

# AMERICAN LEGAL TECHNOLOGY INSIDER

## Big Guns roll out the big guns at LegalTech NY

Although the headline acts at this year's LegalTech New York were the **LexisNexis** and **WestlawNext** new product launches, these fall into the category of legal research and therefore outside the Insider's remit – although it is arguable both launches shared an element of shoring up the levy to meet the rising challenge from Bloomberg Law, Google Scholar and Fastcase. Instead, what interested us more were the activities of the big guns of the law office technology world.

First out of the gates was **Autonomy iManage** with the launch of a range of products to complement and expand its portfolio of document lifecycle management and e-discovery applications. The two to cause the biggest stir were Autonomy DSMail, a self-service archiving system for email management, governance and e-discovery, and Autonomy iManage ConflictsManager, which is designed to help law firms streamline the management of their conflicts of interest processes by detecting patterns to reduce the risk and time associated with new client vetting procedures. ConflictsManager is available as part of the overall suite or as a stand-alone system, which takes it into the preserve of BPM/workflow vendors such as Metastorm.

Next came **Aderant** with two major product launches: its StarLaw document, records and email management system, and its Practice Manager SaaS/Cloud distribution model. Since acquiring StarLaw last summer, rather than rush to market, Aderant has been building an eco-system to sell, ➡

➡ implement and support the system including hiring DMS sales specialists (StarLaw is not being sold by Aderant's existing accounts/PMS sales teams) and signing up Kraft Kennedy and Traveling Coaches to handle training and implementation. The new Aderant SaaS system is designed for small-to-mid sized firms (typically 10-to-25 attorneys) who need all the functionality of a modern integrated time, billing and practice management system. The pricing model is simple. New firms can be up and running in a week (two with data conversion). And no software needs installing on user PCs other than a web browser – in fact in tests Aderant staff were even able to access the system on a flight to Atlanta.

Finally, there was **Elite**. Although there were some new products – including Calendar Connect for Outlook 5.0 (previously known as Elite Case Outlook Pak) and information on enhancements planned for Elite Enterprise v3.9 (Elite is looking for beta testers) and WebView v5.4 – the main focus of attention was on Elite's return to competitive health as it puts the initial problems with 3E behind it. Elite's latest win – the contract was actually signed on the company's LegalTech booth – is boutique law firm Greenspoon Marder PA, who selected 3E in a two-horse race with Aderant. The firm has 75 lawyers at six locations across Florida.

## Iron Mountain acquisition

Iron Mountain's e-discovery subsidiary Stratify has acquired Legal Imaging Technologies, a San Francisco area company specializing in electronic document conversion and image processing. The financial details of the deal were not disclosed.



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# February's new deals

### Recommind enjoys two Axcelerate wins

Recommind has picked up two wins for its Axcelerate eDiscovery system over the past month. Bryan Cave LLP has selected the system to handle document review and analysis, while Wilmer Hale will be deploying it to replace its existing review tools. Steve Berrent, director of complex case services at Wilmer Hale, said a review of competing offerings found Recommind's predictive coding a key differentiator that significantly improved the review process.

### TimeKM extends user base

PensEra Knowledge Technologies has announced four new wins for its TimeKM time tracking system, with orders being placed by North American and UK law firms Pelham, Sack Goldblatt Mitchell, Davis LLP and Wedlake Bell.

### Alabama firm goes with Bighand digital dictation

Birmingham, Alabama-based Balch & Bingham has completed a rollout of Bighand software to 235 users. The project, which saw the replacement of analog tape technology by digital dictation and workflow software, also included 75 users taking the Bighand Mobile option so they can use dictation and voice productivity on iPhones and Blackberrys.

### New Client Profiles duo

Pennsylvania-based Eckell Sparks has selected Client Profiles' case & financial management suite to replace its legacy stand-alone and point systems. Client Profiles also secured Mostyn Law as a new customer. The Texas-based hurricane and PI firm has selected Client Profiles' Plaintiff system.

### Proskauer Rose takes Frayman conflict reporting

Proskauer Rose LLP has rolled out a new implementation of The Frayman Group's LegalKEY conflicts management and Compliguard Flow ➡

➡ new business intake systems that will allow lawyers to review and respond to conflicts reports via their Blackberrys.

### Dechert turn to Keno Kozie for help

Keno Kozie has won a contract to supply Dechert LLP's 19 global offices with first-line help desk support, including translators for staff in non-English speaking countries

### Firm drops LexisNexis for Levit & James

LA-based Greenberg Glusker Fields Claman & Machtinger has rolled out Levit & James' Best Authority software and reports it helps staff build Tables of Authorities "dramatically faster" than the firm's previous TOA product FullAuthority from LexisNexis. Stinson Morrison Hecker LLP has also recently implemented Best Authority.

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## 3BView survey highlights mobile metadata risk

The results of a recent survey conducted by metadata removal specialist 3BView suggest the use of document security technology has failed to keep pace with the spread of mobile devices, including Blackberrys, iPhones, PDAs and netbooks. In a sample of 250 lawyers from around the world (68% in the US), the survey found that while 90% of firms with 51+ attorneys have metadata tools in place for their desktops, only 3% have similar protection for documents sent or forwarded by email from a mobile device.

