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US & Global Legal IT News

## Game over for traditional document management ?

Are the days of traditional document management systems and traditional DMS vendors (which for most large law firms means a choice between Open Text and Autonomy iManage) coming to a close?

For example, over the last two months the cloud-based document management specialists NetDocuments have signed up eight new user sites, (six law firms and two offices of general counsel) and while some of the smaller sites are new to the concept of a dedicated DMS, the latest wins also include Open Text swapouts at Van Cott Bagley Cornwall & McCarthy in Salt Lake City and Lynn Tillotson Pinkler & Cox LLP in Dallas.

And it is not just NetDocuments that is chipping away at the traditional DMS market. Aderant is now starting to attract more interest with its StarLaw offering. Then there is the often overlooked Worldox DMS which, as we report on page 2, has just been selected by one firm to replace a legacy Autonomy iManage system. Finally there is Microsoft Sharepoint which, after years of almost being there, is now emerging as a viable contender in the legal DMS sector. Accola with DMS4Legal and Handshake Software are ↗

↗ already active here but we are predicting 2011 will emerge as the year of the Sharepoint DMS.

• NetDocuments has a new version of its system launching in the New Year, there's a sneak preview of it here [www.netdocuments.com/start/2011](http://www.netdocuments.com/start/2011)

## Late breaking news...

**Bryan Cave go Frayman** Among the last minute news coming into the Insider today, the Frayman Group has just announced that Bryan Cave LLP, with 19 offices worldwide, has selected Frayman's Compliguard Flow new business intake workflow applications for firm-wide rollout.

**Workshare Canadian deal** McMillan, one of Canada's leading commercial law firms, has implemented Workshare Protect Server to provide server-based metadata removal. The McMillan site also incorporates customizable filters, so the firm can select which metadata it needs to retain

**iManage integration** The eDocket docketing and calendar application for American LegalNet now intergrates with the Autonomy iManage Worksite DMS. American LegalNet worked with Younts Consulting to develop the iManage integration.

## ALTi at LegalTech NY

American Legal Technology Insider editor Charles Christian will be in New York for all three days of the LegalTech 2011 show. His schedule is filling up fast so if you want to book a briefing or meeting email [charles@legaltechnology.com](mailto:charles@legaltechnology.com) ...soon.



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## December's deals

**Major US Navy lit support win** Austin-based IE Discovery has had its long running contract with the Navy Litigation Office (a division of the Office of General Counsel within the Navy Department) renewed for another year. The contract, for litigation support services, has options for further extensions and a total value exceeding \$40 million.

**AAAA say goodbye iManage** Richmond (VA) law firm Allen Allen Allen & Allen has rolled out Worldox as its new DMS platform. The 23 attorney and 125 staff personal injury firm migrated all its emails and documents to Worldox from its legacy Autonomy iManage DMS. Before making its choice, the firm also looked at NetDocuments and Xerox DocuShare as alternative replacement platforms. O2 Consulting of Philadelphia handled the migration.

[www.o2consulting.com](http://www.o2consulting.com)

**Biscom adds more AmLaw 200 sites** Secure and file transfer specialists Biscom reports it is signing up more AmLaw 200 firms including Arnstein & Lehr, Duane Morris, McKenna Long & Aldridge, Outten & Golden, Riemer Braunstein, Womble Carlyle Sandridge & Rice and Zuckerman Spaeder. Firms use Biscom as an alternative to FTP, email and courier to deliver large volumes of digital content.

**Orion upgrade** Long time Orion accounts, billing and time recording software users Clark Partington Hart Larry Bond & Stackhouse have installed Orion's practice management module for contact, calendar and task management, as well as Worldox and Exchange integration.

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

**Elite Enterprise expands** Following DLA Piper's takeover of parts of Phillips Fox in Australia to create DLA Phillips Fox, the firm is set to roll out Elite Enterprise as its practice management platform and replace the incumbent Aderant CMS software.

**Two more select Select** Indianapolis firm Barnes & Thornburg and Boston's Foley Hoag have chosen Star Collect from Select Associates to manage the accounts receivable process for their firms. Both firms are replacing legacy systems.

