

AMERICAN LEGAL TECHNOLOGY INSIDER

Trio of CaseLogistix wins

Anacomp's CaseLogistix litigation support platform has secured three orders over the past month. They were placed by Canadian law firm McCarthy Tetrault, US product liability firm Bowman & Brooke LLP, and the Washington DC office of international trade commission practice Adduci Mastriani & Schaumberg LLP. Adduci will be using a hosted implementation of CaseLogistix running on Anacomp's docHarbor infrastructure. Over two dozen AmLaw 200 firms now run CaseLogistix.

Marathon Oil pick Open Text for e-discovery

Marathon Oil Corporation has selected Open Text's eDiscovery Early Case Assessment system, which is powered by Recommind, to add e-discovery capabilities to the company's broader enterprise content and records management infrastructure.

Rainmaker out, Aderant in

Hartford-based Robinson & Cole LLP has selected Aderant Expert as the firm's new practice management system. The 240 attorney firm was previously one of the largest users of RainMaker Software's accounts system. Robinson & Cole expects to streamline its billing process and more effectively manage the approximately 500 e-bills it submits each month.

LegalQB launch virtual alternative to IT shows

At a time when exhibitor and visitor attendance figures are down at events across the legal IT world, LegalQB has announced that the full launch of its new virtual tradeshow platform will take place at the ILTA conference in Washington DC at the end of this month. The company's CEO Joshua Siegel describes LegalQB as a rich media legal technology portal integrating vendor information, a knowledge base, resources, online trade show information and education. He adds that LegalQB provides a comprehensive communications platform allowing all parties to view and process relevant information in order to make informed and educated decisions about a product or service. "By utilizing our platform, potential customers are fully immersed in the sales cycle by direct contact with the vendor and the community at large." + see back page www.legalqb.com/tradeshows

Client Profiles say strong sales for CRM4Legal

Client Profiles report that last month saw strong sales for its Microsoft Dynamics-based CRM4Legal software, with 10 firms globally committing to a combined total of more than 3000 licences. Client Profiles vice president Michael White said the system was now being selected over competing systems, such as LexisNexis Interaction, Cole Valley ContactEase and Hubbard One's Contact Manager.



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Outlook + Metadata launches from Payne

The past 10 days have seen two product launches from the Payne Group. The first of these is Outlook Send Assistant, a security tool designed to verify recipient email addresses and so help law firms and corporations avoid some of the 'gotchas' associated with inadvertently sending messages to the wrong lists, reply-to-alls and BCCs. The second product is an upgrade to Payne's Metadata Assistant system. Metadata Assistant 3.0 has been redesigned for Microsoft Office 2007; has a new user interface and has the ability to clean Zip and PDF files, as well as Word, Excel and Powerpoint. Version 3.0, which will run in Windows XP and 7 environments, also offers up to 60% faster processing speeds.

www.payneconsulting.com

E-purchasing upgrade

The legal systems house Swerdlove, which now operates out of Boston (MA) and Brisbane (Australia) has released an upgrade to its electronic purchase order system for law firms. Open Purchase 2 is designed to centralize purchase and price control to provide better procurement management, avoid time consuming manual processes yet still offer distributed approval, requisitioning and ordering. New features include integration with PMS data (including cost center, ledger and client/matter reference codes) and the ability to handle re-orders with reminders, back orders and short shipments.

www.swerdlove.com

E-discovery on YouTube

Guidance Software has launched a YouTube page featuring a catalog of 2-to-3 minute videos of its e-discovery experts sharing their knowledge. The video linked here features assistant general counsel Albert Barsocchini talking about the risks and costs of custodian self-collection in e-discovery.

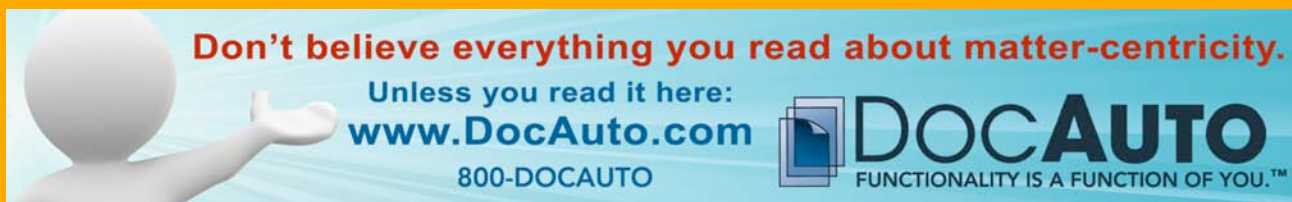
www.youtube.com/watch?v=Omt5mLF-quQ

Dalewitz named NYLS law school professor

Peak Discovery senior managing director Michael Dalewitz has been appointed as adjunct professor at New York Law School (NYLS) where he will co-lead the school's new e-discovery course, which starts in the Fall 2009 semester.

