media partner and we will be reporting further developments over the coming months. The next *LawTech Summit* is on 12 & 13 September 2013.
www.thelawtechalliance.com.au

New product launch

I.R.I.S. + Windows 8 The Belgian-based I.R.I.S. group has just announced that its entire range of OCR, scanning and content management systems is now fully compatible with Microsoft Windows 8, as well Dynamics applications and SharePoint.
www.iriscorporate.com

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20 years ago today...

It was 20 years ago this month (on 3 December 1992) that the world's first SMS text message was transmitted. It read "Merry Christmas" and was sent to staff attending a company Christmas party by Neil Papworth, who then worked with a Vodafone R&D team in the UK.

Despite regular predictions that email and smartphone apps, such as Twitter, spell the end for traditional texting, last year 8 trillion texts were sent globally, with around 15 million new texts leaving our mobile phones every minute. There are also a growing number of alternative mobile-to-mobile messaging services that use free wifi rather than pay-for cellphone networks, including Apple iMessage, Google Voice, the cross-platform app WhatsApp and the latest version of Facebook Messenger.

Vital Statistics

According to an analysis of hacking incidents and leaked passwords by security specialists SplashData, the three most widely used weak passwords in 2012 were:

1. password
2. 123456
3. 12345678

These three passwords were also the most widely

used in 2011 although this year has seen a new entry – *welcome* – to the ranks of the world's top 20 lamest passwords. Incidentally, after the recent *Anonymous* hack of the Greek finance ministry, it was subsequently disclosed that 37% of all staff user accounts had the same 123456 password.

Quote, Unquote

"Apps are the new High Street," ... Phil Clarke, the chief executive of the supermarket group Tesco commenting on the shift from bricks and mortar shopping to the click and order online world.

legali insider

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