

AMERICAN LEGAL TECHNOLOGY INSIDER

ILTA 2008 – turning MOSS and green

In terms of trends at this year's ILTA conference in Texas, while there were some attempts to raise the flag for the concept of 'cloud computing,' in reality it was Microsoft Office Sharepoint Server (MOSS) with everything. And 'everything' in this case encompassed modest KM portals through to MOSS integration with 3rd party applications and on to all-new applications built completely on Sharepoint, as distinct from on web parts. Suppliers either already embracing or previewing MOSS initiatives at ILTA included XMLAW, LexisNexis Interaction, Open Text with its LMS (Legal Information Management Solutions) project and Handshake Software.

And then there was the push towards creating a greener IT environment – with the ILTA organization itself deserving special commendation for the efforts it made to reduce waste and cut down on the use of non-reusable/non-recyclable materials throughout the event. Among law firms there remains some uncertainty over motivation – are we going green to save the planet, because it will impress clients in beauty parades or to try to save some money? The pragmatic approach now appears to be: lets try to achieve all three and it was good to see green matters being taken seriously both on the conference agenda and in the exhibition hall.

Systems such as Lexmark's new 'echo-copy' print setting (it uses less toner, automatically prints in duplex double sided mode and prints two-up on a page) all help achieve these objectives. In fact by printing its own conference newsletter in duplex mode, ILTA estimates it saved 40,000 sheets of paper during the event. The trend was even apparent among the 'freebies' being handed out to delegates – Datacert had a nice line in biodegradable, recyclable tote bags, while InOutsource were donating \$1 towards ...continued on page 5

September's big wins

King & Spalding switches to Aderant

Atlanta-based King & Spalding LLP, which has offices across the US, Europe and Middle East, has selected Aderant Expert as its new practice and business management platform. Insider sources say the firm originally planned to migrate from its current legacy PMS to Elite 3E but subsequently abandoned the 3E implementation and switched to Aderant.

- The Insider also understands that Irish legal giant A&L Goodbody – the firm also has offices in Boston and New York – is to migrate from its current Keystone PMS to Aderant Expert.

Blank Rome selects Anacomp + RM

Philadelphia-based Blank Rome LLP has selected Anacomp's CaseLogistix to provide a firm-wide litigation support platform. The decision to expand its investment in the Anacomp technology follows successfully hosting a client case with CaseLogistix over the past several months.

- Blank Rome is also replacing its Onelog system with UK vendor Priory Solutions' Research Monitor V3 online usage, access control and cost recovery system.

www.priorysolutions.com

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DIGITAL DICTATION

Gunderson Dettmer - 850 days and still going

Gunderson Dettmer has just reported 850 days of continuous email uptime since installing Teneros Application Continuity Appliances for Microsoft Exchange more than two years ago. The firm, which has 350 attorneys and staff on Teneros in San Diego, New York, Silicon Valley and Boston, has since added a Teneros appliance for disaster recovery to its Waltham, MA, office to support email communications in the event of a site-wide outage. And, one year after implementation, Paul Hastings also report a similar 24x7 email continuity success with Teneros appliances, which currently protect 1200 lawyers across 18 offices globally. www.teneros.com

Corporate news in brief

Client Profiles joins Microsoft 'inner circle'

Client Profiles has become one of only 21 US tech companies to join the Microsoft Dynamics President's Club's Inner Circle of business solutions partners, as a result of its work with its CRM4Legal product, which is based on the Dynamics CRM platform. Inner Circle members represent about 1% of Microsoft's total business partners worldwide.

Levit & James in LexisNexis alliance

Levit & James has announced an alliance with LexisNexis, which will now act as a referral agent for Levit & James' *Best Authority* product for building tables of authorities (TOA). Some 30% of the top 250 largest US law firms already use *Best Authority*, which LexisNexis says will complement the group's own citation products, including *Shepards*. www.levitjames.com

Huron opens in Chicago and forms new alliance

Huron Consulting has opened a new 150 workstation document review center in Chicago to better serve the Midwest region and formed an alliance with Ashish Prasad's Discovery Services LLC company. www.huronconsultinggroup.com
www.discoveryservicesllc.com

Open Text to acquire Capartis for \$131 million


Open Text last week announced a definitive merger agreement whereby a wholly owned subsidiary will acquire Capartis. Under the terms of the agreement, shareholders in Capartis will receive a cash consideration of approximately \$131 million in total, or \$4.80 per share, in exchange for their Capartis stock. The transaction is expected to close by the end of the current calendar year.

