

AMERICAN LEGAL TECHNOLOGY INSIDER

Philips see 'excellent' prospects for DDS in US

According to Florian Schweicker, who is relocating from Germany to Canada in the New Year to head up Philips' move into the North American digital dictation systems' (DDS) market "the possibilities for digital dictation in the United States are excellent and the market looks set to develop in an extremely positive direction." The latest firms to rollout the system are Faruki Ireland & Cox PLL (Dayton, OH) and Sturgill Turner Barker & Moloney (Lexington, KY). Later this week Philips are launching a new partner program with their 135 North American reseller partners and in February will be holding a partner conference in Las Vegas.

Schweicker said Philip's SpeechExec Enterprise DDS workflow solution was now in use in 9 of the top 25 largest law firms in Germany and was seeing growing interest in the DDS-on-Blackberry implementation. He added that the full software plus dictation hardware package would be offered on both a capital purchase and monthly rental basis.

Recessionary tales: prices frozen

As the legal IT world struggles to accommodate the fallout from the global financial crisis – from the UK we are hearing reports of firms having to cancel IT projects because they cannot raise the funding from their banks – in the US, the SoftWise Corporation, creators of the Innova and Metadat products, has just announced a price freeze. In an example of sharing the pain, the company said yesterday that it would freeze prices on both software purchases and maintenance plans at their 2008 levels through to the end of December 2009. Company president William Robertson said "we feel it is important to do our part to help the economy back on its feet" but added that "we are in no way scaling back on our product development or services."

December's big deals

Pepper Hamilton select Recommend

Pepper Hamilton LLP, which has 500 lawyers across seven states and the District of Columbia, has chosen Recommend's MindServer to be the platform for its search and knowledge management operations.

Place & Hanley go the SaaS route

Niche North Carolina practice Place & Hanley PLLC has selected a Clio web-based practice management system from Vancouver-based Themis Solutions Inc to run on an SaaS (software as a service) basis. www.goclio.com

Ballard Spahr pick Pro Bono Manager

Ballard Spahr Andrews & Ingersoll LLP, which has 550 lawyers and 12 offices, is the latest customer for the Pro Bono Manager pro bono management system for law firms. The system's development (carried out in partnership with XMLaw and running on Microsoft SharePoint 2007 and SQL Reporting Services) was funded in large part by a grant from the *Bill & Melinda Gates Foundation*. This described Pro Bono Net as "a model for non-profits looking to create innovative, technology-based delivery systems that are sustainable long term." www.probono.net/probonomanager

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Microsystems add users and functionality

Microsystems has announced new functionality for its D3 (dynamic document drafting) software. These include the ability to draft a document directly from a Word 2007 ribbon or Word 2003 toolbar, to help increase productivity and efficiency. In addition, it is now also possible to customize ribbons and toolbars to create practice area or role specific functionality. Other new features include the ability to populate content and answers from one document to another; and to store document data for tracking purposes.

Microsystems has also announced a raft of new customers including Vinson & Elkins LLP (Houston, TX), Robinson, Bradshaw & Hinson PA (Charlotte, NC) and Simmons & Simmons (London) who have all recently purchased Microsystems software for their document production environments. In addition, Dechert LLP has rolled out Microsystems' DocXtools to reduce '11th hour document corruption emergencies'. Dechert's CIO Michael Shannon said they had rolled the DocXtools 'Traffic Signal' firm-wide to lawyers, paralegals and secretaries so users could proactively check the health of documents well in advance of client or filing deadlines.

www.microsystems.com

IGC launches new Brava! suite

Informative Graphics Corporation (IGC) has launched its new Brava! Enterprise software suite for multi-format viewing, annotation and secure content delivery. New features include enhanced redaction capabilities, with redacted files output to TIFF, PDF or IGC's own CSF content sealed format. This includes a Visual Rights function that allows users to add additional file security features, such as password protection and expiration date, as well as restrictions on print, copy and markup.

