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Legal IT's leading news resource

All change - again - at LexisNexis - again

It seems as if it was only 12 months ago they were changing the guard at LexisNexis Enterprise Solutions with Alan Fraser talking about his plans as incoming General Manager, as he took over from outgoing incumbent Tim Cheadle. Hang on, it was only one year ago in August 2012. Well, they are at it again.

Fraser, it seems, was only ever committed to a two-year stint as the skipper of the Lexis legal applications software division and part of his remit was to find a successor. This he has now done in the shape of Andy Sparkes, the director of Strategy & New Business Development for LexisNexis UK & Ireland. Sparkes has now joined Enterprise Solutions as co-General Manager and will be working in this capacity with Alan Fraser until the end of this year. Fraser will then step down as General Manager and assume the role of Senior Adviser until the end of his tenure.

Despite all these changes, Fraser is bullish about the division's prospects with projects on the Nimbus PMS/ERP, VisualFiles case management and InterAction CRM products all hitting their targets. In fact sales for the first six months of this year exceeded their targets and were 41% up on the same period last year.

Fraser says three more early adopters have signed up Nimbus (the successor to the now nearly 20-year-old Axxia system) and that there will be two UK law firms going live with Nimbus by the end of this year, followed by a further six in 2014 and one large law firm in 2015/16. Fraser adds that LexisNexis is being very careful not to prematurely whip up hype for the Nimbus product as the legal market already has too much "wet paint software."

Tikit to spend £1m on next gen Carpe Diem

Tikit Carpe Diem is to get a £1 million/\$1.5m rewrite. Existing users will receive enhancements to Carpe Diem as part of their support and maintenance contracts and the popular *Classic* look and feel will remain available, meaning law firms won't need to retrain end users or undertake a major IT implementation to take advantage of next generation features.

Tikit, now part of BT, say this is its most significant product development investment to-date and represents "new money" as distinct from accounting hype. With Carpe Diem and Intapp/DTE Axiom battling for supremacy in the legal timekeeping software market (see *infographic on page 10*) Tikit say the next generation will add full support for multiple languages, integrated security and improved reporting, as well as opening the door to incorporating additional functionality currently only available in Carpe Diem Enterprise.

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Elite in Dynamics based CRM launch

Thomson Reuters Elite has launched Business Development Premier, a new client relationship management and business development platform for law firms. The move comes just over 12 months after the company said it would develop a world-class CRM that meant Elite users would never again need to buy LexisNexis Interaction.

The new system also offers campaign management and the ability to draw on competitive intelligence from the Monitor Suite, as well as sweeping away some of the legacy clutter left over from Elite Apex and the Hubbard One product portfolio. Information will be available on and editable from a smartphone or tablet, and Business Development Premier will be offered in the cloud or on-premise.

Elite CTO Eric Sugden says it will also eliminate the long lead times and reduce the high failure rates of traditional CRM implementations.

COMMENT: Interesting to see Elite has gone the route of using Microsoft CRM Dynamics as its engine – as has Aderant with its rival CRM4Legal product. With Aderant now gaining traction (the company recently secured three significant top 100 US law firm CRM wins at the expense of InterAction) and Elite securing the first win with its new CRM (at global top 10 firm Freshfields Bruckhaus Deringer) it will be fascinating to see how LexisNexis responds to this technology shift.

Litéra in new buy

Litéra has acquired AxxiTRIALS, a leading US clinical trials portal for life science and clinical research organizations. Litéra president Karen Massand said the acquisition “is in keeping with Litéra’s strategic focus on secure, compliant collaboration and nicely aligns with our content management portfolio.”

Handshake acquire OneView

Legal sector Microsoft SharePoint specialist Handshake Software Inc has acquired the assets of the OneView business from Thomson Reuters. The deal includes the OneView Connect, OneView Search and OneView Extranet products plus client contracts associated with those products. Handshake president & CEO Douglas Horton commented “This acquisition is a great fit for our strategy for growing the business by providing products for SharePoint-based portals, search, extranets and document/email management.”