Elite expands 3E e-billing capabilities

Elite has expanded the e-billing capabilities of its 3E practice management system through integration with eBillingHub. Elite senior V-P & general manager Kim Massana said the move reflected the Elite's commitment to delivering streamlined connectivity for aggregated and automated electronic bill submission, as well as reducing the complexity and costs associated with the process. Since November 2007, eBillingHub has been available to Elite Enterprise and ProLaw customers.



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Digital dictation news

Hangley sign up for Verdatum + DMS

Philadelphia-based Hangley Aronchick Segal & Pudlin has installed the Verdatum for Autonomy iManage 3.0 digital dictation workflow system. The firm says the Verdatum system, which the firm has integrated with its DMS, was “the quickest and most painless implementation we’ve ever done, particularly for an application so mission critical”.

Two more Bighand wins

Bighand has announced two more wins for its digital dictation platform. Ropers Majeski Kohn & Bentley in California is rolling out Bighand software to 200 users across the firm’s network of six offices. The firm is also taking Bighand’s Blackberry application, which allows attorneys to process dictation while out of the office.

The second order was placed by Quinlivan & Hughes PA in Minesota earlier this year. They are already reporting cost savings and efficiency gains during the summer vacation period, because the firm has been able to reduce the use of temporary staffing almost entirely. The firm’s administrator Dale Grewing added “We’ve all sat in meetings where part of the benefits or return on investment on new technology is stated as savings in productivity or labor – only to find those saving are difficult to discern or actually don’t even exist. We are extremely pleased our investment in Bighand gave us a system with an actual measurable saving in production, plus a management component that actually increased camaraderie and teamwork.”

Winscribe announce Philips upgrade promotion

Winscribe and Philips have renewed their partnership deal, so Winscribe DDS software users in North America will continue to have access to the latest Philips Digital Pocket Memo and SpeechMike digital recording devices. The news comes as Winscribe prepares to launch the ➡

➡ latest release (version 4.0) of its digital dictation workflow software. As part of the launch campaign, the two companies are running a special promotion, whereby current Winscribe users upgrading to v4.0 can trade-in older dictation hardware from any manufacturer and receive the latest Philips products at significantly discounted prices.

RenewData acquisition

Discovery and litigation support services provider RenewData yesterday (12 August) announced it had completed the acquisition of Digital Mandate, whose product portfolio includes the Vestigate document review software. RenewData say Vestigate, which is widely used for early case assessment and first-pass review work, provides an opportunity for lowering e-discovery costs.

www.renewdata.com/vestigate

New product launches

DocAuto upgrades Worksite Watchdog

DocAuto has released v1.5.17 of its Watchdog Server application. This provides functionality to use SMTP for mail notification to provide additional flexibility for Microsoft Exchange, as well as Lotus Notes and Novell GroupWise environments.

www.docauto.com

IQ helps mine hidden relationships

LexisNexis has launched Interaction IQ, a new tool that mines multiple communication touch points within a law firm or corporation to identify new or under-utilised relationships. For firms already running Interaction CRM, the new IQ technology analyzes relationship patterns based on the frequency and timing of contacts across multiple platforms including email, phone call activities, calendar listings and event schedules.



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New hires

American LegalNet names Moser marketing head

Connie Moser, most recently head of marketing communications at Thomson Reuters Elite, has joined 'desktop-to-courthouse' workflow technology vendor American LegalNet (ALN) as the company's new director of marketing.

New V-P of business development at Mitrtech

Michael Schmitt, whose track record includes board level positions with Siderean Software, J D Edwards and Ariba, has joined Mitrtech in the newly created post of senior V-P of business development. One of his first tasks will be to bring the company's TeamConnect Express SaaS solution to market through Mitrtech's reseller channel.

Caston is new V-P at FCS

Forensic Computer Solutions has appointed Matt Caston to the newly created position of V-P of the professional services group, with responsibility for the delivery of e-discovery services to clients of FCS.

IBM expert joins Workshare

John Grillos, most recently program director of product marketing & strategy for IBM's enterprise content management (ECM) portfolio, has joined Workshare as senior V-P of marketing. In his new role he will define and promote Workshare's corporate and product strategies, as well as be responsible for global marketing strategy, including product marketing, product management, marketing communications and business development.

New appointments at DTI

Document Technologies Inc (DTI) has made a raft of new appointments. These include the appointment of Marshall H Fletcher as director of facilities management sales for national accounts. Fletcher's career includes working as a director of administration at both the law firm Smith Howard & Ajax and the corporate legal department at Turner

Broadcasting. DTI has also been joined by long-time litigation and e-discovery process management expert Carrie Mallen, who now becomes the company's West Coast sales director. And, finally, DTI has expanded its New York discovery services team with the appointment of Emerson Bretous as a solutions architect and senior ESI consultant.

DocAuto makes Dylan client services manager

DocAuto has named Joshua Deutch Dylan as client services manager with responsibility for expanding the company's training offerings for customers, prospects and partners. Prior to joining DocAuto, Deutch Dylan was a consultant at Kraft & Kennedy.

