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US & Global Legal IT News

## Is doeLEGAL a game changer?

So is doeLEGAL, which produces the doeAscent and doeSummit legal spend management solutions for the corporate legal marketplace, a potential game changer in this sector? The last couple of months have seen a flurry of activity from the company, including the launch of its cloud-based doeSummit matter management collaboration application; Fortune 500 company Constellation Energy selecting doeAscent for spend management; the reporting of a 37% revenue growth to the end of 2010; and, the recruitment of industry veteran Jeff Hodge as executive director for corporate solutions.

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

**Comment:** Over the past few weeks we've heard a number of people describe doeLEGAL as 'potential game changers' in this sector. Our own sources suggest that in head-to-head pitches, doeLEGAL is starting to win business from both Datacert and Tymetrix and will have won at least five deals against them by the end of Q2 this year.

But, by way of balance, Datacert has also been enjoying a renaissance in recent times, particularly with the launch of its new Passport technology platform. And, two weeks ago Hyperion Research named Datacert as a 'market innovator' and clear market leader against 25 other ebilling and matter management vendors selling into European corporate legal departments.

## Ready for Ignite Law?

Next Sunday (10th April) will see the Ignite Law 2011 event kick off at the Chicago Hilton on the eve of the ABA TechShow. Unlike the usual death-by-Powerpoint presentations we all know and loathe, Ignite Law has a panel of 12 speakers (selected from a shortlist by online voting) who each get just six minutes (based on the default time recording unit for lawyers) to deliver their presentations.

This year's speaker panel includes Dennis Kennedy, Tom Mighell, Marc Laritsen and Kevin O'Keefe, while the event is being produced by Matt Homann of LexThink and JoAnna Forshee of InsideLegal.

- Follow the links for the full program and complimentary tickets, which are still available.

[www.ignitelaw.com/agenda](http://www.ignitelaw.com/agenda)

<http://ignitelaw2.eventbrite.com>

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## April's wins, deals and rollouts

**Exari into Akin Gump** Following a competitive selection process, Akin Gump Strauss Hauer & Feld has selected Exari as its document assembly and automation platform.

**Miami firm selects Select** Miami law firm Stearns Weaver Miller Weissler Alhadeff & Sitterson has signed up with Select Associates and will begin using the company's star\*targetCash and star\*collect systems later this year to improve accounts receivable, cash flow and attorney communications.

**Canadian go-live for Aderant** Osler Hoskin & Harcourt LLP, one of Canada's largest law firms, has gone live with Aderant's Expert Imaging application. The system is designed to help law firms manage, search and consolidate all the source documents associated with legal accounts transactions.

**Frayman Group busy** It has been a good month for the Frayman Group with Duane Morris LLP deploying and going live with the company's Compliguard Protect information governance, ethical walls and confidentiality management system, plus Alston & Bird placing an order for the Compliguard Flow2 new business intake and risk management workflow application.

**Ogier selects IntApp** The global offshore law firm Ogier has selected IntApp Integration Builder system to synchronise and centrally manage information across the firm's diverse software portfolio. The selection came down to a choice between IntApp and Microsoft BizTalk.

**kCura win** kCura reseller Evolve Discovery has sold a kCura Relativity ediscovery review and workflow platform into California-based business law firm Buchalter Nemer.

## New product launches

**Double West launch** Thomson Reuters last week launched Westlaw CaseLogistix 5.3 and West Case Notebook 2.5, providing key integration between its document review and case analysis tools. Both apps are part of the Westlaw Litigator suite and the new integration provides single click transfer of ediscovery documents between the two products, as well as support for Windows 7 and Office 2010.

**New hyperlink capabilities** Synaptec Software has added LawBase Hyperlinks to its LawBase case and matter management software. The new feature allows users to create external links to existing LawBase files including favorites and search results.

**CompuLaw Pacer** CompuLaw has released the first part of its CourtConnect ... ➔

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⇒ from page 2... suite of court integration products. Called ECFI (electronic case filing integration) the new system automates the process of entering information from the federal PACER (public access to court electronic records) Notice of Electronic Filing (NEF) emails.