Capartis, probably best known in the legal market for its RightFax network fax system, was last in the news earlier this summer when j2 Global Communications filed a patent infringement suit (in the US District Court for the Eastern District of Texas) against Capartis and two other vendors, alleging the violation of j2 patents for 'the scalable architecture for transmission of messages over a network'. j2 Global also has a separate patent infringement case pending against Capartis in Georgia.

Free legal software reviews site launched

Lexbe, a litigation support services company based in Austin, TX, has launched LitiReviews. This is an online facility carrying a collection of free full text reviews of law office automation, litigation support and general IT products that should be of interest to anyone working within the North American legal IT market. The site is text-searchable and all reviews contain details of the author plus any conclusions, as well as the publication and year in which it first appeared. Currently the site contains just over 100 reviews.

<http://LitiReviews.Lexbe.com>



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DDS set for US lift-off ?

In the UK, the legal technology success story of recent years has been the phenomenal take-up of digital dictation technology (or DDS) linked to workflow software – but is it now about to repeat its success in the United States?

At this year's ILTA, all the main vendors – Winscribe, Bighand, Crescendo and Philips (on the Client Profiles booth) – were present. But why the optimism now? Although most of the vendors have been active in the US medical dictation field for many years, penetration of the legal market has been held back as US law firms not only have a different approach to dictation than their European counterparts but also even Canadian lawyers.

In particular, because among larger US firms self-typing by attorneys is the norm (rather than the exception as it would be in other markets) the introduction of dictation as a standard office process is seen as a retrograde step. However US lawyers are also highly mobile (the proverbial road warriors) and digital dictation linked to wireless devices, such as a Blackberry, is putting the technology on the map as a 'voice productivity' tool that allows them to create documents without carrying a laptop or having to dictate down a phone line to a copy-taker.

In related news... Bighand pushed the mobility envelope a little further at ILTA with the launch a dictation module for the iPhone using Apple's native AIFF and CIF sound file formats – an innovation that possibly helps explain why nearly triple the number of delegates they were hoping for attended their breakfast reception at ILTA.

New wins

Gibson Dunn select CA for records management

Gibson Dunn & Crutcher LLP has selected CA's Record Manager system for the firm-wide management of paper, electronic and email records across multiple repositories.

www.ca.com

Open Text wins two new customers

Open Text has won two more customers. Hunton & Williams LLP is to replace its current conflicts checking system with the LegalKey conflicts management product. Chambliss Bahner & Stophel has selected Open Text to provide its new firm-wide document management platform.

New hires

Utsler quits Dataflight for IPRO Tech

Phoenix-based IPRO Corp has named Joe Utsler as vice president of product strategy. In this role Utsler will be responsible for overseeing the development, applications, sales targets and overall strategic initiatives of various software programs from inception to market. Utsler joins IPRO after seven years with LexisNexis and Dataflight Software (which was acquired by LexisNexis in 2006) where he was the software evangelist for the company's Concordance e-discovery and litigation document management technology.

www.iprotech.com

All change at the top for Datacert

Just over three months after joining Datacert as chief operating officer, James Tallman has succeeded company founder Eric Elfman as president and CEO. James Calaway, previously a director of the company and CEO of Calaway Interests, has taken over from Elfman as chairman of the board of directors at Datacert. The changes were effective immediately as of August 14.

Elite appoints Hulley as VP client services

Elite has appointed Phillip Hulley as vice president, client services, with responsibility for implementation, consulting and technical services. Hulley has a 20 year plus track record in the IT industry, with vendors, users and consultancies – most recently as SAP practice leader with part of Capgemini.

EasySoft appoints new CEO

EasySoft has announced that William T Mayweather has assumed the role of chief executive officer at the company, with responsibility for developing and implementing market strategies 'to grow the business to the next level'. Prior to the appointment, Mayweather was instrumental in establishing EasySoft's attorney banking and trust accounting escrow products.

