



ILTA and InsideLegal Release 2010 ILTA Member Technology Purchasing Survey

Law firms with 50+ attorneys reveal IT budgets, technology spending, purchasing influences, IT challenges and future technology trends

Las Vegas, NV – August 23, 2010 – The [International Legal Technology Association](#) (ILTA), and [InsideLegal](#), an online legal community and insider’s guide to doing business in legal technology, today released the findings of the 7th annual ILTA Member Technology Purchasing Survey (Survey). The 2010 Survey, focused on feedback from ILTA member law firms with 50 or more attorneys, covers IT budgeting; technology purchasing patterns; selection criteria and influencers; technology trends & IT challenges, and state-of-the-economy questions. Survey findings and analysis will be presented as part of InsideLegal’s [vendor education program](#) in conjunction with [ILTA’s Annual Conference](#), taking place at the Aria Resort in Las Vegas, August 22-26.

The 43 question web-based survey was distributed to approximately 610 ILTA member firms, ranging from 50 to 3,000 attorneys, and yielded 109 unique firm responses. 84% of all participating firms came from the U.S., with the remaining 16% originating from Canada, the U.K., Australia, New Zealand and Brazil.

“ILTA and InsideLegal have long collaborated on legal technology vendor education focused on enhancing our vendor partners’ value, not only at the annual ILTA Education conference, but throughout the year,” stated Peggy Wechsler, Program Director, ILTA. The ILTA Member Legal Technology Purchasing survey is a perfect example of how InsideLegal partners with us on giving back to vendors and members. The feedback we receive, not only from vendors and firms, but the broader legal community, validates our decision to take on this project every year and distribute and share this free resource.”

2010 Survey highlights include:

- Overall firm technology spending as a percentage of firm revenue is still down, but slowly rebounding;
- 33% more firms indicated technology budget increases vs. 2009. Firms with growing tech budgets cited an average increase of 11%;
- 45% reported their firms are already back to normal financially, while only 6% indicated it will take another 12+ months (compared to 45% in 2009);
- 2009 legal tech implementations were predominantly focused on core hardware and IT infrastructure projects;
- 43% of all respondents are planning Microsoft Office upgrades in 2010/11;

- According to legal IT and firm end-users, satisfaction with newly implemented technologies is down from previous years;
- *Peer to Peer* magazine, ILTA whitepapers, *CIO Magazine*, *Law Technology News*, *Information Week* and *Computerworld* are among the favorite ILTA member reads;
- 17% of responding firms indicated implementing a cloud strategy this year, compared to 9% in 2009;
- 49% utilize SharePoint internally, while 24% use it as a collaboration tool for client and other external communications;
- 69% of all survey respondents were offered vendor discounts last year, with 20% receiving free services from their technology vendors;
- The biggest challenges facing legal IT departments include email management, staffing issues, and storage needs.

“We thoroughly enjoy working with ILTA and look forward to co-producing this member technology purchasing survey as a way to provide truly unique and invaluable content to the legal technology community,” said JoAnna Forshee, CEO, InsideLegal. “Every year we are astounded by the great data and insight we get back from eager ILTA members. The IT purchasing and budget information just keeps getting better so we always look forward to sharing these findings and getting this invaluable analysis to as many legal technology vendors, media and legal thought leaders as possible.”

To download a complimentary copy of the 2010 survey analysis, go to www.INSIDELEGAL.com. For more information on the survey results, methodology and other legal market research initiatives, contact Jobst Elster at elster@insidelegal.com.

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About InsideLegal

InsideLegal is the insider’s guide to doing business in legal technology - both in the US and internationally - for legal technology thought leaders, vendors, consultants/technologists and law firm innovators. In addition to information on industry events, publications and personalities, InsideLegal.com focuses on legal technology industry market research and trends. Sign up at InsideLegal.com to receive industry news by email. For more information, please call 770.438.1908 or visit www.INSIDELEGAL.com. Send email inquiries to jf@insidelegal.com or follow us on twitter [@insidelegal](https://twitter.com/insidelegal).

About ILTA

The international Legal Technology Association (ILTA) is the premier peer networking organization, providing information to members to maximize the value of technology in support of the legal profession. Reach the ILTA organization of legal technologists by contacting Peggy Wechsler at (512) 795-4662 or peggy@iltanet.org.

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