**Trust eNtrust** D4 LLC has launched eNtrust, a formalized version of its ediscovery managed service, that is now available as a fixed cost, subscription-based model offering a combination of hardware, software and people.  
[www.d4discovery.com](http://www.d4discovery.com)

## New hires, people & places

**Intellitech hires CTO** Intellitech has recruited Michael Burnette to the position of chief technology officer, with responsibility for all the company's IT infrastructure and technology resources. Prior to joining Intellitech, Burnette was VP of IT with Place Properties and before that IT director at Rogers & Hardin LLP, where he managed numerous software platform migrations. **TCDI expands** David Deutsch has joined TCDI to provide ediscovery client advisory and business development services out of TCDI's New York office. TCDI has also expanded its headquarters facility in Greensboro, NC. **ICG invests in Sharepoint skills** Informative Graphics Corporation is expanding its Microsoft Sharepoint initiatives with the recruitment of Deidra Jow as product marketing manager for Sharepoint and Doug Skinner as business development director. Both were previously with Microsoft. **New VP at DTI** Document Technologies Inc has promoted Thomas Bonk to the newly created role of VP of professional services. Bonk joined DTI in 2003. **New Skinder-Strauss CEO** Skinder-Strauss Associates, the publishers of *Lawyers Diary & Manual* and eLaw.com, has named Andrew Strauss as chief executive officer. Although his grandparents founded the company in 1929, prior to being ⇒

⇒ appointed CEO Strauss spent more than a decade as a partner in the Riverside Company private equity group. **New iCONNECT appointments** iCONNECT has hired Jim Steene, a former VP with Digital Legal and Merrill Corporation, as Northeast regional senior sales consultant. iCONNECT has also hired Jonathan Wiley as Southeast regional senior sales consultant. He is a former business development executive with Digital Legal and Edmond Scientific. **Huron expands ediscovery ops** Huron Consulting Group has expanded its ediscovery, forensics and data analysis operations with the addition of 13 consultants from LEGC, including Michael Bandemer as a managing director and Robert Hichens, Sergio Kopelev and Skip Westfall as directors.





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## April Fool: infotainment OK

Here on the Insider, we've always believed that because legal technology risks becoming a dull but worthy topic, it is important to lighten-up and provide a little *infotainment* wherever possible. So congratulations to **CaseCentral** and **Exterro** for both publishing April Fools stories last Friday.

CaseCentral announced its cloud-based Love Connector utility that allows corporates to integrate internet dating sites into their ediscovery platforms, so they can trawl for employees who may be exposing a business to risk through their online dating activities. We particularly liked the system's ability to capture 'wink' and 'poke' data, to cull irrelevant data such as momma's boys and dorks, and its pop-up glossary of dating acronyms, such as L4L (looking for love) and CD (cross dresser).

Meanwhile Exterro went for a darker *I, Robot* approach with its announcement of Fusion WhatSun, a robotic ediscovery system that can scan two zettabytes of data in under 172 milliseconds. Exterro say one organization has already been able to make 95% of its ediscovery staff redundant since implementing WhatSun and adds that the BioPort brain-implant training units are 85% pain free !

## Calling for nominations

The College of Law Practice Management is calling for entries for its 2011 InnovAction Awards from law firms, lawyers and inhouse legal departments that feel they have invented or successfully applied new business practices to the delivery of legal services. Key criteria are originality, value and effectiveness.  
[www.innovactionawards.com](http://www.innovactionawards.com)

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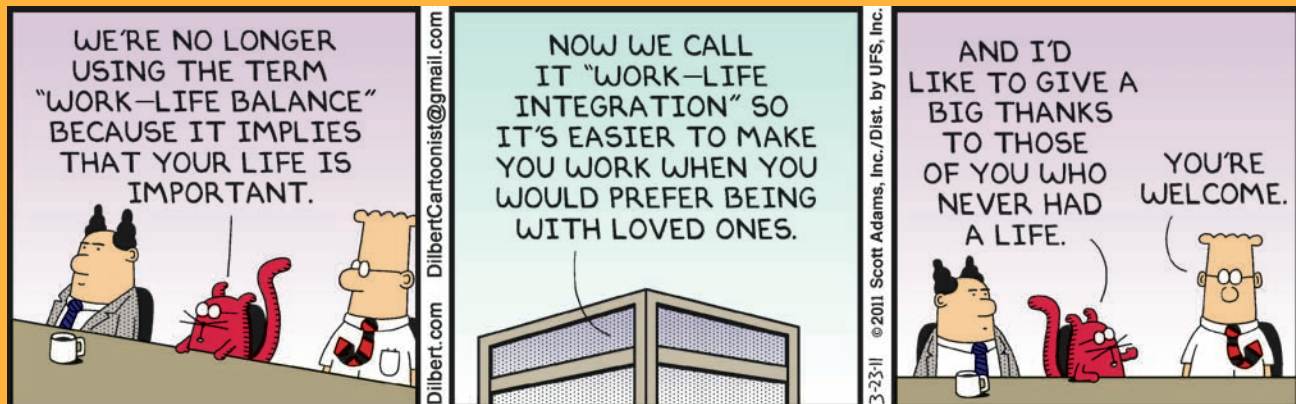
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