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Déjà vu - Vin Murria in IRIS Legal deal

No, this is not a badly-timed April 1st spoof but Knutsford-based Computer Software Holdings – which includes IRIS Legal – has been sold by private equity firm HgCapital to Surrey-based Advanced Computer Software Group for £110 million. And who is ACS you ask?

Why, it's an AIM listed software group whose CEO is Vin Murria, one of the directors of Computer Software Group (CSG), which owned the majority of the present CSH businesses (including the AIM, Videss, Laserform and Mountain legal software arms) prior to the sale of CSG to HgCapital in 2007. CSG was subsequently merged with the IRIS Software Group in late 2007 when Heller & Friedman acquired the companies.

In 2011 HgCapital bought back IRIS and split the group into two divisions: IRIS Accountancy Solutions and CSH, which were subsequently run as independent businesses. You can find full details of the *Vinasty* money-go-round here www.legaltechnology.com/latest-news/vinasaty-the-money-go-round-do-the-math/

Jonathan Boyes of HgCapital said: "CSH has made significant progress under Hg ownership and in ACS has found the ideal home to further develop its market leading suite of products."

Vin Murria added "This immediately earnings enhancing acquisition is a tremendous opportunity for both ACS and CSH which will also significantly enhance the scale of our business solutions and managed services divisions. The business and many of the management team are well known to us which will simplify the integration process."

ACS expects to realise rationalisation savings in the order of £1.4m plus other cost synergies of £1.0m on an annualised pre-tax basis.

BigHand in US move as it buys rival Verdatum

BigHand has acquired Verdatum, the US legal dictation solution, in a move that increases BigHand's customer-base to over 170,000 digital dictation and speech recognition users worldwide. The deal value was not disclosed however it was funded by existing cash resources rather than new borrowing. BigHand CEO Jon Ardron added "The coming together of BigHand and Verdatum is a concept that has been in discussion for some time and represents a shared vision of inventive and reliable voice technologies for busy professionals."

Interestingly, the acquisition is limited to the IP assets and associated customer contracts of Verdatum. Although some sales and support staff have transferred to BigHand, the management team at Verdatum, including president & CEO John Methfessel, will not be joining BigHand. Instead, the US company has split its operations, with the digital dictation side going to BigHand, while the management focus on its non-legal market business. This is called Verbble, which also now becomes the company's trading name.

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Tim Cheadle is back and he's in the Cloud

Tim Cheadle, the former head-honcho of LexisNexis UK's Enterprise Solutions is back with a new venture. Called Ad Coelum Technology (it means *to the sky*) this is a legal software business focused on "helping make lawyers more productive through enjoyable technology."

Ad Coelum's vision is to create a more productive legal profession by evolving case and matter management utilising cloud, mobile and social technology to enable a rich and compelling user experience.

Said Cheadle "Based on a Microsoft Windows Azure platform, the foremost proposition is a cloud based matter management system that leverages legacy assets and delivers fee earner productivity in a modern user interface."

Cheadle adds "I'm delighted to be back in the legal market with an exciting new proposition that will change the case and matter management landscape, offering easier collaboration with clients, reduced maintenance costs and enhanced mobile and device access."

Over the coming months, the company will focus on an early adopter programme and build product capability based on feedback.

www.adcoelumlegaltech.com

Phoenix announces New York presence

Phoenix Business Solutions has established a New York office and will be open for business from 1 April 2013. The initial focus is to extend and strengthen the company's WorkSite support capability, both for global 24/7 customers and for round-the-clock customers in any one of the company's supported regions (Phoenix already has offices in London for UK/EMEA and in Australia).

Along with supplying and supporting Phoenix's own range of WorkSite add-ons and

software utilities, (including WorkSpace Management, SharePoint Connect and Office 2010 template management) the company's main offering will be Phoenix Monitor Connect. This is a fully managed service for continuously monitoring the performance and availability of HP Autonomy iManage WorkSite servers, so any issues are identified, reported and resolved before the end user is aware a problem exists.