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Stuart Walters
CIO
Taylor Wessing

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

UK WINS The **Frayman Group** has secured two more UK wins for its Compliguard suite of new business intake, conflicts clearance and compliance solutions at **DWF**, which has doubled in size over the past year, and at **Farrer & Co.** Meanwhile arch-rival Intapp Inc's new **Intapp Open** system has been selected by **SJ Berwin** to help with the firm's inhouse conflicts management.

Still in the realms of risk and compliance software, **TLT LLP** has become the latest firm to subscribe to the **Riliance COLP & COFA** system. Riliance expects to have over 1000 users signed up for COLP & COFA by the end of this year, with version 2 of the software launching in the next few weeks. In addition, over 1000 firms have already signed up for the company's new (and free) diversity survey tool to help meet the latest SRA reporting requirements.

The reinvention of **Kutana** over the last couple of years, since Rob Simcock joined as sales director, continues with the company this month announcing one of its biggest deals to-date. **Taylor Wessing** has deployed Kutana Kappris print management as part of its Windows 7/Office 2010 rollout. The firm's CIO Stuart Walters added "The decision to migrate from an Outlook thread printing solution and use Kappris with Tikit TMS instead of the Tikit print console was simple.

East Kent solicitors **Boys & Maughan** has invested in **Linetime Liberate** case management software to support what it describes as its busiest period for conveyancing instructions since 2007.

Manchester/Peak District law firm **Davis Blank Furniss** has expanded its use of **Solicitors Own Software** by adding SOS Connect case management to its existing SOS PMS platform.

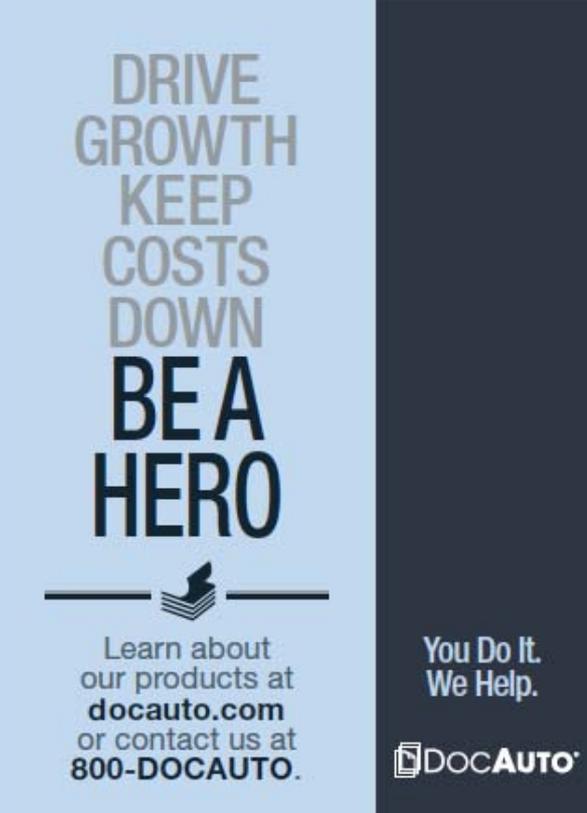
South Wales firm **Keith Evans & Company** has become the sixth practice to sign up for the new cloud-based Intelliworks Private Client system

from **OchreSoft** in little over a month since the product's official release. The product offers estate administration, probate, wills, IHT and Lasting Powers of Attorney drafting, workflows and precedents.

South West-based family law firm **Hartnell Chanot & Partners** has selected Egress Switch from **Egress Software Technologies** to provide a secure and encrypted file transfer platform for sharing confidential information with clients and external third-parties. See **Fresh on the Radar** in *Insider issue 247* for a full report on Egress Switch.

Fixed-fee specialists **Premier Solicitors** in Bedford, with 25+ users, and London criminal law firm **Lansbury Worthington**, with over 30 users, have rolled out FiLOS integrated legal office software systems from Cognito Software.

WINS & DEALS CONTINUED ON p.6



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6 – MORE WINS & DEALS



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WINS & DEALS CONTINUED FROM p.4

Fentons Solicitors LLP, which recently became part of Slater & Gordon, has become one of the first UK ABS legal service providers to adopt the TouchPoint solution from **Eclipse Legal Systems** to provide its case management clients with an always-on self-service facility. TouchPoint can be delivered on multiple devices, including tablets and smartphones, on iOS, Android and Windows platforms. TouchPoint runs in conjunction with Eclipse Proclaim case management software.

