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Aderant move away from point solutions

Although they didn't go quite as far as saying bestof-breed point solutions are *so* 20th century, when they were in the for last month's EMEA user event last month, the senior executive team at Aderant have a clear vision of where the company is heading. And it isn't the same old, same old.

According to senior VP for R&D Mike Barry "Everyone talks about the changes and challenges facing law firms, so we spend a lot of time listening to them, and looking to identify tools that will help solve their pain points. One issue that keeps cropping up is where firms have bought multiple third-party solutions and then have to maintain the integrations."

Aderant's answer to this problem is to become the source for more and more already integrated applications, so firms don't need to use third-party point solutions. CEO Chris Giglio adds that Aderant will either develop the solutions inhouse or acquire other existing businesses and add their products to the Aderant portfolio.

In terms of inhouse development, the company is already 12 months into developing its own case management system. This is scheduled for a 2014 launch and is seen as a challenger to LexisNexis Visualfiles and both the Thomson Reuters Elite MatterSphere and LawSoft products.

Aderant is also enjoying success with its CRM4Legal CRM application which it acquired in 2011. Currently three global 100 law firms (including a former InterAction flagship site) are in the process of swapping out LexisNexis InterAction in favour of CRM4Legal.

The strategy, says senior VP for global sales David Flynn, is to be "much more than a time

and billing systems provider, to become in effect a legal services vertical ERP."

And, the strategy seems to be working, with recently merged Herbert Smith Freehills saying it will use Aderant Expert as its financial and practice management platform because it is "the only true global solution for large law firms."

Enable is ready to go

It has been a long time in the planning but Enable plc, the new company set up by former Tikit founders Liam Flanagan and Alan Glass has now opened for business.

At its launch event last month, Flanagan explained that not only was Enable a new type of legal IT services vendor (offering a mixture of inhouse products plus virtual services supplied by partners) but was also intent on being a disruptive vendor promoting disruptive technologies.

CONTINUED ON p.2

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- 3. Who's in & who's out? All the latest wins, deals, swap-outs & rollouts
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- 16. Worldox say "Watch out, we're coming"

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BigHand in iCreate alliance with Esquire

In a move designed to deliver further efficiencies in document production workflows between mobile attorneys and remote secretarial staff, digital dictation market leaders BigHand this week announced a partnership with Esquire Innovations.

The new relationship, which makes its public debut at *ILTA Las Vegas* later this month, means after dictations and transcriptions have been completed in BigHand, the text can automatically be captured by the Esquire iCreate application and formatted into an appropriate house style of document template.

ENABLE CONTINUED FROM p.1

Enable also used the launch event to give a preview of some of the products and services it is planning for its portfolio. These include the provision of strategic consultancy through Chris Bull's new Kingsmead Square business and a new generation of business intelligence products through Jay Moller's Decision Pace BI platform. However the two show-stoppers on the day were PitchPerfect and GO Legal.

PitchPerfect has been developed inhouse by Enable to provide law firms with a new tool for creating pitch documents and related marketing collateral. Where it differs from other applications in this field is that it operates entirely from within Microsoft Word.

The second product, currently being customized for the legal market, is GO Legal, a Microsoft SharePoint-based DMS developed by Danish software supplier Netcompany. Legal sector SharePoint consultant Tony Decerce said an attraction of the Netcompany DMS is it is already in use at 70 organisations, including government agencies, in Europe. **COMMENT:** We think PitchPerfect is a no-brainer purchase for law firms and that GO Legal could be the SharePoint DMS to finally break into the major league.

Calling all CRM software suppliers

Legal IT Insider is now preparing a new buyer's guide on the subject of the CRM and related marketing software available for UK law firms. We are looking at stand-alone applications (as distinct from the CRM functionality incorporated within many practice management systems) and have so far identified over ten products. We'll be contacting vendors directly but in the meantime please email <code>jane@legaltechnology.com</code> to register your interest. There is no charge for inclusion in this guide, which will include a product listing and how-to articles.