Existing legal sector users of Phoenix Monitor Connect include Nabarro LLP in the UK, McCann Fitzgerald in Ireland and the offshore firm Appleby Global. In addition Phoenix has also won two US customers: the insurance company Alterra and, in a deal announced within the last few days, the US law firm Edwards Wildman Palmer LLP.

www.phoenixbs.com/products



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UK & EMEA who's in & who's out: March wins deals & rollouts

Top 200 firm **JMW Solicitors LLP** in Manchester has selected TikitConnect from **TikitTFB** as its new CRM system. The firm's director of marketing Daniel Clark said over a six-month period he "met with numerous prospective suppliers of CRM systems but no one could give us a definitive answer on being able to integrate with our IRIS Videss PMS until we met TikitTFB." The TikitConnect PMS-agnostic CRM "ticked all the boxes in terms of our requirements."

Three Coventry law firms (Band Hatton, Button Legal and Varley Hibbs) who merge in April to become 15-partner, 80-user **Band Hatton Button LLP** have selected IRIS Law Business running on a hosted platform, from **IRIS Legal**, as its new consolidated practice management system. We understand two of the firms were already running versions of IRIS software, while Button Legal had a TikitTFB accounts system.

Property law specialist **J B Leitch LLP** has selected SelectHR and SelectPay from the **Access Group** as its new HR solution. The firm becomes the 51st Access customer in the legal sector.

One of the UK's largest personal injury firms, **Camps Solicitors**, has implemented Proclaim case and practice management software from **Eclipse Legal Systems** to 300 users. The Merseyside firm, which handles PI work of all types from food poisoning through to complex multi-track spinal/brain cases, embarked on a strategy to replace its existing software solutions with Proclaim in readiness for April's new costs and claims regime.

In a swapout from a legacy IRIS system, Irish law firm **Paul W Tracey Solicitors** has gone live with **Linetime** Liberate practice and case management software. The firm, which specialises in personal injury, probate and debt recovery work, has also implemented Linetime's new embedded CRM module.


Smartlegal.it has secured three new wins. **Linder Myers** is taking the company's disaster recovery package, while both **Quality Solicitors Oliver & Co** and Staffordshire-based **Pickering & Butters** have chosen smartlegal.it hosted desktop solutions.

Two more wins for **Solicitors Own Software** with **mfg Solicitors LLP** going live with SOS Connect and a bespoke conveyancing case management module as part of a major ICT overhaul, while **Laker Legal Solicitors**, a virtual private client with offices in the North-West and South-East, has opted for the SOS **Virtual Practices** legal software and cashing service.

Wright Hassall has rolled out the **Kutana** Kappris print management system to 250 users as part of its Microsoft Office 2010 project.


In a deal worth in excess of £175k, IT services and cloud computing specialist **P2 Technologies** is providing Oxfordshire-based **Spratt Endicott** with a complete virtualised server and desktop solution.

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More UK & EMEA deals

Chattertons Solicitors, one of the largest firms in Lincolnshire, has implemented **BigHand** digital dictation, along with speech recognition and the smartphone apps to support out-of-office working.

Following a competitive tendering process, the barristers' set **Matrix Chambers** has awarded Fleet Street-based **SproutIT** a contract to provide an infrastructure refresh and IT support services, including out-of-hours cover.

www.sproutit.co.uk

Kingsley Napley is now up and running with **Datashare Solutions** Cerberus ISO Recover as the firm's off-site managed back-up and disaster recovery service. The firm's head of IT Thereza Snyman said "We considered several solutions but felt Datashare offered the best overall option with the flexibility of taking multiple images, the non-intrusive 8-weekly DR test and the fast recovery times." The implementation process took 10 weeks between the formal award of the contract and final sign-off, including two full systems recovery tests.

Hadeff & Partners in Abu Dhabi has completed deploying an **Open Text** eDOCs DMS. The firm's Dubai office had previously been running HP Autonomy iManage.

DocsCorp has recorded another hat-trick of wins in EMEA, with **Napthens LLP** implementing compareDocs for red-lining; **Burges Salmon LLP** selecting pdfDocs for PDF content management (this deal was via **Phoenix Business Solutions**); and Portuguese law firm **Miranda Correia Amendoeira & Associados** choosing contentCrawler.

