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Mimecast secures \$62 million PE investment

Mimecast, the fast growing cloud-based email management, archiving and security company, has secured \$62.15 million in Series C funding led by the private equity firm Insight Venture Partners, with existing investors Dawn Capital also participating.

Mimecast, which was only founded in 2003 but is already in use in 70% of the UK's Top 100 firms, plans to use the funding to accelerate the development and deployment of new technology and to support plans for rapid expansion into the US market. Co-founder CEO Peter Bauer commented "We believe email needs to be rewired if it is to continue to deliver real value to businesses. Building on our history of innovation, we are working to make email more collaborative and more interactive to realize the true value of the vast amount of unstructured data in email stores."

- Mimecast has beefed up its archiving offerings with support for Microsoft Sharepoint and Outlook v4, plus a new file archiving product supporting services such as Dropbox, network shares and home drives. Mimecast say the Mimecast File Archive system will create an archiving solution for multiple repositories with a single point of ediscovery and management that supports regulatory ➡

➡ compliance needs. Mimecast now also has an iPad app (Mimefiles, available from the AppStore) that provides users with a unified view of all their files and emails, along with a full audit trail.

UBIC files for NASDAQ IPO

UBIC Inc, a provider of Asian language ediscovery products and services, has filed with the US SEC for a proposed initial public offering on the NASDAQ market. The stock issue and price has still to be set.

The Insider - next month everything changes

This is the last issue of the **American Legal Technology Insider** newsletter in its current format. Next month we will be back with a brand new look *plus* extended news coverage to reflect the growing globalisation of both law firms and the legal IT industry. A world where a decision taken in New York or San Francisco can have immediate and important repercussions for companies and law firms in London, Frankfurt, Tokyo and Sydney.

We will continue to carry all your favorite features and sections – including *Dilbert!* And we will still be offering a free 12 annual subscription to the digital edition of the newsletter. In addition, we will be publishing an optional hard copy edition (on our hallmark orange paper of course) for \$145.00 a year. If you don't already subscribe to the digital edition, just email subs@legaltechnology.com and include the words "Insider Subs" in the subject line. You can unsubscribe at anytime.



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Who's in and who's out ? November's wins, deals, swapouts and rollouts

kCura has announced a trio of law firm wins for its Relativity ediscovery software platform. National law firm **Kasowitz Benson Torres & Friedman LLP** will be using Relativity in complex commercial litigation work. Minneapolis law firm **Nilan Johnson Lewis PA** will be using Relativity firmwide for assisted review and text analytics. And international firm **Morgan Lewis & Bockius LLP** will use Relativity to expand the inhouse technology portfolio available to its eData ediscovery practice group.

Austin, Texas-based litigation lawyers **Mueller Law** has implemented LawBase case and matter management software from **Synaptec Software** to track its product liability, surgical mesh, medical malpractice, birth injury and class action litigation cases. The implementation includes a bi-directional Outlook/Exchange interface and iManage document management system integration.

The Hanover Insurance Group Inc has deployed Exterro Fusion, from **Exterro Inc** to create an end-to-end ediscovery platform. Hanover's director of information lifecycle governance Linda Luperchio said Exterro was chosen out of a long-list of more than 20 vendors.

Phoenix-based law firm **Williams & Cluff plc** has swapped out its **NetDocuments** cloud-based document management system in favor of Worldox from **World Software Corporation**. The implementation and data conversion was handled by **Inertia Software Solutions LLC**, also in Phoenix.

Clyde Snow of Salt Lake City, a long-time user of **Orion Law Management Systems** software, has installed Orion's marketing management system, along with Microsoft Exchange Synchronization for Outlook email, to streamline communications and marketing activities.

Duff Phelps buys iEnvision

The acquisitions and consolidation continues in the legal IT world with financial advisory and investment banking firm Duff & Phelps Corporation (NYSE: DUF) buying information lifecycle management specialists iEnvision Technology. The transaction adds 24 staff to Duff & Phelps' Dispute & Legal Management Consulting team, including iEnvision founder and president Matthew Hobbs who joins as a managing director. Duff & Phelps say the acquisition further strengthens the consultancy's services in the areas of corporate and government legal department strategy, technology implementation, compliance and risk management.



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Aderant expands Expert & Total product offerings

Aderant has launched Aderant Expert On the Go Time for Windows 8 and Windows RT, the latest versions of Microsoft’s Windows operating system. Expert On the Go Time is the latest addition to the Aderant Expert Time Management application and is designed to simplify time capture and minimize lost time by providing attorneys with convenient, mobile access to time entry. Describing the product, Aderant’s senior VP of R&D Mike Barry said “We feel confident that the beautiful new design, cloud connectivity, great hardware and solid foundation of Windows 8 will provide a great user experience.”

And, earlier this week, Bellefield Systems announced that its iTimeKeep mobile time entry system for lawyers using iPads, iPhone and Android devices was now available for law firms running Aderant Total Office Financial (formerly Client Profiles) software. Miller Kagan Rodriguez & Silver is one of the first firms to sign up for the new Bellefield system.

Latest product launches & upgrades

HURON ANALYTICS Huron Consulting has launched its Huron Legal Integrated Analytics offering for the ediscovery sector. Huron Legal executive VP Shahzad Bashir said “This new, defensible ediscovery solution will change the way our customers view document production... with a dedicated data analytics center and a superior process to analyze and cull large document populations in a more effective manner. The solution significantly improves the three basic metrics of discovery: quality, speed and cost.” ➡

➡ Among the features of the new offering is capped pricing, which Huron says is a more cost-effective pricing model as it removes the risk of unanticipated large bills, ensures budgets are met and generally lowers customers’ ediscovery costs by 30% or more.