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Who's in & who's out: latest wins, deals & rollouts

UK WINS The cloud-based **NetDocuments** DMS system looks to be on a roll at the moment with new wins both in the UK and US. In the UK the latest wins are at construction law firm **Fenwick Elliott LLP**, where the firm is swapping out a legacy OpenText DMS, and the inhouse legal department of the **Royal Mail Group**. The Fenwick implementation is being managed by **Perpetual IT Consultants**.

Insurance claims management service **Trinity Claims** (part of TrinityM Limited) has selected **Lexis Visualfiles** from LexisNexis Enterprise Solutions to automate and streamline case management.

DC Law, part of the property services group **Move with Us**, is the latest ABS to go with **Eclipse Legal Systems**. The firm is implementing Proclaim practice management and conveyancing case management software as it prepares to expand its conveyancing business nationally.

The newly formed motor asset finance team at **DWF** (the 20-strong team works out of the firm's Manchester Spinningfields office) has selected **Linetime** Liberate software to support its operations.

Bird & Bird has selected **kCura** Relativity software as its inhouse ediscovery/edisclosure platform. Partner Graham Smith said the webbased system "ticked all the boxes... not only for our own lawyers but also for counsel, clients and expert witnesses."

North Norfolk-based **QualitySolicitors Clapham & Collinge** has signed a multi-year contract with **Peppermint Technology** and will be rolling out the Legal Service Platform software to all 50 staff.

To support a major upgrade of its Cisco LAN, **Hempsons Solicitors** switched to a new **Enterasys** platform implemented by **NETprotocol**.

The firm expects to save between £15k-to-£20k in maintenance costs per annum. There is a full case study here www.legaltechnology.com/latest-news/case-study-why-hempsons-switched-from-cisco/

Boodle Hatfield has chosen Phoenix Business Solutions for the implementation of an HP Autonomy iManage DMS to replace the firm's legacy Worldox software. Phoenix, working with Charles Street Solutions, is also working with the firm on a Microsoft Windows 7.0 and Office 2010 deployment.

Sword ECM has completed a project with **Blake Lapthorn** to migrate the firm from a legacy intranet to a Microsoft SharePoint platform.

Lancashire solicitors **Coupe Bradbury** are the latest firm to sign up for the *OneSupport* IT support service from **P2 Technologies**.

WINS & DEALS CONTINUED ON p.5







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WINS & DEALS CONTINUED FROM p.3

Knights Solicitors LLP, the law firm former *Dragons Den* TV star James Caan invested in, has streamlined its print and document handling processes through a combination of Ricoh multifunctional devices, Equitrac print management and eCopy software. The project was handled by **Altodigital Networks**.

www.altodigital.com

Maxwell Hodge Solicitors, a 75-user firm with offices in Liverpool and across Merseyside, is extending its use of **Solicitors Own Software** with a planned rollout of SOS Connect CRM, case and practice management systems. The firm already runs SOS accounts software.

Bond Dickinson is now using the Netflow Analyzer system from **ManageEngine** for network traffic monitoring across the firm's virtualized server estate and to support its use of **Microsoft Lync** unified communications.

Taylor Vinters is to implement a SelectHR centralised HR system from **Access Group**.

Networking, managed services and unified communications specialist **Nowcomm** won the contract to help **DWF** complete the recent integrations with Fishburns and Cobbetts. This included a full network fit out and relocation of 450 staff in just 14 days.

www.nowcomm.co.uk

Smartlegal.it has won a deal with Linder Myers Solicitors to migrate the firm's full IT infrastructure to a hosted platform, while QualitySolicitors AST Hampsons has selected Smartlegal.it for a network upgrade and managed IT support.

DocsCorp in conjunction with Phoenix Business Solutions, have won deals to roll out DocsCorp applications at Ward Hadaway, Macfarlanes, Maclay Murray Spens and Michelmores. Other recent DocsCorp wins include Moon Beever in London and Hugh James.