SAS Daniels LLP, which has offices across Cheshire, has streamlined its document handling and print management with the introduction of multi function printer/copier/scanners supplied by **Midshire Business Systems**.

www.midshire.co.uk

To ensure it was "business as usual" during the firm's recent relocation from Sceptre Court to new London offices in Bunhill Row, **Trowers & Hamblins** worked with the Six Degrees Group to ensure staff not only retained their DDIs

but also provided the firm with adequate resilience. In the event there were no outages or loss of service during the relocation and Trowers & Hamblins has enjoyed a 35% cost saving with 6DG compared with its previous BT service.

www.6dg.co.uk

IRIS Legal in rekoop link

IRIS Legal has formed a partnership agreement with time capture specialists rekoop, that will initially see rekoop's mobile device apps integrated with automatic time capture for barristers in the IRIS Meridian Law Connected chambers management system.



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Fresh on the Radar

Social collaboration made simple Here on the Insider we are believers that some social media and networking platforms have potential value for internal and client-facing communications and collaboration in the legal sector. The latest to be attracting positive reviews – and which is set to be piloted at a Top 25 UK law firm – is MangoApps.

Pricing ranges from free for the basic version through to \$80 per user per year for the enterprise version. For larger (50+ user) organizations there is also an on-premise, single tenant private cloud option. MangoApps can be integrated with Microsoft Office and Outlook, it has a CRM capability and runs on most platforms.

www.mangoapps.com

Providing the missing piece Legal Computing Limited (corporate motto: providing the missing piece) is a new IT services company set up by Ian Wells, a former clerk-turned head of IT and marketing at a set of barristers chambers in London. Wells aims to provide the services most chambers lack the internal IT resources (because of budgetary constraints) to provide for themselves but with the advantage over other IT outsourcers that his team is fully familiar with the current needs of the Bar and the way the Bar operates.

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Channel news: Resellers wanted

A US developer of a successful document and content management system is looking for representation in the UK, ideally by two resellers. The DMS vendor offers a rapid start training programme in addition to “larger than normal” start-up commissions. If you are interested, please contact news@legaltechnology.com and we will forward on your details to the US.

UK People & Places

Darren Whelan has joined the product development team at **Peppermint Technology**. Other new joiners include Nick Carter as a technical pre-sales consultant and Jo Poole, who joins the sales team.

Steve Nicholls, previously with a law firm and before that HSBC, has joined **Solicitors Own Software** as a scripting consultant. Other new staff at SOS include support analyst **Michael Luscombe** and **Phil Bradfield** as an SOS Connect developer.

New product launches

Major SOS release Solicitors Own Software has issued a major release of its flagship SOS Connect system, with an array of enhancements designed to meet the needs of the new ABS era. Changes include refined credit control, a new costs management module to accommodate the *Jackson reforms* and automatically produce *precedent H forms*, new billing facilities and improved client relationship management (CRM).


Windows Clipboard made secure US software developer triCerat Inc has launched a handy data encryption application. Called Cliptite, it is designed to prevent sensitive data being lost when

using Windows Clipboard to copy and paste content between different Microsoft applications.
www.tricerat.com

Project websites are go SearchFlow has launched an individual project websites facility as an enhancement to the Site Assembly service. It is designed for professional and corporate users, who need a secure online platform to compile and showcase site plans and documentation to clients.

Oops... typo alert

Apologies to Neil Renfrew of Athenian IT for the typo in the last issue. His company's URL should have read www.athenianit.com





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

Thomson Reuters Elite says the adoption of its ProLaw XII practice management system is gaining momentum with over 135 mid-tier law firms already running the system and a further 125 scheduled to implement the system during 2013.

Halloran & Sage LLP, which has offices across the northeast United States, reports that its rollout of Time Builder time capture software from **IntApp Inc** has already generated a significant return on investment. The firm's COO David Urbanik commented "We conducted an internal survey to gauge the success of the product and nearly 50% of all timekeepers reported they had captured otherwise lot billable activity using Time Builder, averaging five hours per month per timekeeper. Those incremental gains translate into a significant increase in revenue of the firm."

The Goodyear Tire & Rubber Company has become the first major corporation to implement the Electronic File Room patent data management system from **First To File** since FTF was acquired by **CPA Global**. Electronic File Room is delivered as a SaaS service and is part of a Goodyear initiative to create a completely paperless environment at its new global headquarters in Akron, Ohio.