The survey also found that the use of mobile devices as an alternative to laptops is high, with 67% now reviewing documents on such devices – and 50% doing it on a daily or weekly basis. For a full copy of the survey findings and a white paper visit [www.3bview.com](http://www.3bview.com)

## New product launches

### Forms Assistant integrates with SmartRules

The PayneGroup has announced the integration of its Forms Assistant product with SmartRules from RealPractice. John Sroka, the CIO of Duane Morris, said the benefit of the integration is staff gain at the click of a button access to up-to-date court rules while working within a pleading. Other integrations, including jurisdiction data verification, are under development. For a 30-day free trial of SmartRules visit <http://enterprise.smartrules.com/paynegroup/>

### Frayman launches Compliguard Suite

The Frayman Group has announced an end-to-end risk management platform for law firms. Called the Compliguard Suite, it bundles some of the company's existing products (Compliguard Flow and Protect) plus two new products (Compliguard Analyze and Clear) scheduled for Q3 availability. Together it encompasses new business inception and lateral hire intake workflows, with ethical walls and information barriers, plus support for mobile working on Blackberrys and iPhones, along with analytics to automate conflicts search and then compile and rank the results for review.

[www.fraymangroup.com](http://www.fraymangroup.com)

### New version of WorkSpace Manager

DocAuto has released version 1.6.32 of its flagship WorkSpace Manager. The new release provides extended support for the Autonomy iManage Records Manager (IRM) product, including the ability to move documents in and out of WorkSpace folders based on whether they have been declared or undeclared as records, as well as interact with IRM's archiving and ageing processing.

[www.docauto.com](http://www.docauto.com)

### Arnold & Porter launches iPhone app

Arnold & Porter LLP has launched its first smartphone application. The iPhone (& iPod Touch) app provides clients and interested readers a way to access the reports and analysis generated by the firm's consumer protection and advertising practice group, including its *Consumer Advertising Law Blog*. The app can be downloaded from the Apple iTunes store [id=3D343353425&mt=3D8](https://itunes.apple.com/us/app/arnold-porter-llp/id3D343353425&mt=3D8)

- Greenberg Traurig has a time entry and financial inquiry app for the Blackberry which is now being redeveloped iPhone.



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## New hires

### Young joins Wave as VP sales

Patrick Young has joined e-discovery and litigation support specialists Wave Software as VP of sales. Young has worked in the industry since 1990, most recently with ICE at the time of its acquisition by LexisNexis in 2007, after which he was also given responsibility for Concordance sales and helped set up the LexisNexis Discovery Services division.

### ABA Law Practice Management gets new director

The American Bar Association has named Pamela McDevitt as the new director of its Law Practice Management Section. After a career including the US Army JAG Corps and most recently law practice management director for the New York State Bar Association, McDevitt formally takes on her new ABA role in late March, replacing Larry Smith.

### Client Profiles adds three to CRM4Legal team

Client Profiles has added three new staff to its CRM4Legal team. Matthew Haisten, previously an independent consultant, joins as a senior project consultant. David Prior, whose track record includes Sage Corporation, Interface Software (now LexisNexis Interaction) and Thomson Reuters (where he worked on Elite Apex CRM projects) joins as business development manager. And Kimberlie McKendrick moves over from another part of Client Profiles as CRM training and support manager.

### Former Crown Law Office counsel joins LexisNexis

Crystal O'Donnell, former counsel for the Ministry of the Attorney General, Crown Law Office (Civil) in Toronto, has joined LexisNexis Applied Discovery in the role of Canadian e-discovery consultant.

### DTI recruits Tim Nalley

Litigation support industry veteran Tim Nalley, whose career includes working with Merrill Corporation, as well as on several high-profile legal matters in recent years including working for the ↗

↗ White House during the confirmation of Chief Justice John Roberts, on USA v Zacarias Moussaoui, and with Disney, Lear Jet and the NYPD, has joined Document Technologies Inc as a project manager.

### Peak appoints John Thacher as national director

John Thacher has joined Peak Discovery as national director of project management. Previously he headed project management at DeNovo Legal and before that was an assistant professor at Eastern Connecticut State University.

## American Legal Technology Insider

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# Vendor musical chairs

The last month has been a busy time for senior management changes within the vendor community. At **Workshare**, the company's president & CEO Alan Fraser made a surprise resignation. Scott Smull, the company's chief financial officer & VP of operations, has been appointed interim CEO. In addition, SaaS specialist Dan Filby has joined the company as VP of sales for the Americas, along with Anton Papp, who becomes VP of business development.

Over at **IntApp**, Dan Tacone has joined the company as its new president. We last encountered Tacone at the Elite user conference in Las Vegas three years ago, when he was the company's senior VP & general manager. He remained in this role until last year when he moved into another position within Thomson Reuters Legal Business.

Finally, Tom Jones has left **Aderant** to launch **Iridium Technology**, a consultancy focussing on business intelligence (BI) for law firms. Having worked as Aderant's BI product champion for over 13 years ➡

➡ Jones is continuing his relationship with the company and has already signed up a number of law firms as members of the Expert Analytics Initiative – a coalition of firms using Iridium as a shared resource to move forward all their Aderant Expert business intelligence implementations.

- Prior to joining Aderant, Jones co-founded Icon Technology, a consulting and BI software firm based in San Francisco. Icon developed the original versions of what later became the Aderant business intelligence applications and marketed them for several years before being purchased by Barrister Information Systems in 1998. Barrister was acquired by Keystone, who were subsequently acquired by Solution 6, before finally emerging as Aderant. [www.iridium-technology.com](http://www.iridium-technology.com)

## Next issue...

The next issue of ALTi (No.20) will be published on Thursday 11 March, 2010. The editorial deadline is 9 March – 6:00pm EST. In the meantime keep up with latest legal IT news by visiting our blog at [www.theorangerag.com](http://www.theorangerag.com)



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