Clinical negligence and personal injury firm McMillan Williams Solicitors has installed Omnia Legal Software's Omnia LASPO compliant time recording and costs budgeting system.

www.omniasoftware.co.uk

After 10 years running Symantec, West Yorkshire-based **Morrish Solicitors** has switched to **Acronis** Backup & Recovery for its centralised data backup and recovery solution.

www.acronis.co.uk

South Yorkshire firm **Parket Rhodes Hickmotts** has purchased **Kodak** i4600scanners and software for archiving and collaboration, to save on physical space and make it easier to share document bundles in a digital format. The new Kodak devices can scan documents at speeds of up to 120 pages a minute, compared with just 30 ppm with their old MFPs. The scanners were supplied by Kodak reseller **BMI Solutions**.

US WINS & DEALS ON p.6





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WINS & DEALS CONTINUED FROM p.5

NORTH AMERICAN WINS Global top-100 law firm Nixon Peabody this week announced it will use the cloud-based NetDocuments system to handle its document and email management. CIO Mike Green said "By allowing attorneys to work from anywhere at any time, NetDocuments gives us the agility and simplicity we require to keep pace with evolving technology and client demand. Its scalability and security fit our needs."

Texas oil industry lawyers **Cotton Bledsoe Tighe & Dawson PC** has implemented the **Litéra**Metadact-e server-based metadata removal system
to ensure the safety of client confidential
information, both inside the firm and outside the
firewall, such as when users forward emails and
attachments from mobile devices.

International law firm **Shearman & Sterling LLP** is to implement **Select* Associates**Star*Target Cash application to automate and manage the periodic cash forecasting process.

National law firm **Hinshaw & Culbertson**, which has an extensive legal malpractice and professional liability practice group, is now using Wall Builder and Activity Tracker from **IntApp Inc** to satisfy the access control and audit requirements of the *2013 HIPAA Omnibus Rule*. These rules hold that law firms interacting with protected health information (PHI) are directly liable for compliance with HIPAA security and privacy rules. Formal compliance begins 23 September 2013.

The Ashcroft Law Firm LLC, founded by former US Attorney General John Ashcroft, has become the first firm to safeguard client-related voice and data communications from being compromised by using the KoolSpan TrustChip. TrustChip is described as "a self contained, secure, military-grade, microSD encryption engine". KoolSpan CEO Gregg Smith says TrustChip is "a proactive way to protect digital communications from unauthorized interception and hacking from a myriad of organizations," including the National Security Agency (NSA). www.koolspan.com

Parker Poe Adams & Bernstein LLP has selected SP Bridge from **Handshake Software** to power its SharePoint intranet search activities.

US EDISCOVERY WINS Three more US law firms – Sullivan & Worcester LLP, Fried Frank Harris Shriver & Jacobson LLP and McKenna Long & Aldridge – have licensed kCura Relativity software for their inhouse ediscovey and analytics platforms. The McKenna deal was signed up by Iris Data Services.

Following the successful use of the **Exterro** Fusion ediscovery system by the company's US affiliates, the German-based electronics and electrical engineering multinational **Siemens AG** has also selected Fusion for its inhouse ediscovery operations. Siemens will also use Fusion to help address data privacy and works council issues.

MORE WINS & DEALS ON p.7





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WINS & DEALS CONTINUED FROM p.6

APAC WINS NSW-based law firm **TressCox** Lawyers has added to its portfolio of DocsCorp products by selecting contentCrawler to manage image-based documents in its iManage DMS. Brisbane firm **Mahoney Lawyers** has signed up for pdfDocs, compareDocs and DocsCorp's OCR solution. And Hopgood Ganim in Queensland has selected **Mimecast** for email archiving. DocsCorp is an APAC distributor for Mimecast.

UK BAR WINS Doughty Street Chambers

has signed a three year contract with Advanced Legal for its Meridian Law Connected (MLC) chambers and case management system. The deal, which follows a full market review, will see the 120-strong barristers set, with chambers in London, Bristol and Manchester, swapping out its incumbent InQuisita Law system in favour of MLC.

London set **29 Bedford Row** has renewed a three year contract with **Oncore IT** to provide a managed IT service including cloud backup, disaster recovery, network hardware and SSL VPN. The set runs the **Bar Squared** LEX chambers management system, which is also hosted on servers supplied and supported by Oncore.

www.oncoreit.com

Probate yields 72%

Lots of news in this month from the UK's normally somnambulant probate software market. Isokon, which is now used by 120 law firms for probate, trusts, Court of Protection and Powers of Attorney work has signed up seven more firms: Ashfords, Bright & Sons, Forshaws Davies Ridgway, George Green, Greenhouse Stirton, HRJ Foreman Laws and Scott Richards.