Seyfarth Shaw LLP is now running software from **KMStandards LLP** to create complex, transactional contracts. In addition to providing the software to their attorneys, Seyfarth plan to provide their clients the opportunity to access the KMStandards technology via their client collaboration portal. "To best benefit our clients, we are constantly searching for ways to forward our SeyfarthLean program through process

efficiency, creativity and innovation," said Andrew M Baker, director of Seyfarth's Legal Technology InnovationsOffice. "The KMStandards software is truly a cutting-edge technology and we are excited fort the benefits it will bring us and, most importantly, our clients."

www.kmstandards.com

AIA: the IT implications

Section 3 of the America Invents Act (AIA) came into effect on 16 March, rendering a shift to award patents to the *first-inventor-to-file* rather than to the *first-to-invent*. This change puts efficiency at a premium, making it essential for IP firms and corporations to have streamlined workflow systems in place. Commenting on the change, James L Katz, a patent attorney with Lempia Summerfield Katz LLC, said he saw software, such as Electronic File Room, from First To File, as "standing us in good stead for navigating the new America Invents Act rules. It positions us to better assist clients in being first in line with their patents."

www.firsttofile.com

In-cloud conflict check

Developed by two Chicago attorneys – Rudy Minasian and Karn Kerkonian – Velawsity is a new cloud-based platform designed to provide lawyers going solo with access to compliance systems previously only available within larger law firms. The new system offers cloud-based conflict checking, digital engagement and secure attorney-client communication modules. Previewed at the recent ReInventLaw Silicon Valley event, Velawsity is now available on a free beta trial.

www.velawsity.com

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APAC news, wins, and launches

DocsCorp home wins One of Queensland's largest law firms – McInnes Wilson Lawyers – has selected compareDocs from DocsCorp for its document comparison needs. In addition, both Victoria law firm Kalus Kenny Lawyers and the County Court of Victoria have selected the DocsCorp pdfDocs application.

RedView launch Sydney-based Red Rain Corporation has launched its RedView Mobile Lawyer and Client Portal products to provide users of the LEAP Office system with cloud-based mobility and collaboration solutions for the iPhone and iPad. The Client Portal is also available at the desktop through a conventional browser. RedView utilises the Microsoft Azure cloud platform for delivery (these are not iOS apps) and firms need to implement RedView Publisher on their servers. Android and MS Surface versions are also planned.
www.redview.com.au

Big in Japan With increased demand for its ediscovery and document review services in Asia, Epiq Systems Inc has opened a new office in Tokyo. International managing director Greg Wildisen said the company, which opened an office in Hong Kong in 2009, was “entering an exciting phase of growth in Asia.” Scott Warren, an attorney with over 20 years' experience in the legal, corporate and ediscovery sectors in Japan, has been appointed general manager of the Japanese operation.

Document times cut by 50% Melbourne law firm Wainwright Ryan Eid says since rolling out BigHand voice productivity and digital dictation software, to replace its previous analogue tape

systems, the firm has been able to cut document production turnaround times by 50% and reduce the transcription backlog from as much as 14 days at busy periods down to almost zero. With the speech recognition element of the project, within just one week users were achieving a 95% accuracy rate.

SNL extends deal The US-based business intelligence service SNL Financial has extended its research outsourcing contract with Integreon by another four years until January 2017. Integreon already employs 400 staff of its own in Manila and under the extended agreement, Integreon will now help SNL build a team of 300+ financial research and business support staff.

LawTech Futures 2013 Future of Legal Technology

With less than six weeks to go, over 750 people have already signed up to attend our **LawTech Futures** event on **30 April** in London. Along with delegates from almost all of the UK's largest law firms, there will also be a substantial number of visitors (currently over 30%) from the broader senior law firm management sector, including managing partners and finance directors, as well as CIOs, COOs and heads of IT.

On the vendor front, 60+ companies are already involved as either exhibitors or sponsors and there are currently 17 suppliers on a waiting list for opportunities. We have also expanded the conference programme with the addition of Seth Berman, of security specialists Stroz Friedberg, to the speaker panel.