E-discovery & litigation support

Stronger docNative Paradigm from CaseLogistix

Anacomp has released a new version of its CaseLogistix litigation support software. Features include an extension of the system's 'docNative Paradigm' approach to e-discovery, which allows documents to be reviewed in an unaltered native (.doc, .xls) or 'near-native' (PDF, HTML) file format rather than first having to be converted into TIFF files.

www.anacomp.com

Axcelerate 3.0 from Recommind

Recommind has announced the immediate availability of version 3.0 of its Axcelerate e-discovery software. New features include automatic language detection and integrated workflow management.

www.recommind.com

Predictive pricing estimator - public beta online

Orange Legal Technologies has made a public beta version of its Predictive Pricing Estimator available online. This is designed to help law firms, corporations and government agencies estimate, compare and evaluate the monetary costs associated with the use of analytics, processing and review services in e-discovery. While Orange accept the results are non-legally binding, because they use industry accepted volume and cost parameters, the company says the estimates will still help organizations prepare e-discovery projects, including dealing with RFP (request for proposal) responses and SOW (statement of work) documents.

- Orange Legal Technologies has also joined the Electronic Discovery Reference Model (EDRM) Project.

<http://orangelt.us/estimator/pricing.html>

Most redaction still manual

According to a survey, sponsored by Informative Graphics Corporation, 59% of law firms still perform redaction manually, with only 37% using digital technology. IGC has published a free, downloadable whitepaper on this topic.

www.redact-it.com/whitepapers

New releases from CT Summation

CT Summation has announced the availability of Discovery Cracker 5.2 with Unicode support recognizing 75 scripts and 350 character sets. CT Summation has also launched CaseVantage e-discovery system as an SaaS (software as a service) hosted web application.

www.ctsummation.com

New product launches

Client Profiles launch Attorney Desktop

Client Profiles has announced the availability of a new Attorney Desktop application for its Financial Management system, featuring calendar-style time entry, matter and attorney inquiries and check request functionality.

www.clientprofiles.com

New email management from Open Text

Open Text has announced the release of an email management offering for its law firm customers. Benefits include better email performance and reduced storage costs.

pdfDocs upgrades to 3.1

DocsCorp has launched an upgrade to its document comparison software. The new version – pdfDocs compareDocs 3.1 – adds support for the Microsoft Office 2007 docx file format, as well as better handling of tables, headers and footers, faster comparisons and Netdocuments integration.

www.docscorp.com

Two new developments at Interwoven

Interwoven has released RecordsManager 5.2 – the key new feature is the introduction of a role-based capability, so different users see an interface appropriate to their role and the business processes associated with it. Interwoven say this will 'significantly' simplify the use of the product. Interwoven has also entered into an agreement with LexisNexis to integrate Lexis Search Advantage system with Interwoven Universal Search. The business logic is it allows users to combine internal documents with external Lexis documents and their associated metadata. This is currently a US-only initiative.

- At ILTA, Interwoven was also giving some 'stealth demos' of a major upgrade to its email management system, which will include 'server side filing' – the launch is scheduled for LegalTech New York 2009.

ILTA 2008 review ...continued from front page

Nature Conservancy's *Plant a Billion Trees* campaign for everyone who visited their booth. Among the booths in the exhibition hall, along with MOSS, we detected four vendors delegates seem to be discussing more than others. These were: PensEra with its TimeKM system, which is widely rated as the 21st century successor to Carpe Diem. At ILTA the company launched a VoIP module to capture and track voice over IP calls. Then there was IntApp (Integration Appliance Inc) whose Wall Builder confidentiality management product is attracting interest for filling an overlooked gap in the market. At ILTA IntApp announced a partnership that will see Wall Builder integrated with Recommind's Decisiv email filing system to extend its confidentiality controls to email files.