**Help cut spend by 19%** Marshall Dennehey Warner Coleman & Goggin report that as a result of using Mattern & Associates for an outsourcing, office supplies, offsite records storage evaluation and RFP process, the firm will reduce its current support services spend by more than 19% for each of its 19 offices, as well as 'significantly' increase billable cost recovery revenues.

**Latest DDS win** Rosenn Jenkins & Greenwald has completed its rollout of a Verdatum digital dictation workflow system, which includes an integration with the firm's Autonomy iManage DMS. The 40 attorney firm selected Verdatum over rival Bighand.

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[www.Litera.com/launch](http://www.Litera.com/launch).

## Ediscovery news round-up

**It's complicated** Rudy Rouhana, an attorney with ediscovery specialists Daegis, is warning that Facebook's new multi-platform communications service will have a huge impact on ediscovery and privacy because it will blur the line between personal and corporate communications.

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

**Credence expands EDD division** Fort Lauderdale based Credence Corporation has recruited Andres Chavez as director of digital forensics and Donna Messina as discovery consultant.

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

**One click collect** Pinpoint Labs has added Harvester 2.0 to its One Click Collect family of ediscovery software. The new app offers keyword culling for loose files and Microsoft Outlook PST files and attachments when making targeted collections in legal hold projects.

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

## More alliances formed

**Iridium + Ultimate** Iridium Technology and New Zealand-based Ultimate BI Solutions have formed a strategic partnership to cooperate on business intelligence (BI) projects for global law firms, including implementing Aderant Expert ClearView Performance, the new cube-based analytics offering from Aderant. Iridium president Tom Jones said the alliance with Ultimate "will also allow us to further differentiate ourselves from other consultants who are dabbling in BI."

- Ultimate director/CTO Martin Vizner originally worked for Aderant where he was the software architect and lead developer for Expert ClearView.

[www.iridium-technology.com](http://www.iridium-technology.com) + [www.ultimatebis.com](http://www.ultimatebis.com)

**Nextpoint + Tribal** Advertising and media agency Tribal DDB Worldwide has formed a strategic partnership with Nextpoint to provide web archival services for Tribal's clients via Nextpoint's Cloud Preservation product. The new service will provide an automated archival service for websites, social media sites and blogs.

[www.nextpoint.com](http://www.nextpoint.com) + [www.tribalddb.com](http://www.tribalddb.com)

**Accola + GDSI** Accola, best known for its new DMS4Legal Sharepoint-based DMS, has formed an implementation partnership with document management software tools and utilities developer Geller Data Solutions Inc (GDSI).

[www.accola.com](http://www.accola.com) + [www.gdsi.com](http://www.gdsi.com)



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## Ediscovery predictions and trends for 2011

Both **Exterro Inc** and **Clearwell Systems** have made predictions on what they believe will be the key trends and challenges facing the ediscovery sector over the coming year, here are some of them...

- **Proportionality becomes reality:** to prevent the ediscovery costs 'tail' from wagging the litigation 'dog'. (*Clearwell*)
- **Collision with cloud & social media:** as more corporate data moves to the cloud and social media applications proliferate, ediscovery will be challenged to preserve, collect, search and process ESI from sources that aren't managed behind the firewall and blur the boundaries between private and public data. (*Clearwell & Exterro*)
- **Continued consolidation:** as more enterprise software companies enter the ediscovery sector through acquisitions. (*Clearwell*)
- **Ediscovery goes inhouse:** General counsel will increasingly take over from law firms the lead role in managing ediscovery projects. (*Exterro*)
- **Project management comes together:** Workflow based project management will play increasingly

important roles in ediscovery projects, with *legal project management* becoming a legitimate skill set. Similarly the gap between corporate legal and IT departments will continue to narrow, with the two sides adopting a more proactive approach. (*Exterro*)

• **Changes in data collection best practice:** Manual, forensic imaging will continue to take a backseat to more automated, forensically sound data collection techniques. (*Clearwell*)

[www.clearwellsystems.com](http://www.clearwellsystems.com) + [www.exterro.com](http://www.exterro.com)

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