Peak promote Ricker

Peak Discovery has promoted Chris Ricker to director of project management. Prior to joining Peak in 2007, he was a discovery attorney at Debevoise & Plimpton. Ricker will be based in Peak's New York office.

Litigation support news

Ledjit and Guidance form alliance

Montreal-based Ledjit Consulting and Guidance Software have announced a strategic alliance that will see Guidance systems, including the flagship EnCase e-discovery product, being offered to Ledjit's customer base.

www.ledjit.com

New version of CaseProduction released

Anacomp has announced the release of CaseProduction 2.0, a new version of the production module for its CaseLogistix litigation review platform. New features include: a utility to regenerate load files after completion, without having to re-run the entire production; and, the automatic creation of placeholders for imported files that are problematic, corrupt or contain errors.

www.anacomp.com/clx/caseproduction

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Litigation support news

Kazeon reaches out to Lotus Domino

Kazeon Systems has launched Kazeon eDiscovery Domino Manager, a new application offering e-discovery functionality (including collection & culling, analysis & review and legal hold management) for organizations running Lotus Domino 6, 7 and 8 environments. Kazeon user BMTU Capital has already rolled out Domino Manager to help address its e-discovery needs.

www.kazeon.com

Wave and iFramework formalize partnership

De-dupe specialists Wave Software and iFramework have announced a strategic partnership that will see Wave's Trident Pro software integrated with the iFramework project management system for litigation support departments working on discovery projects.

www.discoverthewave.com

www.i-framework.com

New SQL plus TIFF-on-the-fly from iConect

iConect Development has been adding new functionality to its iCONNECTnXT web-based hosting and review platform. New features include a TIFF-on-the-Fly and inhouse TIFF production capability plus a Microsoft SQL Server connector, so user organizations can add nXT's document review and collaboration capability to their existing SQL Server infrastructure.

www.iconect.com

CT Summation and Nexidia in link-up

CT Summation has formed a strategic partnership with Nexidia that will allow users to import reviewable results from Nexidia's audio discovery tools (including audio search and speech analytics data) directly into CT Summation's case repositories during e-discovery projects.

www.summation.com

www.nexidia.com/legal

Digital Reef and Anacomp in tech alliance

Digital Reef, the developer of a 'massively scalable, unstructured data discovery and management' platform, has announced a technology alliance with Anacomp. Under the agreement, Anacomp will offer advanced document connection, selection, reduction and analysis, as well as early case assessment services, using the Digital Reef platform to provide a highly scalable and high performance control on the relevance of documents to be reviewed by Anacomp CaseLogistix system.

www.digitalreefinc.com

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An insider's view into doing business
in the legal technology space



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The Backpage says: it's showtime !

ILTA in 10 days' time

The International Legal Technology Association's annual conference kicks off in 10 days' time at the Gaylord National. Insider editor Charles Christian will be there and, along with taking part on one of the media panels and chairing a session on outsourcing, he'll also be chasing around the venue trying to meet up with as many vendors as possible. Full report next time.

Law Tech across the border

This fall sees the opening of a new event in Toronto – Law Tech Canada (November 16 & 17). It is being organised by Insight, the Canadian division of Incisive Media – the same group that owns the Legal Tech events in the United States. After a pilot event last year, Law Tech Canada will this year run two full days of conference sessions. The theme on day one is the latest strategies for information, knowledge and technology management; while the following day will focus on leveraging technology for e-litigation and compliance management. There are currently no plans for an exhibition but there may be a small display area.

www.insightinfo.com

Changing the event game ?

More now on our front page story about LegalQB and whether virtual tradeshows can ever replace the real thing? At a time when vendors are cutting back on their events budgets (in fact in the UK some vendors are pulling out of traditional tech shows altogether because they feel the format is no →

→ longer relevant) LegalQB – says company CEO Joshua Siegel – offers an additional sales channel but without some of the problems associated with traditional marketing methods, such as cold calling.

Well-known industry blogger Dennis Kennedy adds another perspective: "I love the fact that, at my own pace and at my own interest," he says, "I can fully research trends and technologies without the pressure I feel to try to gain that same perspective in person at a tradeshow. There's never enough time."

- Our companion blog – The Orange Rag – will be providing a news feed to the new LegalQB service.

And now for something different

Readers of the UK edition of Legal Technology Insider already know this but there is another side to the editor Charles Christian. He may write about legal IT by day but by night he regularly performs a stand-up, autobiographical storytelling act – think David Sedaris or the late Spalding Gray. Having spent part of this summer taking a one-man show around fringe festivals in the UK, this month he will be giving an exclusive 30 minute performance during an invitation-only vendor reception during the ILTA conference. Does his comedy travel? Apparently so, as earlier this year a performance he gave at the Cornelia Street Cafe in Greenwich Village, NYC, was described as the 'highlight of the night'.

Next issue..

The next issue of ALTi (No.14) will be published on Thursday September 10, 2009. The editorial deadline is September 8 – 6:00pm EST. Keep up with latest news on our blog www.theorangerag.com

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