Seats are running out fast so for further details or to register for a place please visit <http://lawtechfutures.com/delegate-registration>

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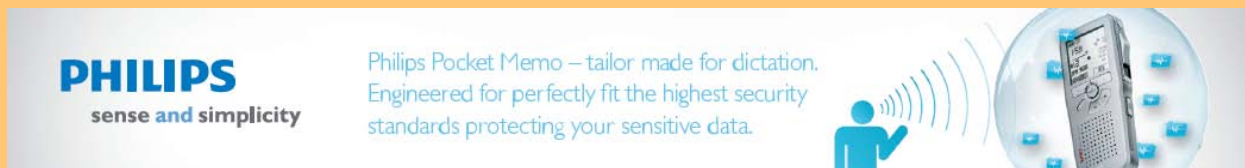
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Insider's new buyers guides: our first is on eDisclosure

Legal IT Insider has launched a new series of Buyers Guides, starting with **eDisclosure Systems**, which has been compiled by Andrew Haslam of Allvision Computing. It contains both information on how best to procure a litigation support system and the first (if not only) detailed listing of UK vendors of eDisclosure products. The intention is to annually update and re-issue the guide, with the next edition due in March 2014.

Andrew Haslam comments "A number of my recent projects have involved advising law firms on procuring litigation support systems and, after finding there was no centralised list of UK vendors, I decided to build one myself. The Guide aims to supply information to allow users to arrive at a shortlist of potential vendors, with a procurement exercise being the next logical step."

- The 170-page eDisclosure guide is FREE and available to download now as a 3.3Mb PDF from www.legaltechnology.com/buyers-guides/

US New Hires, New Places

Microsystems has added two new directors to its board to oversee expansion plans. The two are **Sean Y Chou**, the CTO of Fieldglass Inc and **Gregory J Dukat**, the former CEO of StarCite Inc. Dukat was also a VP of J D Edwards before it was acquired by PeopleSoft.

Mitrtech has promoted COO **Jason Parkman** to the role of CEO. Prior to joining Mitrtech in October 2012, he was senior VP of the Large Law Firm Business at Thomson Reuters.

Consilio, which until earlier this year was called **First Advantage Litigation Consulting**, has recruited **Dale Bowen** as chief financial officer. Before joining Consilio he was the VP of finance and treasurer for GridPoint, an energy management services company.

The ediscovery recruitment and talent advisory services company **The Cowen Group**

(TCG) has promoted events coordinator **Maribel Rivera** to vice president with responsibility for project leadership and oversight of TCG events.

In the world of PR and marketing, **Josie Johnson** has joined **Edge Legal Marketing** as a senior account manager. She gained her experience of legal IT while handling marketing communications at Datacert.

Laney Altamar has joined **TRU Staffing Partners** as senior VP of business development & executive placement with responsibility for growing the company's ediscovery staffing business. Altamar was previously with Special Counsel, where she was the chief sales officer for managed review.

Elizabeth Pollock, who has worked in the litigation and ediscovery industry for over 15 years, has joined **e-Stet** to head the company's new technology-assisted managed document review services.

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Dan Carmel: “Getting back to the iManage way”

Checking through the Insider archives, we see that in the spring of 2003 we interviewed the then VP of iManage Dan Carmel, who predicted that email management (in the context of consolidating email and document repositories within one client-matter file) would be the next big challenge for DMS vendors. Ten years later, after stepping out and then rejoining the business, Dan Carmel is back as head of ECM Strategy & Solutions, so we asked what were the challenges today?

Alluding to the Autonomy/HP acquisition controversy, Carmel said his division had always been a self-contained unit “and we are now getting back to the iManage way of doing things.” He went on to say the company was in “the new world of managing content” where innovation and single integrated solutions were the future.

Among the key themes emerging are the Cloud, with iManage planning to offer all its systems on a private cloud but with the challenge of ensuring the hosted services are fully integrated with the users’ desktop applications, particularly email, red-lining and matter management to ensure the user has a seamless interface.

The company is also working with HP on an integration with HP’s multifunction devices to streamline the filing of documents within the iManage DMS. Here the aim is not only eliminating cover-sheets but also, by offering integrated hardware, firmware and software, the need to use any third-party software applications.

iManage is also working with HP on improving the experience for iPad users, with simpler print facilities and a new technology for enhancing mobile images. For example, you could take a photo of a document, then enhance and OCR it and load it into iManage.

“It is all about clearing out *intermediary* technology,” says Carmel, “and a consumerisation of the enterprise to create a one-click way of doing things, with fewer separate silos of information.” With HP and iManage also working on a number of social media and social ECM initiatives, Carmel and the iManage team are aiming to create business applications for the modern “mobile, global, social, seamlessly integrated enterprise.”

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