- In a related development, IGC has also released Brava for Livelink ECM, an out-of-the-box version of Brava Enterprise that offers role-based redaction functionality for users of Open Text Livelink document management systems.

www.infograph.com

New hires

Benamran joining White & Case

Well known knowledge management expert and conference speaker Oz Benamram is leaving Morrison & Foerster (MoFo) to join White & Case as chief knowledge officer.

Ex-Whitehill execs join T4G in Moncton

Two former senior executives at Whitehill Technologies – Fred Yeomans and Kevin Berry – have joined Canadian systems house TG4 and will be based in the company's new Moncton offices. Until Whitehill's acquisition by Oracle in 2007, Yeomans was VP technology and Berry VP sales.

www.t4g.com

Gayle O'Connor moves on


Gayle O'Connor has left Anacomp to pursue "other interests" – believed to be a sales position with another vendor. Rob Jensen is the interim solutions marketing manager for Anacomp's CaseLogistix range.

New lit support services director at Wave

Wave Software has hired Aaron Connelly as director of litigation support services. His brief includes promoting the effective use of litigation support applications and educating clients on best practices for the collection and processing of documents. Prior to joining Wave, Connelly was with IKON Legal Document Services and Onsite3.

New sales director at Orange Legal

Orange Legal Technologies has appointed Kristin Currey as its new director of national account sales. This is a new position stemming from Orange Legal's growing business in the enterprise e-discovery arena. Prior to joining Orange Legal, Currey was at H5 Technologies and before that IKON.



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New CEO and new release for ISYS Search

ISYS Search Software has appointed Scott Coles to the post of CEO. The move comes at a time when the company says it is 'embarking on a new age of growth as the market for enterprise search and information access is rapidly expanding.' The company says that under Coles' leadership 'ISYS will execute on a new strategic direction characterized by an expanded presence in Europe and Asia, specialized vertical market offerings, a broader channel sales strategy and a deeper set of embedded search solutions for OEMs and ISVs'. Before joining ISYS, Coles held senior roles with companies such as EDS, Lucent Technologies and Avaya. He was also part of the team that established AT&T Bell Labs in Australia in the mid-1990s. ISYS founder Ian Davies remains with the company as chairman of the board.

ISYS has also announced the release of ISYS:web 9, the company's next generation enterprise solution for intranets, websites, Microsoft SharePoint and custom web applications. Along with a range of enhancements, the product has also expanded its content mining capabilities using predictive and other methods to help users better understand their content. For example, through its Intelligent Content Analysis, ISYS notes key characteristics about a content collection, such as metadata patterns and entities, and leverages these facets in the interface to provide a more fluid search and discovery process.

Users can also use a web federator to federate their searches across both ISYS and non-ISYS content sources. Other new features include: exchange indexing, as a way of responding in a timely manner to discovery requests; intelligent query expansion to automatically offer a wider context to search requests; and improved performance and scalability.

- ISYS has also revamped and relaunched its website to emphasize the company's new focus and positioning as an information access and discovery solutions provider for government, legal, law enforcement, recruitment, SharePoint and OEMs.

www.isys-search.com

New product launches

Version 7 from Esquire

Esquire Innovations Inc has released new versions of its iCreate document production and iRedline document comparison applications. New features of iCreate 7 include integration with the Microsoft Word 2007 user interface, legal numbering and style ribbons for formatting documents.

Along with support for Interwoven, Open Text and other DMS systems, new features of iRedline 7 include the ability to work with 3rd party software, such as DeltaView; and enhancements to Word's own Tracked Changes and Compare Documents functionality. Esquire CEO and president Randall Farrar said although law firms want to use Word 2007's native features to communicate with clients and others, they also require certain features that are missing in Word, which is why iRedline 'starts where Word leaves off'.