Isokon managing director Gregory van Dyk Watson says there are only about 350-400 law firms who handle probate work in any significant volume, so he estimates his company now has about a 35% share of this market.

He adds that private client work is now becoming a key contributor to gross fee income for many firms after the decline in revenue from other work. One firm, that uses Isokon, reports it now makes a 72% margin of probate work.

Meanwhile at the other end of the probate software market, The Law Wizard is reporting a growing take-up of its Probate Wizard system, which allows firms to create their own white-label fixed-fee online probate services.

Recent adopters include Darlingtons Solicitors in North London, Clutton Cox in Bristol and Kings Court Trust. Kings Court, one of the top five probate providers in the UK, has added a DIY Assist option to its range of probate service.



Fresh on the Radar

LEXIS DRAFT LexisNexis has launched LexisDraft, the company's latest foray into the world of document assembly and automation. We took a look at it recently to see what it can do.

As far as the end user is concerned, unlike some other offerings in this product category, LexisDraft does not appear as a stand-alone application but as an additional toolbar within Microsoft Word. By way of further simplifying training and usage, there are just four elements to master within LexisDraft.

The first is document creation, which can draw on LexisNexis' own library of precedents, including the LexisSmart add-on to the company's PSL products. Underpinning this part of the product is Business Integrity's widely used document assembly engine.

The second element is legislation and case law citation checking. The third is proof-reading, which uses the Microsystems Eagle-Eye application to check references, punctuation, inconsistent phrases and any other ambiguities. While the final element is formatting via the *Apply Your Style* button on the toolbar. This, incidentally, allows you to apply your firm's own house style no matter whether the source of the content is a Lexis precedent or an internal document.

And that's it. The third-party components are fully integrated. It is an installed product (minimum spec Windows 7 and Office 2010) with pricing based on the number of seats. Version 1.0 is out now and the roadmap for versions 1.1 to 2.0 is under development, including a possible SaaS version for smaller firms.

• Lexis has a short video to explain the product here http://player.vimeo.com/video/69532705

EMEA news

The Swiss law firm **Homburger** has selected the Benelux-based systems house **I.R.I.S.** as its preferred partner to implement a new HP Autonomy **iManage** WorkSite DMS.

Following a 106% growth in EMEA sales from 2011-to-2012, **TyMetrix** (part of Wolters Kluwer Corporate Legal Services) has opened new sales and service offices in Dubai and Paris. The company has also appointed **Mark Stapleton** as its new managing director for TyMetrix EMEA. He will be based out of London.

Longtime **Linetime** users **Hamilton Harrison & Mathews**, one of Kenya's leading business law firms, is expanding its use of Linetime software, now taking it from the back-office to the front-office and rolling it out to all partners and fee earners.

There's an app for it!

The Tikit Group has expanded the mobile options available for its **Carpe Diem CD Mobile** time recording solution with the release of a version for Android. In addition, a version for iOS 7 is in beta, a new version for Blackberry legacy devices is on its way, along with a version for Blackberry 10. And, a version for Windows 8 is under review.

Denver law firm ESI Attorneys has launched **eDiscovery Assistant**, which is believed to be the first iPad application designed to help lawyers conduct ediscovery. The app, which has already been described as "the *Grey's Anatomy* for litigators" is available from iTunes App Store, with prices starting at \$29.99.









Uncut: the case of the invisible no-brainer

The biggest successes in law office automation have always been the no-brainers. Projects where the benefits of the new technologies (such as wordprocessing and digital dictation) are so obvious they outweigh any reservations and are embraced by users without a fight – not least because they don't seek to supplant the end-user but merely bring efficiencies to tasks they've always done.

All of which prompts the question: why has there been no similar success in the field of document drafting? LexisNexis is making a fresh foray with its new LexisDraft system (see page 8) but will it enjoy any greater success than earlier document assembly/automation initiatives?