Two digital dictations deals... **Wright Hassall** in the West Midlands has upgraded its digital dictation platform to **Philips Speech Exec Enterprise**. The upgrade, which includes full workflow, support for smartphones and a Dragon speech recognition capability, was handled by Birmingham-based **SpeechWrite Digital**. And, Glasgow-based **Levy & McRae Solicitors** upgraded its digital dictation capabilities by rolling out the **Winscribe** iPhone app to users who need to work remotely. The upgrade was handled by local specialists **Voice Technologies**.

Roythornes has chosen **QlikView** as its new BI (business intelligence) platform. The sale and implementation was handled by **Informance**.

Lex Mundi, the world's leading network of independent law firms, with over 21,000 lawyer members worldwide in more than 100 countries, has announced a strategic partnership with **HighQ** to provide a global collaboration platform for its member firms and clients. The recently launched HighQ Collaborate 3 platform will provide advanced document management and secure file sharing capabilities with enterprise social collaboration tools. The company has also launched a new website at <http://highq.com>

NORTH AMERICAN WINS **Intapp Inc** has secured three more wins for its product suite at: **Sedgwick LLP**, who are taking Integration Builder, **Marshall Gerstein & Borun LLP**, who are taking Intapp Open to automate business acceptance and conflicts management processes, and at **Sterne Kessler Goldstein & Fox PLLC** who will be using Wall Builder to protect client information.

BillBLAST, which formally launched its new cloud-based ebilling software at ILTA, says early adopters **Goodman McGuffey Lindsey & Johnson LLP** and **Carr Allison** are already reporting productivity gains from using the software. Patty Lynch of Carr Allison said BillBLAST had transformed the ebilling approvals process and "was able to send over 200 past due reminders in less than 30 minutes."

IP litigation law firm **Irell & Manella**, which has offices in Los Angeles and Newport Beach, has selected **Workshare** software to provide a secure file sharing and synchronization platform to support its BYOD initiative.

MORE WINS & DEALS ON p.7



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WINS & DEALS CONTINUED FROM p.6

Polsinelli PC, recently rated the fastest growing law firm in the United States, with more than 670 attorneys in 17 cities) is now in production with Compliguard Flow, from the **Frayman Group**, as its new business intake workflow platform. The system integrates with the firm’s Elite and LegalKEY applications.

Capes Sokol Goodman & Sarachan PC is the latest firm to implement Best Authority Light from **Levit & James** as its Table of Authorities software.

Iris Data Services has signed up two new law firms as users of its Iris Discovery Management managed litigation and ediscovery service, which includes the **kCura** Relativity ediscovery system on a hosted platform. The two firms are the national law firm **Dykema** and New Orleans-based **Jones Walker**.

Another busy month for **Traveling Coaches** with five new law firm deals to announce. **Alston & Bird** has signed up for the new OnGuard security awareness program; **McElree & Smith PC** is working with Traveling Coaches for user adoption, support and training on a Microsoft Office 2010 upgrade and NetDocuments DM migration; **Goodwin Procter** has purchased CLASS and CLASSE content for Autonomy iManage and ongoing technology training; and both **Bradley Arant Boult Cummings Partners** and **Jones Skelton & Hochuli Partners** are using the company’s products and services on Office 2010 projects.

APAC WINS One of Australia’s largest law firms – **Clayton Utz** – reports that its recent implementation of Time Builder from **Intapp Inc** has resulted in increased lawyer productivity and streamlined time recording practices.

Rekoop, another fee-earner time capture specialist, has begun its expansion into the Australian market with a win at Perth-based **Lavan Legal**. The firm will be using the system on the desktop and mobile devices in conjunction with Aderant Expert.

Sparke Helmore has deployed the Inprotech IP platform from **CPA Global** to help

provide a trademark portfolio management service to its clients. Because Inprotech is an online platform, it also allows clients to access the data directly and generate their own status reports.

