

AMERICAN LEGAL TECHNOLOGY INSIDER

The recession is starting to bite

For our recent online survey – *Reasons to be Fearful* – we started out by asking whether law firms had significantly amended their IT strategies since 1st September 2008. Nearly three out of every five (58.8%) firms responding said they had postponed, delayed or deferred IT projects since 1st September; over two-thirds (67.6%) said they had cancelled IT projects; and, 57.6% said they had delayed, postponed, deferred or cancelled making decisions on future IT procurement projects.

On an even more sombre note, 38.2% of firms said they had already made IT staff related redundancies and lay-offs since 1st September and 44.1% were actively considering lay-offs. In other words, we could be seeing IT related job losses in at least four out of every five (82.3%) law firms.

In total, a mere 35.3% of firms said their current IT strategies and procurement plans were continuing unchanged – which suggests 2009 could be a very lean year for the legal IT industry. Asked why, 11.8% cited difficulties in securing credit to fund IT projects; 23.5% said they were reluctant to be seen spending money on IT at a time when they were laying off staff; and, 76.5% said their prime motivation for cutting back on IT was the continuing uncertainty about the economy and its impact on their firms' business.

Clifford Chance standardize DMS

After several years of running with Open Text (previously Hummingbird) as its DMS platform in London and Interwoven Worksite in New York, the international law firm Clifford Chance has standardized on Open Text DM as its global document management system and is swapping out Interwoven from all its American offices.

January's big deals

Brown Rudnick selects 'holistic' Mimecast

Brown Rudnick LLP has selected Mimecast's SaaS-based (software as a service) unified email management service to run across six offices worldwide. The firm says the combination of an improvement in infrastructure efficiency and replacing four different legacy applications (for data leak protection, email security, spam filtering and virus protection) to create a "holistic unified approach to email management" equates to a 60% reduction in IT costs since switching over to the Mimecast service.

Little Mendelson choose Recommind

Labor law specialist Little Mendelson has selected Recommind's MindServer platform to power the firm's Sharepoint portal search functionality. Recommind's MindServer Enterprise Search and Matters & Expertise applications will eventually be rolled out to more than 750 attorneys across 45 offices to enhance the firm's knowledge management resources and permit the searching of multiple data repositories from a single location.

Gibson Dunn & Crutcher pick CaseLogistix

Anacomp has announced that it is to provide both hosted and on-premise versions of its CaseLogistix litigation support platform to Gibson Dunn & Crutcher LLP. The firm will use the software in its Orange County office to organize and review electronically stored information (ESI).



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CRM4Legal gets new pricing model

Client Profiles has introduced a new licensing and pricing model for its Microsoft Dynamics CRM-based CRM4Legal application. The new model, negotiated with Microsoft, is role-based to accommodate the differing needs of CRM users within a law firm. This translates to 'power' functionality for heavy users of the system, such as marketing and business development teams; and 'lite' functionality at lower cost for users with more limited requirements, such as attorneys.

In other CRM4Legal news, Client Profiles has launched a series of free add-on 'accelerators' for the CRM product. These include the Event Management Accelerator, which makes it easier for law firms to manage the planning, execution, tracking and reporting aspects of events, and the Enterprise Search Accelerator, which allows Microsoft Office Sharepoint Server (MOSS) users to view and search Microsoft Dynamics CRM data directly from a Sharepoint portal.

- Starting on 25th February, Client Profiles will be running a series of webinars on legal technology-related topics. The first one – *If you want loyal clients you need CRM* – is being presented in conjunction with Baker Robbins.

www.crm4legal.com/webinars.asp

Trio of vendors say: what recession?

One interesting aspect of the current recession is it appears to be hitting some vendors harder than others. Three companies who believe they are bucking the trend are IGC, Esquire Innovations and eBillingHub who are all reporting increases in demand for their products and services.

Esquire, which supplies Microsoft Office integration software including redlining and metadata applications, says new product license sales increased by 12% in the last six months of 2008. Meanwhile IGC (Informative Graphics Corporation) reported a 50% growth in revenues arising from sales of its redaction and other systems in the year to November 2009. And, finally, last week eBillingHub announced record results for its 2008 fiscal year, including a 156% increase in customers and a 212% increase in earned revenue.

New hires

Gayle O'Connor joins TutorPro

Legal market e-learning systems supplier TutorPro has appointed Gayle O'Connor as director of North American sales. O'Connor, who has been involved in the legal IT market for over 20 years, joined the company in December from Anacomp, where she had previously been the solutions marketing manager.

- Jennifer Cadieux, who was previously with TutorPro, has joined Encore Tech as director of sales & marketing.

