AMERICAN LEGAL TECHNOLOGY INSIDER

Shake-up time for e-discovery sector ?

Over the past year there have been reports of some of the smaller players in the e-discovery and litigation support market falling by the wayside as a result of the economic downturn however the last month has seen some of the major movers and shakers now showing their hands.

The first development was the announcement by **Iron Mountain** that it had acquired **Mimosa Systems** for approximately $112 million. Mimosa's NearPoint archiving solutions will now be incorporated into Iron Mountain Digital's Total Email Management Suite. There are also expected to be other product synergies and, happily for team Mimosa, no job losses are predicted.

Iron Mountain's largest previous acquisition in this market was Stratify, which it bought for $158 million in late 2007. Analysts say Iron Mountain paid 6 times trailing revenue to acquire Mimosa, which is about the same multiple it paid for Stratify.
• Mimosa's last pre-acquisition sale was to the railroads group OmniTRAX, which has selected NearPoint to optimize its storage of email content, as well as simplify and speed-up its response to e-discovery requests.

Then, earlier this week it was reported that the insurance broking group **Marsh & McLennan Companies** (MMC) had put its Kroll corporate investigations division (which includes the Kroll Ontrack litigation support and e-discovery business) up for sale for $1.3 billion. A number of private ⇨

⇨ equity groups (including the Carlyle Group and Apax Partners) are reported to be interested in Kroll, as is its founder Jules Kroll, who originally sold the business to Marsh for $1.9 billion in 2004.

Comment: The suggestion is Marsh wants to sell the Kroll business because it is a "poor strategic fit". If this is the case – and a corporate investigations, risk management and litigation support business has no place within an insurance group – this does beg the question: how good is the strategic fit of some of the software companies acquired by LexisNexis and Thomson Reuters in recent years, when they are primarily publishing and information businesses?
• Results-wise, although Kroll's Q4 revenues only grew by 1%, the Kroll Ontrack business enjoyed a 19% increase.

More changes at Elite

Earlier this month Thomson Reuters' Elite business issued the following statement: "Steve Buege has decided that now is a good time to step down as CEO of Elite and pursue other career opportunities. Steve has played an important role at Thomson Reuters in several leadership positions and, in particular, in supporting the development, launch and customer implementation of the Elite 3E platform. Much of the transformation at the Elite business that he came to accomplish has been completed, or is well underway, and the business is positioned to grow, making it a logical time for him to transition. Kim Massana, Elite senior vice president and general manager, will serve as president while an external search is conducted for this role."

March new deals

Frost Brown Todd outsource to Intelliteach

Frost Brown Todd, which has 950 staff in 9 offices across mid-America, has selected Intelliteach as its service/help desk outsourcing partner. Intelliteach is providing the firm with complete 24/7 help desk support, including web-based ticket tracking and 100% coverage of users' 'level 1' technical support questions. Prior to using Intelliteach, the firm says it periodically faced help desk staffing issues during technology rollouts and following mergers.

Eimer Stahl select Recommind for e-discovery

Chicago litigation boutique Eimer Stahl Klevord & Solberg LLP has selected Recommind's Axcelerate eDiscovery platform to help reduce its e-discovery costs and timelines, while also gaining early case assessment insight from the start of proceedings. The firm's founding partner Nathan Eimer said "We looked at everything on the market and nothing could compete with Axcelerate's Predictive Coding technology.

Skadden Arps picks Frayman Compliguard

Skadden Arps Slate Meager & Flom has selected Compliguard Protect from The Frayman Group to provide information barriers, ethical walls and unusual activity monitoring across the firm's information repositories on a global basis.

Keno Kozie win at Fraser Stryker

Nebraska-based Fraser Stryker PC LLO has selected Keno Kozie to provide managed IT services and has now outsourced the majority of its IT network function including 24/7 system monitoring, routine system maintenance and risk assessment.

Sandia National opts for Exterro for e-discovery

Sandia National Laboratories has chosen Exterro's Fusion suite to automate some of its legal processes. To provide an end-to-end platform to handle ⇨

⇨ legal governance, risk and compliancce inititives, Sandia has already implemented Fusion Legal Hold and has now selected Fusion Discovery Workflow Management for further automation of the organization's e-discovery processes.

