AMERICAN LEGAL TECHNOLOGY INSIDER
US & Global Legal IT News

And more consolidation

The trend for consolidation within the legal IT space continues with two further acquisitions (both in the ebilling space) announced over the past month.

Hot on the heels of the acquisition of eBillingHub by Thomson Reuters Elite, **TyMetrix** (part of Wolters Kluwer Corporate Legal Services) has acquired the software assets of **RORA Client Services**. RORA is probably best known in this sector for its LEDESense software suite which helps law firms translate unformatted electronic invoices into the different LEDES (Legal Electronic Data Exchange Standards) formats accepted by the many legal ebilling systems now in use around the world.

Next, **Mitratech**, one of the biggest players in the corporate legal systems market (including matter management, ebilling and GRC/governance/risk/compliance) has been acquired by **Vista Equity Partners**, the same PE/VC group that owns Aderant. As part of the acquisition, the company's president & CEO Afshin Behnia has stood down and been replaced by Eric Thurston, most recently a senior VP with another Vista Equity company.

Litéra wins ToA patent

Litéra has been assigned a US patent for the table of authorities compilation technology that lies behind its recently acquired CitationWare offering, a legal market-centric add-in for Microsoft Word.

Hubbard One move into case outcomes

Hubbard One has dramatically extended the scope of its Monitor Suite with the launch of its Case Outcomes module which aims to provide law firms with a competitive advantage gleaned from an analysis of court documents. Explaining the product, Hubbard One president Mark Schiff said "For years, the information available within court documents has been hard to access and even harder to aggregate and interpret, so this rich source of intelligence was almost universally overlooked." The system provides firms with data to identify litigation trends, including benchmarking their own efficiency, effectiveness and differentiation, as well as better understanding their opposing counsel.
www.hubbardone.com/caseoutcomescampaign

November's wins & deals

IntApp is continuing its winning streak with yet more deals announced this month including **Corrs Chambers Westgarth** in Australia, who are buying the entire IntApp product portfolio of Wall Builder, Time Builder and Integration Builder; and Kentucky/Ohio law firm **Greenebaum Doll & McDonald PLLC**, who have deployed Time Builder.

Denver-based **Long+Page LLP** has selected Summation CaseVantage from **AccessData** as its inhouse, web-based litigation review platform.

Trademark specialist **Young & Thompson** has implemented the Electronic File Room (EFR) trademark module from IP document management systems developer **First To File**. The firm is already running the EFR patent module.

New York law firm **Ganfer & Shore LLP** is upgrading its practice management system to **Aderant RainMaker** Platinum. Last month Aderant announced it had acquired Rainmaker Software.

The **City of New York** has begun a pilot program to archive all its social media content via the **Nextpoint Inc** Cloud Preservation service. The Nextpoint service will automatically and iteratively archive NYC's 100+ social media feeds from 40 different agencies on a wide array of platforms including Twitter, Facebook, LinkedIn and YouTube. **www.cloudpreservation.com**

Another busy month for **Intelliteach** with new orders for the company's outsourced helpdesk services coming in from 550-user **Burr & Forman LLP** and 400-user **Stradley Ronon Stevens & Young LLP**. Stradley Ronon will use Intelliteach for primarily after-hours support, while Burr & Forman has outsourced its entire service desk operations.

• Intelliteach has become a sponsor of **Pro Bono Net**. As part of the deal, it will provide 24/7 support for the Pro Bono Manager hosted system that helps law firms manage their pro bono programs.
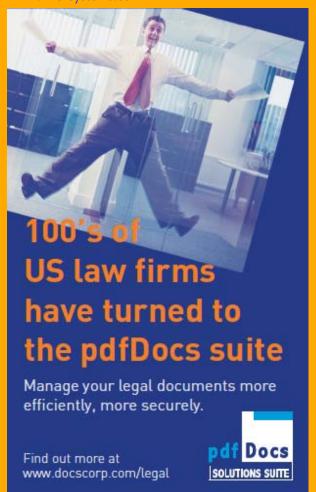
Document exchange specialist **Biscom**, which provides a secure alternative to FTP and ⇨

⇨ email, has won five more law firm clients: **Caplin & Drysdale**, **Germer Gertz**, **Porter Scott, Graves Dougherty Hearon & Moody** and **Wiley Rein LLP**.

Chattanooga-based **Chambliss Bahner & Stophel** has successfully reorganised its FAST (Firm Administrative Support Team) system by the adoption of **Bighand** digital dictation technology, achieving improvements in both document turn-around times and attorney-to-support staff ratios.

UK-based **Linex Systems** has won its first major US deal, from **Arnold & Porter**, for its technology which allows law firm library and information management services to combine all their external information streams and create custom alerts for lawyers and other end users. **www.linexsystems.com**

Inhouse legal the next big challenge ?

Charles Christian... UnCut

One aspect of the so-called 'New Normal' in the legal market that tends to be over-looked is the way the offices of general counsel and inhouse legal departments are using technology to manage their relationships with their law firm panels.

Traditionally inhouse legal has been the poor relation of the enterprise IT infrastructure, with managers having to explain to their IT teams why they require all these weird and wonderful document and file management systems from funny little vendors nobody has ever heard in the broader computer industry. But, with the mantra of 'shareholder value' now even permeating into inhouse legal departments, corporate counsel are starting to demand better tools with which to not only manage their relationships with law firms but also to measure and benchmark their performance against their peers.