What is odd is document drafting technology should be another no-brainer. Putting together a new document from clauses culled from earlier documents, law firm boilerplates, third-party precedents – and even choice wording spotted in other firms' documents – is how lawyers have always operated.

It used to be done by marking up old documents and then physically cutting and pasting clauses together. Now it can be done in a fraction of the time on screen. But why no similar success? Could it all be down to branding?

The words document assembly mean very little to anyone but document automation! Automation smacks a little too much of cutting the human element, the lawyer, out of the loop and heading down the road to de-skilling and, by implication, downsizing. When the first WP systems appeared, they were called automatic typewriters, a term redolent with will-the-last-secretary-turn-off-the-lights-when-they-leave before being rebranded as word processing. So why not call document automation what it really is: a far more lawyer friendly digital drafting?

... Charles Christian

News in brief

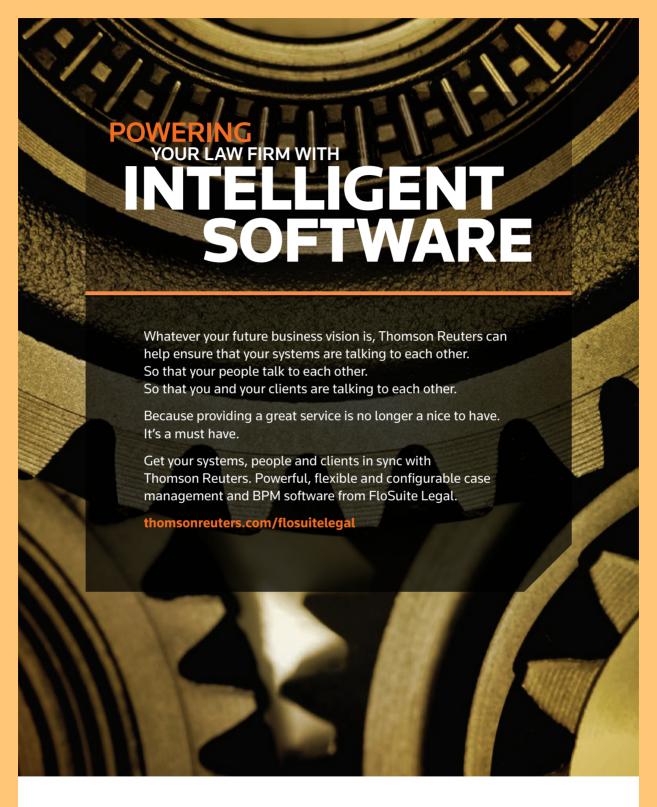
BIGHAND CLOUD GROWS BigHand reports that since the launch of the new Professional Cloud Edition earlier this spring, it has signed up over 50 firms in just six weeks. These include 30 firms who are new to digital dictation and a further 22 who have migrated onto the SaaS application from end-of-life on-premise dictation technologies. New signings include Sinnertons, Miller Sands, Faulkner Law LLC and Berlad Graham, where partner Stewart Graham described the new system as "frighteningly easy to install and get working." • Ten-user Kenny Solicitors in Chichester is the latest UK firm to sign up for the BigHand Cloud Edition. Managing partner Victoria Kenny says since going live, BigHand is now the firm's most widely used application after Microsoft Outlook.

ADR BIZ RAISES \$5m Silicon Valley-based dispute resolution company Modria.com has raised \$5 million in series A investment to fund its international expansion. The company, which was formed by the same team who developed the online dispute resolution (ODR) platform for eBay and PayPal, which now handles over 60 million disputes a year, has also announced that its European operation is being set up in the UK.

Modria's new VP for Europe is Cheshire solicitor and long-time pioneer of law firm technology and online legal services Graham Ross. Modria has already won its first European deal, with two courts in the Netherlands about to use ODR to settle disputes between neighbours. Ross adds it is only a month ago since Lord Neuberger, the President of the Supreme Court, said the Ministry of Justice should make greater use of ODR in UK courts and heed the lessons of eBay.