BigHand has secured two more digital dictation wins in Australia: with **McKays Solicitors** in Queensland, who are also using BigHand’s smartphone and speech recognition applications, and with Sydney-based **StreeterLaw**. Streeterlaw, which specialises in dispute resolution work, becomes the first APAC region adopter of the company’s new cloud-based digital dictation solution, which is delivered on a flexible software as a service (SaaS) basis.

MORE WINS & DEALS ON p.8

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WINS & DEALS CONTINUED FROM p.7

And it's back to **Lavan Legal** in Western Australia again, who this week announced it had selected the **NetDocuments** cloud-based enterprise solution to meet its document and email management, collaboration and security needs. As you can see from our *Global 200* infographic on page 10, NetDocuments is starting to gain traction in the DMS world. The Lavan Legal deal was handled by local NetDocuments partner **Feynbrook**. According to Feynbrook CEO Tony Brooks "iManage started out as the front-runner but the firm felt NetDocuments was the standout option." www.feynbrook.com

Minter Ellison SA/NT has selected **Phoenix Business Solutions** to implement its WorkSite Export Assist tool, as has **McCabes**, who will be using it for matter management. Phoenix will also be upgrading the entire Minter Ellison Worksite environment.

Melbourne-based **Maurice Blackburn**, which now has 27 offices across Australia, has selected the Nikec Binder virtual loose-leaf ringbinder from **Nikec Solutions** as a new way of sharing matter documents with clients and between offices. The deal was handled by Nikec's Australian partner **Ethan Group**.

EMEA WINS The Benelux law firm **Stibbe** has deployed Decisiv Search from **Recommind** across its Dutch jurisdictions, as well as its London, New York, Hong Kong and Dubai branches. The firm will be using it for knowledge management and to help process 'the three Vs of Big Data,' namely the volume, variety and velocity of data.

In another example of the DMS *Old Guard* being challenged (see *NetDocuments story*) two more Dutch law firms – **Delissen Martens** in The Hague and **Nysingh** in Apeldoorn – have now completed the implementation and gone live with the DMSforLegal Microsoft SharePoint-based document management system from **Epona**.

COMMENT: Epona say they have already migrated two Benelux firms from iManage to SharePoint and expect to finalize deals with another four before the end of the year. This would then make them the DMS market leader in Benelux above Autonomy. There are also French and German versions of DMSforLegal, with Spanish and Portuguese under development.

Channel news

Advanced Legal (previously IRIS Legal) has entered into another strategic partnership, this time with the **Money Penny** telephone answering service. Money Penny already acts for 700 UK law firms.

The Australian legal IT services provider **Ethan Group** has just become a reseller and support partner for the entire **Litéra** legal software product portfolio, which includes the flagship Change-Pro document comparison application, which competes directly with similar products from Workshare and DocsCorp.

COMMENT: Ethan have the brief to represent Litéra throughout the APAC region – it will be interesting to see how they go head-to-head with DocsCorp on the latter's home turf. There are also rumours that Litéra is planning a similar alliance in the UK/EMEA region.

MORE CHANNEL NEWS ON p.17

New product news

Ravn Systems has released **Manage 3.0**, the latest version of its application-level infrastructure monitoring and management solution. Along with a new interface, Manage 3.0 extends the ability to monitor infrastructure from hardware resources to specific application behaviour testing, including SharePoint, Thomson Reuters Elite and most SQL-Server based systems.

www.ravn.co.uk/main/prod/ravn-manage

Following Ministry of Justice plans to extend its current electronic claims portal from RTA (road traffic) claims of less than £25,000 to also include employers liability and public liability work, **Eclipse Legal Systems** has announced the forthcoming rollout of its A2A (application-to-application) solution for EL and PL claims. Using the new A2A EL/PL portal integration, firms running Eclipse Proclaim case management software will be able to manage claims through the Proclaim desktop without having to resort to the manual entry/web browser method. Over 250 firms already use the Eclipse RTA A2A system.