Faced with these challenges, the vendor community is stepping up to the mark with more feature rich products (such as last year's launch of Passport by Datacert) plus the trend for consolidation. Last year Thomson Reuters bought Serengeti, this month TyMetrix has bought RORA and Vista Equity Partners has acquired Mitratech.

In fact just about the only people to not spot this trend are the law firms who still seem determined to hang onto hourly billing and avoid alternative fee arrangements (AFAs). Or else ignore their client's ebilling requirements and are then puzzled why their bills are not being paid. And then there is their fascination with proprietary extranets and portals, which overlook the fact inhouse legal teams may be dealing with dozens of different firms that each run their own proprietary platforms.

There's an app for it

Just room for two apps this month: **Orion Law Management Systems** is now offering integration with **Bellefield Systems**' iTimeKeep cloud-based time recording apps for the iPad and iPhone. Bellefield say they are working on similar integrations for other time and billing systems. And, **Atidan LLC** has launched its SharePoint DocExplore for iPad app which allows users to browse and search Microsoft SharePoint document libraries with a visual and collapsible tree view. Atidan has also released Document Explorer for SharePoint 2010 Server, a server-based webpart. Both apps can be downloaded from the Apple App Store.
www.bellefield.com + **www.atidan.com**

DMS - and now for something different

There is no let-up in the momentum being gathered by 'alternative' document management system providers – alternative as in someone other than OpenText or Autonomy iManage.

EponaUSA, the North American subsidiary of the Rotterdam (Holland)-based legal systems developer Epona, has just won an order for its DMSforLegal, Microsoft Sharepoint-based document management system, from Burr & Forman LLP, a 500-user firm that has offices across the Southeast. EponaUSA describe their system as "the first out-of-the-box Sharepoint DMS designed for lawyers." DMSforLegal will run on Sharepoint 2010 plus Microsoft Office 2007 or 2010 platforms.

Meanwhile **Elite** (which a decade ago in December 2001 was the first major legal vendor to experiment with Sharepoint as a DMS) has added World Software, the developers of the **Worldox** DMS, to its alliance partner program. The collaboration means Elite Connector for Worldox users can automatically synchronize new client/matters and attorney assignments on Elite's practice and financial management platforms.
• Elite has also announced a broadening of its partnership with **nQueue Billback** to provide closer integration between Elite 3E and Enterprise software and nQueue's cost recovery systems.

People & Places

IntApp has recruited **Jill Nelson** as the company's new director of product marketing. Nelson previously worked for LexisNexis, where she ⇨ directed product management for the Redwood Analytics business intelligence product suite.

The consultancy **Hyperion Global Partners** has been joined by **Olivia Gerroll** as managing director heading up the Litigation Strategy & Management practice. Gerroll has worked for law firms, technology vendors and consultancies including Heller Ehrman, Dewey & LeBoeuf, Baker Robbins, Anderson Kill and Continuum Worldwide.

Dean Morrison and **John Dondey** have joined the **CIT Vendor Finance Group** as national account managers specializing in the legal technology vertical market. Morrison and Dondey were previously with Baytree National Bank & Trust where they created and managed the legal technology financing division.
www.cit.com

Anthony Argenziano has joined **DocSolid** as its vice president of technology, he previously held a similar post with ImageTag.
www.bellefield.com

Legal IT, ediscovery and litigation support recruitment specialists **TRU Staffing Partners** has hired **Bowe Kurowski** as its West Coast manager of recruiting. Kurowski, who has worked with a number of major law firms, currently sits on the board of advisors for Cal State LA's legal continuing education program. He is also developing and will teach the first ABA approved class for ediscovery paralegals to be held on the West Coast. These are slated to start in 2012.

Bryant Bell, most recently with EMC and before that in senior roles at CT Summation, Adobe and Computer Associates, has joined **iCONET Development LLC** as senior director of product marketing.

Elite 3E specialists **Wilson Legal Solutions** has expanded its operations with the opening of a new office in New York City at 825 Third Avenue.
www.wilsonlegalsol.com

Consultancy news...

The market must be improving, we're seeing a surge of activity from the consultancy sector! **Hyperion Research** has just published its *2011/12 MarketView Report E-Billing & Matter Management Systems for Corporations* looking at Bridgeway, TyMetrix, Datacert, LexisNexis, Mitratech and Thomson Reuters Serengeti. **www.hpgresearch.com**

The **Source Consulting Group**, which was borne out of Thomson Reuters' divestiture of its Hildebrandt Baker Robbins business earlier this year, has published the results of its *2011 Finance Operations Survey* of law firms. Survey highlights include the use of expense management systems has increased by 23% over the past 12 months, and 29% of firms now have some form of PMO (project management office) compared with just 8.7% in 2010. The full report, looking at a sample of 62 firms, costs $1200. **www.sourcegroup.com**

Finally, the founders of the Boston-based *eDiscoveryJournal* have launched a new ediscovery oriented market research, analyst services and strategic consulting firm called the **eDJ Group Inc**. **www.edjgroupinc.com**

Late wins & deals news

Australian-based **DocsCorp** has won two more customers in the US: **Genova Burns & Gianomasi** has deployed pdfDocs Desktop and compareDocs, and **Buchalter Nemer** has gone with compareDocs. Meanwhile US-based **IntApp** has won another Australian law firm: **Russell Kennedy** which has selected IntApp Integration Builder.

American Legal Technology Insider