

AMERICAN LEGAL TECHNOLOGY INSIDER

Conflict over the Pacific !

The struggle for domination of the legal time, billing and practice management systems market, between the rival Aderant Expert and Thomson Reuters Elite 3E platforms, has shifted in recent months to the Asia Pacific region. Thanks to a combination of legacy sites (including local Australian vendors as well as Solution 6 and Keystone implementations), the economies of Australia and New Zealand both coming out of recession and the emerging Indian and South-East Asian legal markets, both vendors are currently competing to win or retain sites. From the figures we have gathered, the scorecard so far this year looks like this:

- **Elite 3E** has been implemented or ordered by these firms and organizations: **Hesketh Henry** (NZ, live, ex Aderant CLO), **Crown Law NZ** (NZ, live), **Buddle Findlay** (NZ, going live September, ex Aderant CLO), **Crown Law QLD** (AUS, going live November, ex Aderant CLO), **M+K** (AUS, going live October, ex Aderant), **A&G/Allen & Gledhill**, Singapore, just starting Enterprise to 3E migration project), **LHAG** (Malaysia, live), **Thynne Macartney** (AUS, June 2010 deal), and **Blake Dawson** (AUS, July 2010 deal, ex Aderant Keystone).

- **Aderant Expert** has been implemented or ordered by these firms and organizations: **DAS/Dibbs Abbot Stillman** (AUS), **Holman Webb** (AUS), **Wotton Kearney** (AUS) and **AAR/Allens Arthur Robinson** (AUS, Keystone to Aderant Expert migration).

Inevitably a lot of spin is being generated in the APAC region over these figures but at least three conclusions can be drawn. The first is Elite has ➡

➡ well and truly recovered from the original concerns surrounding 3E. The second is with firms the size of AAR selecting Aderant Expert, they clearly have no doubts about its capability as a global enterprise practice management system. And, finally, this is yet another part of the legal market on which SAP has yet to make any impression.

- *The debate surrounding the APAC market has become the most commented on topic this year on our companion blog www.TheOrangeRag.com*

August's new deals

Two more Recommind wins Recommind has announced two further law firm wins for its MindServer Search knowledge management search platform. For contractual reasons, the only firm we can mention is Sutherland Asbill & Brennan, who are using MindServer Search to power and provide the back end infrastructure for their *Ask Sutherland* search portal. This allows the firm to crawl, index and access information from DMS libraries, office file shares, time & billing systems, docketing systems and Microsoft Sharepoint.

Prosperoware win 10 deals Prosperoware LLC has just announced that Milan, its matter-centric collaboration application for Autonomy iManage Worksite, is now in use in 10 AmLaw 200 firms, including Duane Morris, Cravath Swaine & Moore, and Hughes Hubbard & Reed.

Holland & Hart pick CompuLaw Denver-based Holland & Hart has chosen CompuLaw Vision for its firmwide calendaring and docket matter management needs.



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More August deals

nQueue Billback has good year Reflecting the current popularity of cost recovery and expenses management systems, nQueue Billback reports that in the 12 months since the two businesses merged, the company has won 30 new customers and that over one-third of AmLaw 100 firms are now nQueue Billback sites.

Tikit eMarketing sales up Tikit reports that North American sales of its eMarketing Suite add-on for the LexisNexis Interaction CRM are continuing, with the latest wins including Honigman Miller and the Kauffman Foundation.

FTP alternative gaining traction Over the past 12 months Accellion has signed up over 20 new law firm customers as users of its Accellion Managed File Transfer solution. This offers both an easier-to-use alternative to FTP file transfer plus an audit trail for tracking and reporting file movements. Recent wins include Cadwalader Wickersham & Taft, Deily Mooney & Glastetter, Epstein Becker & Green and Nelson Mullins Riley & Scarborough.
www.accellion.com

News round-up

CaseLogistix changes hands Thomson Reuters has acquired the CaseLogistix document review system from Anacomp for an undisclosed sum. The system will be added to the Westlaw Litigator product portfolio, with CaseLogistix staff transferring to the Litigation business at Thomson Reuters Legal.