DEALSPACE ENHANCED The IntraLinks Dealspace virtual data rooms platform has been enhanced with new features including: deal marketing through IntraLinks Courier, a secure email-like service for sharing large and confidential files outside the corporate firewall and revamped Q&A functionality.

FAX GOES MOBILE Biscom Inc has announced a new mobile fax app for the Apple iPad and iPhone, Google Android tablets and phones plus Amazon Kindle Fire devices. The new app enables users to receive, view and send faxes (including signing and authorizing them) from anywhere, anytime.

A vertical advertisement with a light blue background on the left and a dark blue background on the right. The text "DRIVE GROWTH KEEP COSTS DOWN BE A HERO" is stacked vertically in a bold, sans-serif font. Below this is a stylized icon of a hand holding a document. Underneath the icon, it says "Learn about our products at docauto.com or contact us at 800-DOCAUTO." On the right side, in white text, it says "You Do It. We Help." and at the bottom right is the "DocAUTO" logo with a document icon.

Cooler job titles?

We don't know what the pay is like at document lifecycle management specialist Litéra but they certainly have the coolest job titles. The latest recruit to the senior management team Sherry Kappel (previously chief innovation officer at Microsystems) is taking on the role of Chief Consiliaria (Latin for trusted advisor or counselor). In her new role at Litéra, Kappel will lead and oversee all global consulting efforts, including strategic advisory services, industry outreach and customer advocacy.

In other senior management changes at Litéra... Norm Thomas, previously VP of business development becomes chief commercial officer (CCO) with responsibility for commercial strategy and development, including sales and marketing. Sean Scott, previously CIO, becomes chief operating officer with responsibility for all operational activities including administration, R&D, QA and customer support. And, Raina Massand has been promoted to senior director of business development.

New Hires & New Places

Hard on the heels of last month's recruitment of **Jerry Correia** as company president, **Orange Legal Technologies** has hired **Scott Woodworth** as national discovery consultant, with responsibility for leading sales and business development in the ediscovery sector. Prior to joining OrangeLT, Woodworth has held senior roles with a number of companies in the legal technology and ediscovery markets, including Fios, IKON and DiscoverReady.

Japanese and Chinese language forensics and ediscovery specialist **Ji2 Inc** has appointed **Ken Nourse** as West Coast business development manager. Originally a litigator with an AmLaw 100 firm in Boston, for the last few years Nourse has headed up ediscovery and legal process outsourcing companies in Hong Kong. Ji2's CEO **Ted Fujisawa** commented "Drawing on his experience in Hong Kong, Ken is able to offer our clients on the West Coast a unique understanding of Japanese and Asian ediscovery and corporate culture."

Ediscovery services provider **RenewData** has promoted **Hemanth Salem**, formerly the company's VP of information systems to chief operating officer. CEO **Jim Blayney** said that in his new role as COO, Salem "will be asked to help the company scale in accordance with significant projected growth, particularly for our language-based analytics."

DTI has named **Marc Wasserman** as an additional director of sales for its New York City metro market. Prior to joining DTI, Wasserman held senior sales positions with The Millennium Group, Archer Management and Juris.

- In other news, DTI has relocated its Tampa office to new facilities in the Wells Fargo Center, which includes a state-of-the-art server environment.

More product launches & upgrades

DODD-FRANK COMPLIANCE HP Autonomy has released two new products – the HP Application Information Optimizer and the HP Autonomy Consolidated Archive – to help financial institutions comply with the *Dodd-Frank Wall Street Reform & Consumer Protection Act*. The two products can extract and index structured data from production or legacy systems and process records for retention and archiving. The products are part of the Autonomy Protect suite, which includes the iManage DMS.

CASE EVALUATOR GOES MOBILE Thomson Reuters has introduced a mobile version of the WestlawNext Case Evaluator reporting tool for evaluating negotiation and settlement strategies, and analyzing verdict trends in specific jurisdictions. The system is only available on small format devices such as the iPhone and Android smartphones.

AMICUS IN THE CLOUD Gavel & Gown Software has released the Amicus Attorney Cloud Edition, a web-based version of its well known practice management system. Gavel & Gown president Ron Collins says Amicus Cloud will enable lawyers to carry out full practice management on any web browser, whether on a desktop PC or iPad, with full integration with email, calendaring and contacts.

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Lexis Juris partners with Frayman and Bellefield

LexisNexis has entered into separate agreements with Bellefield Systems and the Frayman Group to expand the capabilities of its Juris Suite of law firm billing, accounts and financial management software. Bellefield is adding a mobile time entry solution for iPad, iPhone and 'Droid Juris users via its iTimeKeep system, while Frayman is adding a client intake compliance (including conflicts of interest checking) module.

Hurricane Sandy: two honorable mentions

We are not running a formal report on *Hurricane Sandy* as, at the time of going to press, people are still clearing up and the last thing they need is us calling them up to ask them how they are getting on! However here are a couple of honorable mentions. Our 'Good Neighbor' award goes to **Synaptec Software Inc** whose president **Phil Homburger** immediately announced the company's technical support team would be working extended hours, including weekends, to help users of Synaptec's LawBase software including, where ↗

↗ necessary, helping move databases to disaster recovery sites. Our 'Mrs Miniver' award goes to **Christy Burke**, the president of **Burke & Co** and Queen of the NYC legal IT PR scene, who finally got power back on Sunday afternoon. "Not the most fun week I've had," she said, "but watcha going to do! New Yorkers are tough, we will survive!"

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