- Esquire is hosting a webinar – entitled Key strategies for metadata control – on Tuesday 9 December at 9:00am. This will look at why law firms need policies for dealing with metadata and how software can help manage it. To login, visit the events section on the Esquire website and follow the links.

www.esqinc.com

Easy Soft say easy HUD

Easy Soft has announced that its real estate closing software product Easy HUD will meet all RESPA Final Rule requirements, as issued on November 14 by the US Department of Housing & Urban Development. The changes to the Real Estate Settlement Procedures Act will take effect on January 16, 2009.

www.easysoft-usa.com

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Elite “is in a good place” says Buege

Last month we caught up with Elite’s president & CEO Steve Buege and this is what he had to say...

As to suggestions that 3E may have originally been launched prematurely (although this was before he joined the company) Buege said the product had “long since crossed the threshold of being immature and was now a solid, stable system.” He added that version 2.0 was now available and running live in 15 organisations – with the next major milestone being the Allen & Overy release (version 2.4) scheduled for early 2009. He also said a lot of the original “noise” generated by the fact 3E was marketed as a new product, rather than merely an upgrade to the Enterprise system, had now gone away as customers came to appreciate it really was an entirely different system, representing a quantum leap from what had gone before.

So what about the reports that 3E is difficult to implement? Buege said the issue here was that because a lot of the power of 3E derives from the data model, anyone planning to implement 3E needs to spend time on that model, including cleaning up their old data – whereas other systems that don’t use data so precisely are a little more “careless and forgiving”. That said, he also admitted that while he felt good about the progress of the software as a product, he believed Elite could still improve both on the ‘packaging’ of 3E (in terms of installation and documentation) and the implementation methodologies, so it wasn’t such a steep learning curve for some firms. To this end the company is now investing a substantial resource in improving packaging, delivery and implementation so that “the reaction is Wow – the system is as good as we were promised”.

We also asked about the issue of 3E’s inbuilt workflow and business intelligence functionality versus the use of 3rd party workflow and BI products. Buege said there had been a lot of misunderstandings and FUD spread by some competitors but the basic strategy had always been to provide users with much more native capabilities than were available in Enterprise. And that while for many firms that would be ➔

➔ enough, it was always recognised other firms would want more and prefer to go for 3rd party systems, which was why Elite still wants to keep and encourage its “3rd party ecosystem” of compatible vendors.

As to the ‘why doesn’t Elite use industry standard products like the Microsoft Workflow platform?’ debate – apart from pointing out Microsoft workflow is a proprietary platform – Buege said 3E actually does build on top of industry standard open web technologies. It just adds to them so users have the choice of either developing their own workflows in VisualStudios natively OR they can use the 3E toolkits and avoid having to do it themselves. “What would take 5000 lines of code natively, you can do in 350 lines within 3E,” said Buege.

He also confirmed that Elite is continuing to invest in Enterprise (release 3.8 is due soon) and said the company is “not even planning a sunset date yet”. The result is Elite “is in a good place”. For new customers or users wanting to move up a level, there is 3E, while for existing users who understandably may want to stay where they are until the economic outlook improves, there remains Enterprise as a vibrant rather than legacy product. “We can offer users the full spectrum of options from staying with the current market leader to leapfrogging to a next generation system,” he added.

Law schools connect

Law School Connect, an interview network for law schools, law firms and legal non-profits, now has videoconference facilities in more than 50 law schools across the US, so recruiters can ‘meet’ candidates without either side having to travel to interviews.



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Kazeon ups the ante for e-discovery

Kazeon Systems Inc has launched KazForensics. The company claims it has 'an intelligent comprehensive set of forensics capabilities that creates new standards for complete authenticity of data and metadata, as well as maximum defensibility of the e-discovery process' that ups the ante for forensically sound, end-to-end e-discovery workflows.