New team at RealPractice RealPractice, which last month changed its name from Practice Technologies, has announced three new senior management appointments: Brad Cooper joins ➡

➡ the company as senior VP of marketing & general manager for online channels, Matt New joins as VP of product, and Claude Ciocan joins as VP of engineering. The company has also closed a round on new funding with participation from original angel investors, Rustic Canyon Partners and Miramar Venture Partners.

Firm expects big savings Following a recent support services evaluation and outsourcing RFP project carried out by the Mattern & Associates consultancy on behalf of Hartford (Conn) law firm Robinson & Cole, the firm expects to save 22% on the cost of outsourcing support services, as well as cut its off-site copy and litigation support spend by 80-to-85%. Following the tender process, R&C awarded the contract to Pitney Bowes Legal Solutions, who are also supplying new MFDs (multi-function devices) including color printing.

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Voice technology news

Win for Verdatum New York-based Silverman Sclar Shin & Byrne has completed a rollout of a Verdatum digital dictation workflow system, along with Verdatum’s mobile dictation application for the Blackberry. With the latter, senior partner Peter Silverman says he can still be productive even while sitting in the Long Island Expressway summer traffic.

New voice recorder from Grundig Grundig Business Systems has announced the Digitnotice, a new digital voice recorder that also doubles as an MP3 music player and a 2Gb USB memory stick.

Dragon 11 announced Nuance has announced details of version 11 of its Dragon Naturally Speaking speech recognition software. New features include enhancements to the user interface, including an updated toolbar; support for Microsoft Word, Outlook and Excel 2010; improvements to the correction and edit functions; and the ability to set up a new profile to transcribe from pre-recorded digital voice files in just 4 minutes.

New product launches

Mimecast supports Exchange 2010 Mimecast has announced that its Unified Email Management suite of services now fully supports Microsoft Exchange 2010, including its 64-bit architecture.

Meaning based coding Autonomy has launched a Meaning Based Coding module that the company says will ‘radically reduce the time and costs associated with ediscovery and document review.’ The module uses pattern recognition technology to watch and learn how legal teams code documents and then extrapolates this data to automatically analyze, code and prioritize remaining documents

➡ for a further final review by the legal team.
www.zantaz.com

DocAuto announce v1.7 DocAuto has released v1.7 of its flagship Workspace Manager system for managing matter-centric architectures within Autonomy iManage Worksite. New features include the ability to copy, cut and paste matter-centric structures between templates and the ability to automatically load fields from input queries.

Two new KwikTag apps DocSolid has launched two new products for its KwikTag document capture platform. These are ScanBack for documents and MailScan for scanning/converting the daily mail.



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ELITE 3E WORKS FOR LEWIS SILKIN

Download the Case Study and Client Profile to find out how 3E works for this leading law firm. [LEARN MORE >>](#)

ELITE

New round-up

Accola launches Sharepoint DMS Accola, the new Dutch-based entrant into the US legal IT market has launched its Epona DMS4Legal document management system into North America. Accola describes the system as the first legal market-specific DMS powered by Microsoft Sharepoint 2010. DMS4Legal also handles email management and uses a choice of Microsoft Sharepoint Search or FAST as a search engine.

- Accola has also announced a strategic partnership with Tom Jones' Iridium Technology to provide business intelligence products and implementations to small and medium-sized firms. The partnership will focus on Microsoft and Aderant BI solutions.

www.accola.com

Norm Mullock joins IntApp IntApp is continuing its reputation as the new home for some of the best talent in the legal IT industry with the recruitment of Norm Mullock as VP of product marketing. Mullock, best known as the founder and chief strategy officer of Redwood Analytics, was most recently the VP of product strategy at LexisNexis, following its acquisition of Redwood in early 2008.

ProLaw duo defect to Client Profiles The competition between Thomson Reuters ProLaw and Client Profiles has been cranked up a notch by the recent news that Karen Clifford and David Grabner have been recruited by Client Profiles as regional sales managers. Between them, the duo have over 20 years' experience in senior sales roles with ProLaw. Both say they feel working for a private legal technology vendor will allow them to remain dedicated to the law firm customers they work with.

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