Georgia Legal Services deploy InfoExpress

Yesterday InfoExpress, a supplier of network security solutions, announced that the Georgia Legal Services Program had deployed its CyberGatekeeper (with dynamic network access control) and CyberGatekeeper Remote systems to help secure the non-profit, access-to-justice organization's network.

Montana Bar discounts web design with EsqSites

The State Bar of Montana has selected EsqSites123.com to provide web design and hosting services to its members, including a 25% discount.

New product launches

New domain management service from CT

CT Corsearch and CT Corporation, both part of the Wolters Kluwer group, have teamed up with domain management experts Com Laude to launch new domain name registration and management services that will allow customers to register, monitor and protect their global internet presences more effectively and through a single platform.
www.ctcorsearch.com

New virtual datarooms announced

Firmex Inc, who develop secure, collaborative and branded virtual dataroom environments for law firms and corporations, have released the first wave of their new software architecture. The new platform, designed in response to user requests, is said to 'exponentially increase the speed in which users can review large volumes of documents, improving performance for large projects in the order of 10 to 100 times'. Firmex virtual datarooms are typically used for conducting due dilligence, reviewing transaction drafts, closing deals and providing legal client extranets and document libraries online.
www.firmex.com

Getting down to Baseline with document review

Baseline Solutions has launched a new legal document review tool called Baseline. Through a series of customizable 'Playbooks,' the system automatically inserts omitted language and deletes undesirable text from 3rd party documents. Baseline marks the document in Microsoft Word using track changes and hyperlinks clauses to a knowledge-base of expert commentary and best practices. ⇨

⇨ Baseline, which costs from $139 per user, per month (a free trial is available) can be used on NDAs, SLAs and software license agreements.
www.baselinesolutions.com

Speech technology news

New mobile transcription service

US Transcription Inc has launched a new Mobile Assistant division offering a transcription service for attorneys on the move. Users just call a toll-free dictation number and dictate their notes, letters or other correspondence down the phone. The company's team of US-based transcriptionists will then turn around the documents and email them back to you. Mobile Assistant has also completed an integration with LexisNexis Interaction so transcribed notes can also be filed directly into a firm's CRM database.
www.mobileassistant.us

New wins, products & staff at Verdatum

Three stories from Verdatum this month: Chicago litigation firm SmithAmundsen LLC has swapped out its legacy analog tape technology in favour of a Verdatum digital dictation and transcription workflow system, which has now been rolled out to over 125 attorneys. Verdatum has also launched what it describes as a "second generation" digital dictation application for the Blackberry that replicates all the functionality of dedicated digital dictation hardware. And, finally, Verdatum has appointed Michael Dunn, previously an account executive with rival DDS vendor Bighand, as its new West Coast regional sales director.
www.verdatumsys.com

New product launches

Smart WebParts now supports 'classic' time entry
Smart WebParts has released v2.6 of its Smart Time on-demand time capture system. The latest release adds 'classic' time entry functionality, making it a viable replacement for legacy time recording systems such as Carpe Diem and Elite WebView.

Opportunity knocks with Hubbard One
Hubbard One has released Monitor Suite Opportunity Finder, a new research tool that lets users filter by industry, geography, legal activity and financial status to uncover business development opportunities including new customer and lateral hire prospects.

New hires

New regional sales director at DocAuto
DocAuto, a provider of software applications for the Autonomy iManage Worksite platform, has appointed Ray Diehl as its new director of sales for the Southeast region of the United States. Prior to joining DocAuto, he held sales positions in PC Docs, iManage and Autonomy.

Geller Data hires new software architect
Geller Data Solutions Inc (GDSI), which specializes in document management and related technology systems, has hired Microsoft Sharepoint expert Mike Ferrara as Senior Architect for Software. Ferrara is also as an editor for the community-based SharePointReviews.com

DTI expands Washington DC team
As part of the company's ongoing expansion, Edwin McQueen has joined Document Technologies Inc as director of technology for the Washington DC market. McQueen, who is Dataflight, Concordance and iConect certified, was most recently a litigation

➪ support analyst and project manager with SonnenscheinNath & Rosenthal LLP.

Client Profiles new sales & marketing coordinator
Brittany Smith has joined Client Profiles as sales and marketing coordinator.

Altep names Greg Duke as director of sales
Greg Duke has joined e-discovery and litigation support specialists Altep Inc as director of sales. Duke's previous roles include V-P of sales at Fios and V-P of sales & client services at Oce.