Vital Statistics: 44

Commiserations to Tom Jones, the founder of BI specialist Iridium Technology, who spent a total of 44 hours in transit from Reno to London (for the recent Aderant EMEA conference) thanks to his connecting flight via San Francisco being delayed by the *Asiana* flight 214 crash. Jones says his one consolation was being able to catch up on a lot of administration while trapped in departure lounges.



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New product news

In association with the English Law Society, **Riliance** (the company best known for its COLP & COFA software) has launched a free survey tool to help law firms collate and report on their diversity profiles. The move follows an announcement by the Solicitors Regulatory Authority (SRA) that law firms must report on their diversity data by 31 January 2014. To access the survey tool visit **www.legaldiversity.co.uk**

Tikit Carpe Diem is now including its TimeFinder *found time* passive time recording solution as a bundled part of both the Carpe Diem Enterprise and Classic applications. Tikit say the attraction is users now have contemporaneous and end-of-day review time recording facilities within the same application from the same supplier – and no longer have to tolerate multiple licences and suppliers.

LexisNexis Legal & Professional has introduced a major overhaul of the user interface of its veteran PCLaw application for small and mid-sized law firms in its **PCLaw 13** release. Along with new features designed to streamline the client intake and billing processes, PCLaw 13 introduces three new dashboards to ensure firms can more easily monitor business performance.

As Lexis senior director Loretta Ruppert puts it "Our own Research consistently demonstrates that smaller law firms find it challenging to balance the practice of law with the business of law." The three new dashboards – My Practice, My Clients, My Business – provide an ata-glance view of the firm's daily activities, client matters and financial performance.

The Access Group, one of the leading providers of HR systems to larger law firms, has launched aCloud HR, a new SaaS solution for smaller organisations (100 staff or less) who do not require an installed system. An early adopter describes aCloud HR "as easy to use as Facebook." Pricing is

pay-per-seat on a monthly subscription and there is also a payroll module available.

www.accessacloud.com

In line with the Jackson reforms, Precedent H and the new costs budgeting regime, **Emis Intellectual Technology** has enhanced its **Seneca** case and practice management system with the introduction of a new costs management module. Initial feedback suggests firms may no longer require the services of costs draftsmen.

www.senecacm.co.uk

Bellefield Systems, which originally made a name for itself with mobile time entry software, has now launched a desktop version of its iTimeKeep application. Bellefield president Gabriela Isturiz said "iTimeKeep Desktop is the next logical step, offering our users the same software they already love using on their mobile devices." iTimeKeep Desktop is a browser-based application that works on all browsers. Bellefield say iTimeKeep users record an average of 54 minutes additional billable time a week.

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You can put lipstick on a pig, but...

The Insider recently met-up with Roe Frazer, the CEO of cloud-based ediscovery systems start-up Cicayda LLC. Cicayda is not Frazer's first venture into this market, he was one of the founders of CaseLogistix which he sold in 2007 but now he is back and intends to bring to ediscovery the lessons he and his partners learned over six years in the world of consumer software.

According to Frazer, many traditional ediscovery systems suffer from "feature overload" and unrealistic pricing, whereas his objective is "to bring price correction back to the market" with solutions that even small firm divorce and criminal lawyers find affordable. Frazer also believes systems should require "zero training" which he says is another aspect of traditional solutions that "gouge" users. Instead, he is looking at a consumer pricing model, with no long-term contracts, install fees or support charges, and based on a fixed fee per gigabyte of data.

Frazer says the reason why legal has been slow to adopt cloud-based products is because "you can't take an install system and just put it on the web. You can put lipstick on a pig but it is still a pig," he adds.

Also, following the trend in consumer software, Frazer is a firm believer in *gamification*. You don't get the best out of staff if they feel their jobs are a drudge, the workplace needs to be fun."

Ediscovery news

EDISCOVERY PEOPLE Brett Leonard

has joined **DTI** as managing director of business development and will be based out of San Francisco. He was previously with Williams Lea.

RenewData has hired **Kelvin Chin**, most recently with H5, as consulting director to support the company's rapidly growing language-based analytics division.

Minneapolis attorney **Kathryn Burke Mortenson** has joined **Xact Data Discovery** as a senior discovery consultant, working with law firms and corporate legal departments to advise on their ediscovery projects.