The third vendor was Mimecast, whose SaaS (software as a service) unified email management solution has, in a little over two years, taken the UK by storm with nearly half of the UK's top 100 firms using it. Earlier this year it opened a US subsidiary (Mary Kay Roberto, based out of Newton, MA, is the senior VP & general manager) and is hoping to repeat its success. Finally, there was Zenprise, with a comprehensive, proactive troubleshooting package for dealing with Blackberry problems. By 'proactive' they mean a system that allows support desks to identify and fix Blackberry problems (whether infrastructure on Microsoft Exchange, BES, the carrier or on a device) before the user even realises there is a problem. Earlier this week Duane Morris announced that it was now using Zenprise for Blackberry.

www.timekm.com

www.intapp.com

www.mimecast.com

www.zenprise.com

New wins

Managed ethernet at Paul Hastings

Paul Hastings Janofsky & Walker LLP has selected Reliance Globalcom's managed WAN ethernet and premium internet services to consolidate and improve network performance.

www.relianceglobalcom.com

Content Analyst partners up

Reed Smith LLP has selected XMLAW's Sharepoint-based OneView information management suite to power the firm's new global intranet across 22 offices worldwide.

www.xmlaw.net

New product launches

New Microsystems D3 functionality

Microsystems has added new functionality to its D3 (Dynamic Document Drafting) software. These include practice area or role-specific toolbars/ribbons for Word 2003 and Word 2007 plus the ability to store a document's data elements for subsequent analysis and re-use, as well as a facility to classify and organize content for easy search, retrieval and re-use.

www.microsystems.com

Aderant introduces Analytics Foundation

Aderant has announced a new version of its business intelligence application Expert Analytics Foundation. The system, which has already been extensively tested by several law firms, including Wragge & Co in the UK, goes on release this month.

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Canada e-filing rule to boost No Panic Computing

The introduction of mandatory e-filing in all appeal cases heard in the Supreme Court of Canada on or after October 6, 2008 – which requires parties to file on CD electronic versions of notices of appeal, factums, records and books of authorities – is expected to give Canadian start-up No Panic Computing (NPC) an additional boost to its business model. NPC was launched in June this year to help small businesses in Canada (defined as having 1-to-99 employees, so this includes a lot of law firms) address the issue of potential data security breaches and business disruption caused by the loss of laptops, when such organizations typically have little or no resources to handle the problem inhouse.

What NPC therefore offers is an HP Compaq laptop loaded with Microsoft Office plus automatic data backup, security and encryption (these elements are provided by Iron Mountain and ESET) on a 24x7 support package. The result is that if a laptop is lost or stolen, not only is the data on the missing device unavailable to 3rd parties but the business gets a free replacement laptop ready loaded with all their data. And all for C\$129 a month – which is actually a lot less than many business already pay for security solutions that do not include the hardware component.

www.nopaniccomputing.com

Aderant bucking trend for PMS

If there is a recession taking place, then either someone forgot to tell Aderant or the company is bucking the trend, with the company currently seeing new business opportunities up by about 33% on this time last year.

Aderant senior VP sales & marketing Don Howren told the Insider that so far this year (the company follows the calendar year) they had 20 net new clients, compared with 14 for the whole of last year. In addition, the latest release of the company's core PMS product – Aderant Expert 7.5 – was proving highly popular, with 45 firms having already gone live and another 15 expected to upgrade before the end of this year. Howren said the system's ease of ↪

↪ implementation was emerging as a real differentiator between Aderant and its competition. He added that while it would be wrong to say the company was recession proof, the demand among law firms for ever more sophisticated financial and business management systems had given Aderant an element of being recession resistant.

Women in eDiscovery to have first career expo

Women in eDiscovery, a non-profit organization, will be holding its first career and technology expo in ten days time, on September 18 in Washington, DC. The event will include vendor booths, product demonstrations plus a resume preparation room and an interview room where recruiters and consultants will be offering one-to-one meetings. The event takes place at Document Technologies Inc's offices in the Ronald Reagan Center, with doors opening at 9:00am. For registration details visit www.clearwellsystems.com/wie/ www.womeninediscovery.com

CIO forum in New York

West LegalWorks will be holding its 7th annual CIO Forum in New York, NY, on 6 & 7 November. This year's theme is creating a business-driven technology strategy and the panel includes speakers from three UK 'magic circle' firms – Linklaters, Freshfields Bruckhaus Deringer and Allen & Overy. www.westlegalworks.com

Next issue...

The next issue of ALTi will be published on Wednesday October 8, 2008. The editorial deadline is October 6 – 6:00pm EST. In the meantime, keep up with the latest news by visiting our blog at www.theorangerag.com

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