InterLegis hires Brian McHughs

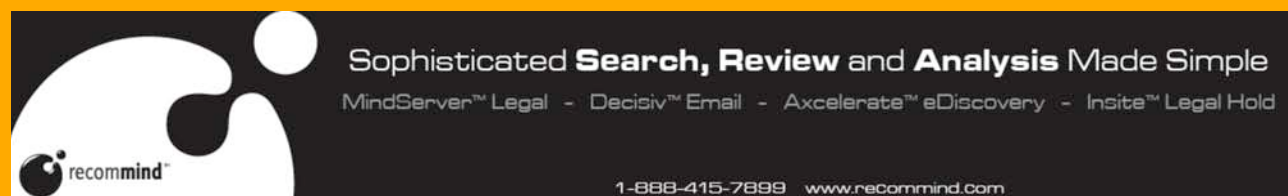
E-discovery services specialist InterLegis has appointed Brian McHughs as the company's new director of client services and operations. McHughs will oversee all aspects of InterLegis' e-discovery culling, as well as data hosting and review services.

eMag recruits Larry Geisel as CEO

E-discovery and data management services provider eMag Solutions announced last week that Larry Geisel had accepted an invitation to serve as the company's new CEO. Geisel, who was one of the founding members of the executive team and former CIO of Netscape, has a long track record in overseeing the growth and development of technology companies.

Finkle joins Forensics Consulting

Beth Finkle has joined Forensics Consulting Solutions (FCS) as director of business development. Along with managing relationships with existing FCS partners, she will also monitor changes in the e-discovery market, including emerging technologies. Finkle began her career as a litigation paralegal and later joined Westlaw.



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Digital dictation – back in the USA

Delaware-based Morris Nichols Arsht & Tunnell has become the latest US law firm to install Verdatum as its firm wide digital dictation workflow (DDS) system. The firm's director of IT Wade Goldt said Verdatum "provides us with genuine, game-changing integration into our Interwoven DDS."

Verdatum's president & CEO John Methfessel added "Verdatum is the only US based digital dictation workflow solution in the industry and all our customers appreciate the fact that when they need support, it is entirely US based. They never need be concerned that they are being supported by companies whose support infrastructure is overseas. We have always stated unequivocally that we are solely dedicated to the legal industry and the unique needs of lawyers and law firms. We know how to respond to their needs and are not torn between their interests and the interests of other industries, such as healthcare. Law firms are our customers. Period."

- Orgain Bell & Tucker, which has four offices across Texas, has also recently installed the Verdatum DDS.

www.verdatumsys.com

Digital dictation news in brief

Philips release Enterprise upgrade

Philips has released version 2.5 of its SpeechExec Enterprise DDS software. New features include upgraded tools to support daily administrative tasks. Existing Philips users on a maintenance contract qualify for a free upgrade to 2.5.

- Karen Fate, most recently with Bighand, is now working with Philips on special projects to support the key account managers and the Philips partner channel.

Bighand definitely maybe

Canadian IP and IT law firm Ridout & Maybee LLP has implemented the Bighand digital dictation system. Workflow manager Janet McEwan-Konink says the firm also looked at Verdatum, Philips and Crescendo to replace its legacy Dictaphone system before selecting Bighand.

New product launches

Handshake extends Sharepoint links

Handshake Software has announced the availability of a new release of its DM and Email Director products. DM Director now offers support for a 'manage in place' strategy so legacy DMS content can be accessed from within Microsoft SharePoint and opened in Office. Email Director has been enhanced to support multiple models (including client, matter, project or professional centric metadata) when profiling Outlook emails to Sharepoint.

www.handshakesoftware.com

DocAuto launch OutiM Server 3.0

Interwoven add-ins provider DocAuto has released OutiM Server 3.0, an update to its email management software. Version 3.0 lets Microsoft Exchange users automatically copy, flag or move emails, contacts, tasks and other types of Exchange content directly into the appropriate filing location within an Interwoven Worksite DMS.

- DocAuto ended 2008 with the addition of more than a dozen new customers running its Workspace Manager system. New sites include Latham & Watkins and Reed Smith.

www.docauto.com

DocuLex adds content control

DocuLex has added content control and compliance capability to its WebSearch system. New features include Microsoft Exchange Server 2007 integration and the ability to organise and archive email to comply with Sarbanes-Oxley.

- DocuLex has also published a new white paper – *Tech Brief: WebSearch 4 Backup & Disaster Recovery* – which is available as a free download from the company's website.

www.doculex.com/WhitePaperRequest.asp

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Peak launch discovery services division

The Peak Organisation, a New York-based provider of staffing services, has launched a new division – Peak Discovery Inc – dedicated to document review, discovery services, project management and metrics. Michael Dalewitz has been named as the division's senior managing director, while Chris Ricker becomes the division's director of project management. Ricker joined Peak after working as a discovery attorney at Debevoise & Plimpton and, from this fall, Dalewitz will also be teaching the first formal e-discovery curriculum at New York Law School.