@Legal Discovery has opened a new office at 1501 Broadway in New York City and added **Mark Lipton** to its New York team. Lipton has previously held executive positions at AccessData, XMLAW and Thomson Reuters Elite and before that was a trial attorney in New York for 10 years with his own practice.

KROLL ONTRACK PRICE RETHINK Kroll

Ontrack has announced a change in its edisclosure pricing structure with the introdution of three new global pricing models. These are *Portfolio Pricing* available via a monthly subscription; *Project Pricing - Bundled Services* for a flat per gigabyte fee; and *Project Pricing - Individual Services* for customers who still want to select services and software *a la carte*. Kroll Ontrack VP John Grancarich said "the new pricing models are designed to be simple and affordable but more importantly predictable at both the project and portfolio level."





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New Hires, People & Places

UK NEWS Alex Wood, most recently sales director for governance, risk & compliance products at Thomson Reuters, has joined **Workshare** as VP of sales EMEA.

Aquarium Software has recruited Andrew Sherwin to the newly created post of operations director. Sherwin was most recently with Landscape Legal and before that was the longtime sales & marketing director of Quill Pinpoint.

Managed services provider **InTechnology** has appointed **Gary Thomas** to the role of client account manager for legal. Thomas joins from Irwin Mitchell, where he managed the IT and telecoms infrastructure.

Paul Barber, most recently with the open source group Zaizi, has joined **Zylpha** as national sales manager.

US NEWS Following the recent appointment of **Greg Silich** as the new CEO, **Microsystems** has appointed **Stacey Kacek** as VP and Chief Technology Officer to lead the strategic expansion and evolution of the company's product offerings and platforms. Silich described Kacek's appointment as "another key component in Microsystems' plans to drive long term strategic growth by aggressively investing in quality talent, products and services. Kacek was most recently with General Electric Intelligent Platforms.

David M Klein has joined the executive team of legal process outsourcing company QuisLex as VP of legal services. Prior to joining QuisLex, Klein was a partner with Shearman & Sterling, Paul Hastings and Foley & Lardner where he specialized in technology and outsourcing law.

nQueue Billback has appointed Karen Clifford as business development manager (Americas) for the company's new iA Virtual Cabinet DMS business. Ms Clifford has previously worked with Client Profiles, LiquidPractice and Thomson Reuters ProLaw.

Robert D Rowe, previously a managing director of Huron Legal's Discovery Services

business, has been named to lead the **Huron Legal** practice. He also becomes an executive VP of the Huron Consulting Group.

Sad news to report that **Ross Kodner**, a longtime advocate of the use of technology by small law firms, died of a heart attack at just 52. A Milwaukee lawyer and also president of MicroLaw Inc, Kodner was one of the driving forces behind the ABA Law Practice Management section.

Finally, we've had two stories in recent weeks with a common theme. **Betty McAlvany**, described as a *Six Sigma Black Belt*, has joined **Mattern & Associates** as a consultant on records management strategies. And **Mary Ann Kim**, a *Six Sigma Green Belt*, has joined **DTI** as senior director of ediscovery.

On the Web - Editor's Pick

If you missed them, here's our pick of some of our best stories that appeared online last month...

- Biall law librarians worried about digital literacy and the dumbing down of legal research (1 July) www.legaltechnology.com/latest-news/biall-law-librariansgroup-concerned-digital-literacy-issues-being-ignored/
- Team Aderant in London Charles Christian talks to the senior management team (17 July) www.legaltechnology.com/latest-news/team-aderant-in-london-charles-christian-talks-to-the-senior-executive-team/
- New Business Friday disruption is the steadily beating mantra of modern business (19 July) www.legaltechnology.com/latest-news/new-business-friday-a-new-category-the-relationship-based-business/
- 12 tips for law firms when drafting a BYOD policy by Mark Pearce (31 July) www.legaltechnology.com/latest-news/comment-managing-security-and-the-implications-of-byod/
- Do law firms recognise the threats they face? by George Beaton & Karl Chapman (31 July) www.legaltechnology.com/latest-news/comment-law-firmsthink-they-cant-be-substituted-new-entrants-are-delighted/