According to Kazeon, the new system offers customers five key benefits:

- Maximum risk reduction through complete transparency and defensibility of the e-discovery process.
- No data or metadata spoliation thanks to evidence preservation and data integrity.
- Chain of custody of e-discovery workflow by tracking data and maintaining integrity as documents and emails move across stages.
- Expanded usage as the solution is now not only for corporations and law firms but also law enforcement agencies and forensic experts.
- Assured data integrity as the data transfer to outside counsel or other legal consultants is in a forensically sound manner ensuring the maximum defensibility of the process.

The net result, according to Kazeon VP of product management Jay Desai, is "with KazForensics, a corporation or law firm can ensure there is no data spoliation anywhere in their e-discovery process."

www.kazeon.com

E-discovery & litigation support

Website archiving for e-discovery

Hanzo Archives has launched an ISO standard web archiving tool that captures websites and then archives and stores the data in realtime. The archives remain searchable and browsable at any time. Hanzo say the product fills a crucial gap in the market where websites are to be treated as any other ESI in e-discovery, litigation and compliance.

www.hanzoarchives.com

⇒ Onsite and Clearwell in joint initiative

To help their respective customers strike the right balance between hosted and inhouse e-discovery solutions, Onsite and Clearwell Systems have announced a cross-platform initiative. This means customers conducting early case assessment, defensible search and intelligent culling inhouse using the Clearwell E-Discovery Platform, can then rapidly move potentially responsive results into Onsite's eView document review platform, while maintaining all tags, folder structures and notes.

www.onsite3.com

www.clearwellsystems.com

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Inhouse news in brief

Linde North America licences Exari

Exari Group Inc, a supplier of document assembly and contract management software that recently relocated to Boston (MA), has won a contract from Linde Inc that will see the company using Exari software to automate the production of sales contracts for its US, Puerto Rico and Canadian business units. Linde North America general counsel Mark Weller said that once the legal department had set up the templates in Exari, the sales team would be able to create contracts and close deals in less time and without tying up inhouse legal resources.

www.exari.com

Word 2007 and the transatlantic divide

Interviewed at a recent conference in London, Donna Payne of Payne Consulting said one of the reasons why US law firms are migrating to Word 2007 at a faster pace than their UK counterparts, is because of a faster than anticipated adoption of Microsoft Office 2007 by US corporates. "With corporates asking 'what platform are you on?' law firms are having to upgrade to 2007 if they don't want to be seen as old fashioned or if they want to appear ahead of the game and steal an edge on their competitors," said Payne.

Housekeeping update

We try not to be too inward looking here on ALTi but sometimes it can't be helped so here are some brief housekeeping updates...

- ALTi editor Charles Christian will be in New York for the LegalTech show in early February. Along with chairing a session on e-discovery, he wants to meet as many vendors as possible. Email ltny@legaltechnology.com for details.
- Thanks to the wonders of VoIP and virtualisation, we can now offer our US readers a toll-free phone number on which to call us direct: 1-866-782-4709

Microsystems honored with NYC pro bono award

The Legal Aid Society, a New York City based organisation that provides access to justice for low income children, families and individuals, has honored document technology specialists Microsystems with one of the Society's 2008 Pro Bono Awards. Microsystems earned the award after providing software and services – including providing WordPerfect to Microsoft Word document conversion services – to assist the Society with its technology upgrade.

New white paper

DocuLex has published a new white paper *Why Electronic Document Management?* that can be downloaded free of charge from the company's website. The white paper provides a handy overview of the subject from the management, capture and retrieval of paper documents, electronic files and scanned images through to records management, including retention policies and compliance issues.

www.doculex.com/WhitePaperRequest.asp

Next issue...

The next issue of ALTi will be published on Thursday January 15, 2009. The editorial deadline is January 13 – 6:00pm EST. In the meantime, keep up with latest news on our blog at www.theorangerag.com

- Click here for a full list of American Legal Technology Insider 2009 production dates: www.legaltechnology.com/deadlines.htm

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