MORE NEW PRODUCTS ON p.15



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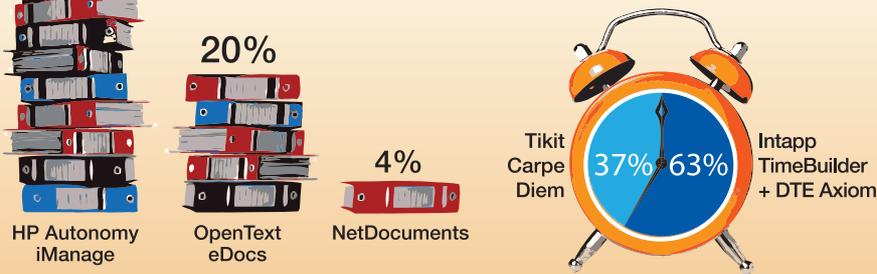


The Legal IT Insider Global 200 Chart

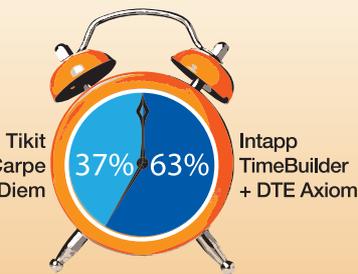
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Is Latin America the next big thing ?

Some commentators reckon China will become the next big global legal market, others suggest South Africa but the market that really seems to be on the point of take-off is Latin America.

Baker & McKenzie and White & Case already have a presence there, while Dentons, Garrigues Abogados, DLA Piper, Norton Rose Fulbright and Hogan Lovells are all in talks with potential partners/looking to open offices. In fact Joe Andrew, the global chair of Dentons, has been quoted as saying the Latin American legal market "is on the brink of a seismic change."

Brazil and Mexico are the two favourite destinations, followed by Peru and Colombia, but what about the technology that will inevitably accompany any expansion of the market?

If UK and US-based global firms do start making inroads into South America, then we will inevitably see a further rolling out (as has been the position recently in Australia) of the technologies their head offices are already using. *See our Global 200 Chart on page 8 for the usual suspects.*

However last year Thomson Reuters Elite said it saw Latin America (along with China) as the next big market for legal technology among more ambitious and growing domestic law firms, a view also echoed by Aderant. If this does happen, then this will be another seismic change for a market that has traditionally taken its lead from the Iberian Peninsula and was getting very excited over SAP following the implementations at Garrigues, Cuatrecasas and Uria Menendez.

TIP: A great source of on-the-ground intelligence on the Latin American legal IT scene is Sebastián Carey at Tecnolex in Chile: scarey@tecnolex.cl He says most senior lawyers have excellent English, with many having worked or studied in the US and adds not to bother with Spanish because the different countries each speak a different flavor of Spanish, unless they speak Portuguese!

10 years ago extra

Roger Pickett, the managing director of Phoenix Business Solutions, has been cutting the cake this month to celebrate the 10th anniversary of the company's formation in the summer of 2003.

Pickett says most of the business planning was done on a camping weekend with his son's football team, the week after KLA was sold to Hummingbird. He adds that although the name Phoenix is often assumed to have a "reborn from the ashes" connotation, it was actually a pub in the East End of London. Phoenix opened for business in one office with Pickett and five staff. It now has over 100 staff and offices in New York, Sydney and Johannesburg, as well as London.

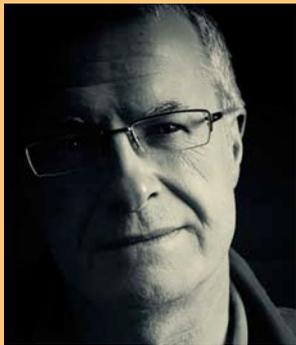
Fresh on the Radar

AnyData Solutions is a provider of on-premise data extraction tools for feeding BI, reporting and analytics applications. It is already available for SAP systems and a version for Elite is planned. www.anydatasolutions.com

There's an app for it!

Biscom is the latest vendor to integrate with the MobileIron AppConnect ecosystem for mobile device management and security. The integration means users can run Biscom Secure File Transfer to securely exchange files from mobile devices, while IT departments can still maintain policy controls to secure and manage corporate data.

Another sign of the times, **Accellion** has announced the availability on a beta program of its mobile file sharing app on Microsoft Windows Phone 8. The new app (also available on Windows Surface Pro and RT tablets) will ship by the end of this year. The app is already available on iOS and Android devices but there are no Blackberry plans.



Uncut: is your new, new, the same old, same old?