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Channel news

DocsCorp has reached agreement with Datalogics to license core Adobe technologies. Datalogics is Adobe's premier partner for licensing PDF toolkits to software developers. DocsCorp will utilize the Adobe PDF Library and Adobe Normalizer technologies in all its products: compareDocs, pdfDocs and contentCrawler. In particular pdfDocs 4, scheduled for release later this year, will see a complete rebuild to incorporate these new Adobe technologies

Eclipse Legal Systems has announced an integration with CDL Vehicle Information Services, the leading UK provider of vehicle lookup data, so motor insurance claims handlers have a one-click link from their Eclipse Proclaim case management systems.

US systems integrators **Keno Kozie Associates** have announced new partnerships with WAN technology specialists Talari Networks and the ediscovery/document review company **iConect Development**.

Nikec Solutions is now rolling out its excellent **Nikec Binder** (in effect the digital equivalent of a hardcopy ring-binder) for laptop or iPad application on an international basis via its offices in France and Hong Kong. Nikec is also planning to expand into the Australian and US markets through local partners.

LawWare, the company behind the LawCloud cloud platform for UK law firms, has become the first legal software supplier to achieve certification under the **Cloud Industry Forum** *CIF Code of Practice*. LawWare, which now supplies almost 25% of Scottish law firms, was certified by the APM Group.

Congratulations to UK IT outsourcer **Quiss Technology plc** for being named *IT Supplier of the Year* by the banknote printer **De La Rue**.

Humberside-based legal IT supplier **Select Legal Systems**, which celebrates 21 years in business this year, has moved into new and bigger premises at Hessle. The new offices are at The Priory, Saxon Way, Priory Park, Hessle HU13 9PB.

The move follows the recruitment of seven new staff this year, with more vacancies planned.

Pensera TimeKM co-founder **Peter Zver** has been named as the new president of **Tikit North America**. Tikit say the appointment is part of the company's commitment to the region.

LexisNexis Enterprise Solutions (in the UK) has announced a formal partnership with **Zylpha**, the developers of secure document bundling applications that integrate with and are complementary to the Lexis Visualfiles case management system.

After 22 years in the market, **BHP**Information Solutions (originally *Business Hotline Publications* in 1991) has changed its name to
Atom Content Marketing. Founder and chief executive Rory MccGwire said the change reflects not only the evolution of the business from print to digital, but also the pending launch of a number of new initiatives including law firm microsites containing Atom-licensed content. The company also runs the LawDonut.co.uk service.

www.atomcontentmarketing.co.uk

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Worldox "We will be the next choice"

Ray Zwiefelhofer, the president of World Software, the company behind the Worldox document management system, was in London recently talking to existing users and prospective resellers. While he was over, we caught up with him to discuss the company's plans.

Although Ray can't be quoted on some of the company's longer term development plans, save to comment they will significantly expand the Worldox product offering, he did say the recent enterprise and cloud initiatives were attracting a lot of interest from larger law firms than the company's traditional customer base. He added that the cloud services were proving attractive to firms requiring a distributed solution serving multiple office locations, with 40 firms signing up in just two months.

Worldox is also working on three other interesting initiatives: one is to simplify and, wherever possible, automate the profiling and categorizing of documents – which should be well received by all DMS users. The second is to expand the options for integration with SharePoint portals and intranets. And the third is making Worldox DMS available to Apple Mac users.

Says Zwiefelhofer "DMS users are looking for change. We will be their next choice – and not just because we are about one-third less on maintenance!"

10 years ago today

The summer of 2003 was anything but a *Silly Season* for news with Hummingbird (now OpenText) acquiring both Tom Lee's KLA and Bill Cannings' Valid Information businesses. Reports also emerged that LexisNexis was preparing "to do a Westlaw" and follow Thomson/Westlaw into the legal software applications market (Thomson had just acquired Elite). While Pilgrim Systems (now also part of Thomson Reuters Elite) was back in profit following what chairman Jim Cummings described as his "own personal annus horribilis" of posting an £850,000 loss the previous trading year.

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