Last week Peak Discovery also released an upgrade to their proprietary metrics software. Called Peak Review Metrics, this measures and reports on data relating to the document review process and the latest upgrade now gives users a dashboard to track both individual and group metrics, as well as providing a historical perspective. The software is available free of charge on projects staffed through Peak. www.peakdiscovery.com

E-discovery & litigation support

Scarab makes another acquisition

Houston-based Scarab Consulting has made another acquisition in the US e-discovery and litigation support services field with the acquisition of World Document Solutions in New York. Last year Scarab acquired DigIT Technologies, the LIT Group and RLS Legal Solutions. www.consultscarab.com

SEC renews with Guidance Software

Guidance Software has reported that the Securities & Exchange Commission (SEC) has renewed its licences for and will continue using the Guidance EnCase Enterprise and EnCase Forensic applications. www.guidancesoftware.com

iConect adds TIFF-on-the-fly

iConect Development has enhanced the native file viewer function in its web-based hosting and review platform iConect nXT to include TIFF-on-the-fly. This means legal teams will be able to annotate and redact native files as they are reviewed, without requiring 3rd-party TIFFing services. www.iconect.com ➡

➡ New Mimosa NearPoint add-on

Mimosa Systems has launched a new add-on module for its NearPoint platform. Called NearPoint RCO (Retention and Classification Option), it automatically classifies email and files based on policy to help determine what content should be retained, tagged or disposed, which in turn can lower storage costs and speed up e-discovery processes.

www.mimosasystems.com

EarlyCase unveils enCase support

EarlyCase has released full native support for EnCase images and EnCase Evidence Files (E01) in its e-discovery early case assessment software. EarlyCase is delivered on an SaaS basis, ranging from a free basic version to a full enterprise system.

www.earlycase.com

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The Backpage

Donna Payne wins first ever consultant of the year award

Donna Payne, the founder of the Payne Consulting Group, has won the first ever award for 'Consultant of the Year' in the 2008 Law Technology News Awards. The awards, which recognize outstanding innovation in the use of legal technology, also saw Payne Consulting pick up a bronze in the 'Best Collaborative Product' category for the company's new Microsoft Office 2007 training video.

Women in eDiscovery raise \$52k

Having set a goal of raising \$30k for the Susan G. Komen for the Cure & National Philanthropic Trust, which funds breast cancer research, education, screening and treatment, members of the Women in eDiscovery surpassed their targets by raising more than \$52k through a series of sponsored walks across the United States.

www.womeninediscovery.com

Epiq renews Pro Bono Net sponsorship

Epiq Systems has renewed its sponsorship of Pro Bono Net, the non-profit organization that provides support for volunteer lawyers across the United States and Canada. The organization runs two web-based platforms –

www.probono.net and www.lawhelp.org – to recruit and manage volunteers and provide legal information for low income communities.

Stacy Jackson takes Equivio first prize

Austin, Texas, based discovery management services provider IE Discovery reports that the company's corporate counsel Stacy Jackson won first prize in the latest *Equivio Case Study Contest*. The contest rewards companies that have deployed Equivio software to the maximum advantage to cut discovery costs and improve overall litigation strategy.

www.equivio.com/campaign

www.iediscovery.com

ALTi editor to chair

LegalTech super-session

American Legal Technology Insider editor Charles Christian will be chairing the e-discovery super-session at LegalTech New York next month. The session – *Manage your Risks: e-Litigation Are You Ready* – takes place at 11:15-to-12:30 on Wednesday 4 February and takes the form of a panel discussion on e-litigation readiness in the light of recent UK and EU legal developments. The panel includes Ernst & Young partner Sanjay Bandari, Peter Cladouhos from Paul Hastings Janofsky & Walker, Matt Davies from Lovells and Andrew Haslam from Legal Inc. For more details email Lisa Burton of Legal Inc at lisa.burton@legalinc.co.uk

Coming to America

Niche consultancy and integration specialist Saturn27 is expanding further into North America to meet market demand. The consultancy already has a presence in New York and Boston and has now recruited Angela Angus to join its Canadian office. Members of the Saturn27 team will be on the Aderant and DocsCorp booths at next month's LegalTech New York

www.saturn27.com

Next issue...

The next issue of ALTi will be published on Thursday February 12, 2009. The editorial deadline is February 10 – 6:00pm EST. In the meantime, keep up with latest news on our blog at www.theorangerag.com

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