I was recently part of a panel evaluating entries for a national newspaper's *Innovative Lawyers - Legal Industry Pioneers* special report. Probably the most striking feature was just how little genuine innovation seems to be taking place.

No, let me rephrase that. The most striking feature was the number of law firms and ABS legal service providers who thought they were innovative when in fact they'd merely reinvented a wheel that had been in use for years. Or, as one of the other panellists put it "You mean they weren't already offering this? I wish I had clients who'd put up with such poor service!"

Take online legal services. On the corporate front, there was nothing substantially different in concept to the granddaddy of all online legal services: Blue Flag, which Linklaters launched in 1996. It was the same with private client/consumer law: just variations on a theme pioneered by the Cohen brothers with Epoch/Epoq in 1998.

So what homework did today's legal innovators do, if they didn't realise they were getting excited over initiatives and business models that were already over 15 years old?

Glossing over some of the so-called innovations that were little more than PR exercises (setting up a dinky website with a dinky name is not good enough!) another feature of many projects was the lack of any clear commercial business model.

Where is the monetisation opportunity? If you are in the legal market today, you cannot afford to develop innovative initiatives that have no obvious payback. Merely hoping prospective clients will be so impressed by the free services you offer, that they'll come back again to buy your pay-for services is not a viable business model. It's just wishful thinking.

...Charles Christian

News in brief

MOJO WORKING? Ad Coelum Technology has been awarded a trademark for its new matter management-as-a-service product MatterMojo®. Ad Coelum CEO Tim Cheadle said the company had also redesigned its website to showcase the system's capabilities and published a *MatterMojo Manifesto* governing the company's product/service delivery in the cloud computing era. To join the MatterMojo registered interest group visit www.adcoelumtechnology.com/mattermojo/rig

LIKE THE 200 CHART? If you like the *Insider Top 200 Charts*, you'll love Power Query from DW Reporting. This is a Microsoft Excel 2013 add-in that allows you to take Excel data and convert it into a BI-style dashboard using products such as Qlikview and Microsoft Power View. www.dwreporting.com

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Litigation support & ediscovery news

HYPERGRAPH GENERATOR Recommind has launched a new analytics and visualization product for discovering patterns and relationships in unstructured information flows, including email, voicemail, instant messages and social media. Recommind say that unlike legacy visualization tools, the new system – called Hypergraph – provides Big Data scalability and fully integrated read/write capability so users can take action from within the visual environment.

The Hypergraph visual interface is designed to enable stakeholders, including non-technical users such as compliance officers and general counsel see the bigger picture at a glance, experiment with hypotheses and drill down to detect patterns of suspicious communications. Hypergraph is available as part of Recommind's Accelerate On-Demand cloud-based ediscovery document review and analysis platform.

CICAYDA IN UK LINK The Nashville-based cloud-based ediscovery software applications provider **Cicayda** has appointed long-established* UK litigation support specialists Legastat as its exclusive strategic alliance partner for the UK and the **Republic of Ireland**.

Cicayda has also now formally announced the availability of its ediscovery software suite, including Cicayda Review, Staccato (early and constant case assessment), Drone (production analyzer) and Fermata (legal hold management) running on a private cloud and accessible via any modern web browser, as well as other mobile devices, including the iPad and other tablets.

* Legastat was founded 60 years ago in 1953 in the heart of London's legal district and once employed a very young David Bowie as a clerk.

NEW WEBSITE DTI has launched an updated ediscovery resource and best practice site. www.discoveryresources.org

EDISCOVERY PEOPLE As part of its expansion into the Minneapolis/St Paul/Midwest market, **@Legal Discovery LLC** has hired **Barbara Klas** as director of ediscovery client services. Klas, who was previously with Falcon Discovery and before that VP of sales at Merrill Corporation, will be based in Minneapolis.

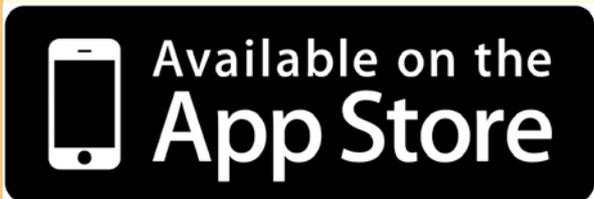
Remember Victor Kiam who said he liked Remington shavers so much that he bought the company? Well, after three years of handling marketing and PR for ediscovery vendor **OrcaTec**, **Tracie Burns** has joined the company's sales team and will initially be working in her home state of Texas. We hope she has a whale of a time!