New Eastern manager for nQueue Billback
Richard Walters has joined nQueue Billback as Eastern Region business development manager. Walters, who has worked in the legal sector cost recovery business for over 14 years, will be based out of New York City.

American Legal Technology Insider

American Legal Technology Insider (ALTi) is the legal IT industry newsletter for the US and Canadian large firms' market. It is available free of charge as a PDF to subscribe email **altisubs@legaltechnology.com**

Insider contact details

Editor-in-Chief: Charles Christian
Phone: +441986-788666
Email: **altinews@legaltechnology.com**
Twitter: **@ChristianUncut #legalit**
Office hours: 8:00am to 2:00pm EST
For editorial, advertising and any other information visit **www.legaltechnology.com/alti.htm**

Alliances, alliances

Last month we saw lots of senior executives playing musical chairs within the legal IT vendor space, this month it's all about alliances. We start with **CT TyMetrix**, who have announced a partnership with the legal networking site **Legal OnRamp**. As part of this relationship, TyMetrix will set up an online facility within Legal OnRamp, called *DataPoint*, that will help corporate legal departments to better understand their data and more effectively manage their legal spend. In addition, existing TyMetrix customers will have the opportunity to license the *SecureRamp* platform, that was developed by Legal OnRamp in conjunction with Cisco.
www.cttymetrix.com + **www.legalonramp.com**

Another new alliance is between **IntApp Inc** and **Metastorm** that aims to build on the way IntApp's Integration Builder software can complement Metastorm's BPM (Business Process Management) technology by providing a centralized way to connect people, information and processes. Brian Gillam, the CIO of Cozen O'Connor, said that after using Metastorm BPM and IntApp Integration ⇨

⇨ Builder together for a number of years to streamline a variety of business processes, including new personnel intake, he felt "These technologies naturally complement one another. Metastorm manages the people side of processes, while IntApp automates the data side of the equation."
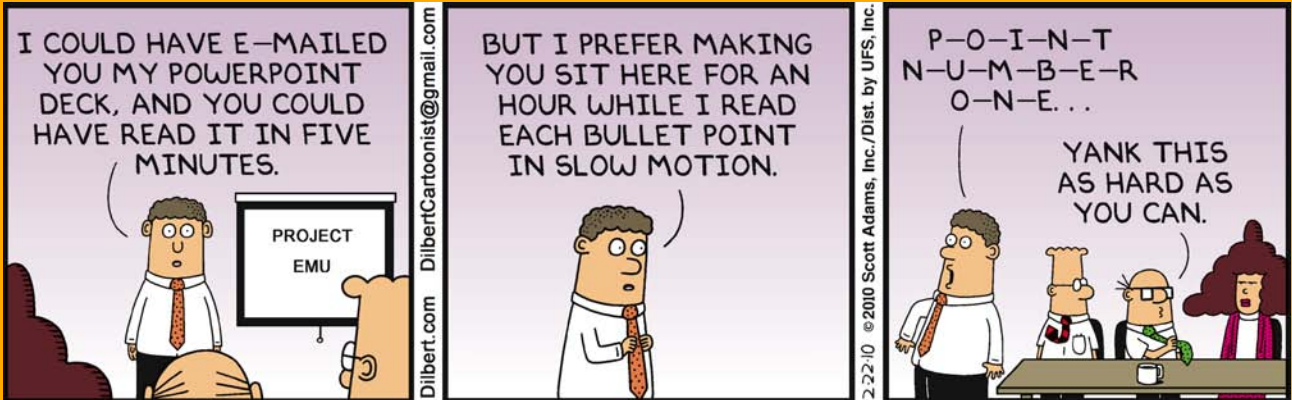**www.intapp.com**

Finally, **CaseCentral** has developed a new connector that integrates **Symantec** Enterprise Vault Discovery Accelerator with the cloud-based CaseCentral eDiscovery Platform. The integration eliminates the need for IT and legal departments to manually export and upload large amounts of data for legal review and, by simplifying the handoff process, also eliminates the opportunity for error.
www.casecentral.com

Next issue...

The next issue of ALTi (No.21) will be published on Thursday 15 April, 2010. The editorial deadline is 13 April – 6:00pm EST. In the meantime keep up with latest legal IT news by visiting our blog at **www.theorangerag.com**