NUIX + ICONECT Following the recent launch of Nuix eDiscovery 5, the company has also announced a technology partnership with iConect Development that will allow users of Nuix eDiscovery Workstation software to export processed data directly into iConect's Xera review platform. Nuix 5 adds extensions to the Nuix Engine that will support dashboard-driven web applications such as Nuix Director.

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New product news

Workshare has launched **Workshare Professional 8**, which is arguably the company's most exciting update for several years/iterations. Integrating technology developed by SkyDox (before it merged with Workshare last year) with probably the most significant enhancement being the new secure file transfer capability – which is a polite way of saying it now offers a house-trained, behind-the-firewall alternative to Dropbox.

Professional 8 also provides enhanced metadata cleaning, can save documents in PDF/A file format, is now compatible with the NetDocuments DMS, and supports mobile working on iPad, iPhone, Android and web clients.

Big changes also at document automation specialist **HotDocs** which has released **HotDocs Cloud Services**, a cloud-based platform that facilitates the embedding of HotDocs technologies into an organisation's own process systems, such as a corporate website or BPM-defined workflow. HotDocs Cloud Services is a subscription service and is available immediately.

For organisations that would like to access HotDocs templates online, the company has also launched **HotDocs Document Services**, an SaaS application that offers all the functionality of the traditional desktop product. HotDocs say this means organisations can now email (or embed on their own websites) links to a *client interview* document, which can then be completed remotely.

lphelion has released **Outline 1.2**, a new version of its template management and document assembly software. New features include support for LexisNexis InterAction.

The **iTimeKeep** time entry app from **Bellefield Systems** is now available as an integrated option for users of the **ProVantage** Smart D Time Entry solution.

LexisNexis Legal Professional has released v2.6 of its **Juris** accounting system for mid-tier law firms. The key new feature is a plugin integrating Microsoft Outlook with Juris, so users can access client matter information from within Outlook.

Bridgeway Software has released **LawManager 6.4**. Like the Juris product, the key new feature is email integration, so users can access LawManager data from any IMAP capable email client, such as Microsoft Outlook.

The **Frayman Group** has released two new products. These are **Compliguard Flow v3**, which includes a raft of enhancements to reporting, as well as workflow and process design, to meet the enterprise needs of large multinational law firms. The second new Frayman product is **Flow Express**, which features workflows and forms for standard business intake processes, email notifications, roles and security permissions, all packaged and ready to go.

Prosperoware has released **Milan v3**, the latest version of its information governance system, which now includes a confidentiality management module supporting on-demand document and matter self-service. Prosperoware has also announced an early adopter program for its **Umbria** Pricing & Experience system to help law firms competitively pitch and price their services.

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New Hires, People & Places

UK PEOPLE Neil Kirton, most recently deputy chief executive at Hoare Govett, has joined **Kroll** as managing director within its Investigations & Disputes team based in London.

Emma Van Zyl has joined **Solicitors Own Software** as a scripting consultant working on customer case management and workflow implementation projects. Prior to joining SOS, she was a legal executive with Pannone, GLP and Harris Fowler.

US PEOPLE A big congratulations to **Donna Payne**, the founder & CEO of the *PayneGroup*, who was recognized by the **International Legal Technology Association** at the recent ILTA conference in Las Vegas with a *Distinguished Peer Award* for outstanding achievements in the category of *Vendor Thought Leadership*.

EDISCOVERY PEOPLE One of the best known faces in the UK ediscovery industry – **Nigel Murray** – has left **Huron Legal**, where he was a managing director, and is now on six month's gardening leave.

Nuix has promoted **Jim Kent** and **Deborah Baron**. Kent, who will continue in his role as CEO of Nuix EMEA, now also becomes global head of the company's investigations business. Baron, who joined the company in January, becomes CEO of Nuix North America and global head of information governance and ediscovery.

AccessData has beefed up its Canadian business team with the recruitment of **Chris Driscoll** as regional account executive for enterprise, government and law enforcement accounts throughout Canada.

Chris Chapman, previously an ediscovery attorney, has joined **Xact Data Discovery** (XDD – which in July acquired Chicago-based In Demand Document Services) as the company's new Relativity workflow manager.

Finally cloud ediscovery start-up **Cicayda** has appointed 18 new staff since July, including CFO **Eric Bergesen** and chief information security officer (CISO) **Cyril Omorogbe**, as well as two executive vice-presidents, three project managers and nine sales and business development staff.

More channel news

Keno Kozie Associates is now an enterprise partner within the **VMware Partner Network**.

Congratulations to Perth (Australia-based) **Office Information Australia** which has been named as the **HP Autonomy ECM Partner of the Year** for the APAC region for the fourth consecutive year. OIA has been working with HP Autonomy for over 16 years and now has offices and resellers in seven countries. www.officeinfo.com.au

Gavel & Gown Software has completed integrating its Amicus Cloud system with Dropbox.

UK legal tech start-up **Enable** reports having a successful ILTA and is already planning to set-up its US reseller and support network "well ahead of schedule." The company also hopes to shortly announce its new VP of Business Development & Sales for North America.

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...

- Won't get fooled again - Greg Cotichia on point versus integrated solutions (15 August) www.legaltechnology.com/latest-news/comment-follow-me-twice-wont-be-fooled-again/
- Your logo is not your brand - Kalev Peekna on business development strategies (16 August) www.legaltechnology.com/latest-news/new-business-friday-building-brand-on-purpose-or-your-logo-is-not-your-brand/
- Is LexisNexis holding itself a hostage to fortune with its Legal Software Bill of Rights (20 August) www.legaltechnology.com/latest-news/lexisnexis-makes-bold-declaration-and-becomes-hostage-to-fortune/
- Where is your data and how secure is it - Campbell Williams on cloud & SaaS (28 August) www.legaltechnology.com/latest-news/comment-where-is-your-data-and-how-secure-is-it/
- Kim Tasso on the use of e-newsletters in marketing by Aaron & Partners (5 September) www.legaltechnology.com/latest-news/kim-tasso-aaron-and-partners/

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Corporate news: good and bad

Good news for **Microsoft** and its plans to expand into the smartphone market with the news that it plans to buy the **Nokia** phones business for \$7 billion. The deal is unlikely to be completed until Q1 2014 (regulatory approvals and all that) but it is worth noting the Nokia business will become part of the Microsoft devices division, which includes the Surface tablet.

With latest industry statistics showing the Windows phone to now be the world's 3rd best selling smartphone (after Android and iPhone) this is further bad news for **Blackberry**. The Nokia deal probably also puts the kibosh on any chance of Microsoft rescuing Blackberry.

It has also been bad news week for the camera and digital dictation technology business **Olympus**, with the UK's **Serious Fraud Office** announcing that it is to prosecute the company for allegedly providing "misleading, false or deceptive" material in the accounts for its UK subsidiary Gyrus Group.

Finally, mixed emotions at **Nuance** (best known in legal IT for **Dragon** speech recognition and its **Copitrak** and **Equitrac** cost recovery businesses) over the news "activist investor" **Carl Icahn** has built up a 16.9% stake in the company since April. Icahn has a reputation for pushing for change at underperforming companies, including the sale of less-profitable business divisions.

50 years ago today

In the late summer of 1963, Philips unveiled the Compact Cassette tape at the Berlin Radio Show. Initially intended as a fuss-free portable recording system, removing the hassle of reel-to-reel tape recorders, Philips inadvertently unleashed a technology that would give rise to analog dictation recorders (still in use in many law firms today), enable the creation of the Sony Walkman (and in the process inadvertently boost music piracy) and provide the only commercially viable data storage media for the first generation of microcomputers when they appeared in the mid-1970s.

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Editor-in-Chief: Charles Christian

Tel: +44(0)1986 788666 - +44(0)7786 738172

Email: news@legaltechnology.com

Advertising Sales: Philip Woolley

Tel: +44(0)207 993 8455 - +44(0)7825 610666

Email: philip.woolley@innovatorsinlaw.com

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