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Litéra headhunts R&D chief from Workshare

Litéra, the document comparison, collaboration, metadata and creation company, is still on a hiring spree. Having recently recruited former Microsoft director Norm Thomas and Gartner vice president Toby Bell, the company this week announced that Deneen Martinez, previously senior director of global field engineering at Workshare, was joining the Litéra senior management as its new executive director of research and development.

- Michael Pennington, who joined Litéra in March, has been promoted to director of North American sales. Pennington was previously a regional account manager at Workshare.

Two new Elite alliances

Thomson Reuters Elite has entered into two new alliance partnerships over the past month.

The first is with Proactis, who specialize in spend control, e-procurement and purchase-to-pay solutions that allow law firms (and other types of organization) to better manage purchases from their own suppliers (particularly in commodity spend areas such as IT, office services and travel) and then reconcile the transactions on their accounts systems, such as Elite. DLA Piper and Clifford Chance already run Proactis systems. ➔

The second deal is with nQueue Billback, which sees a broadening of the two companies' existing partnership to include integration of nQueue's iA Expense Manager with Elite 3E and Enterprise.

www.proactis.com + www.nqbillback.com

Coming soon to desktops

As the publishers of *American Legal Technology Insider*, we are proud to announce we are launching a new edition of our newsletter for the Asia-Pacific market, including Australia, New Zealand, Hong Kong, Singapore and Malaysia as well as the emerging Chinese and Indian legal markets. Called *Asia Pacific Legal Technology Insider*, it will launch in February as a PDF zine and be available free of charge by registering at apac@legaltechnology.com

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December's wins

Intellectual property law specialists **Fish & Richardson** has purchased a license for the **kCura** Relativity ediscovery review platform through kCura reseller partner **Complete Discovery Source**.

The **Federal Bureau of Investigation** has selected the **Clearwell** eDiscovery Platform to streamline ediscovery investigations by FBI case agents handling large volumes of documents requiring searching, reviewing and tagging.

Fresh on the Radar

PTS Consulting coming to America The London-based PTS Consulting Group has teamed up with Chelsea Technologies (which has offices in NYC, Los Angeles and Miami) to create a jointly owned subsidiary called PTS Chelsea Inc. PTS is a specialist in IT managed services (ITMS), particularly IT relocation and data center projects for larger law firms (and other organizations).

By teaming up with boutique ITMS provider and long business partner Chelsea, PTS can now provide a global managed service offering, eliminating the need for global law firm customers to manage multiple vendor relationships in different geographic regions.

www.ptsconsulting.com + www.chelsea-tech.com

Tempus-Rex putting time in the sky Montreal-based Tempus-Rex is a new venture by Peter Zver (best known as one of the founders of the Pensera TimeKM business) in partnership with the Tikit Group and Momentummm, to create an SaaS (software as a service) mobile time recording system for smaller law firms that will run on Blackberrys.

The company brings together Momentummm's cloud computing skills and Tikit's Carpe Diem Mobile software to deliver a package

that is affordable and flexible enough to be used by smaller firms. Tempus-Rex managing partner Don Joyce says the app's \$9.95 per user, per month price pays for itself the first time a lawyer captures even a single six minute billing increment that otherwise would go unbilled. Joyce says industry estimates suggest most lawyers fail to bill three to four hours of chargeable time each month due to inefficient time capture practices. The application offers three standard functions: Jot-it-Down, which lets users select a case, allot time to it and add a description; Remind Me, which prompts users to capture the time spent on calls and emails at the end of the activity; and Tag & Send, which lets users go through message logs and calendars to tag unbilled items.

www.tempus-rex.com



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Is flexibility the secret of vendor survival ?

Although they won't admit but there are a lot of vendors in the legal IT

space at the moment with legacy products and no clear sense of what to do next. For them, the light at the end of the tunnel is not daylight but a train coming to run them down.

Of course there are many reasons why IT vendors lose the plot, including complacency, lack of investment in successor products and corporate pride that results in hanging on to old technologies long after it is time to shift to new platforms.

I can think of a couple of niche market leaders who fell from favor because they were too late migrating from Unix/Informix to Windows/SQL Server. But this still doesn't stop the former CEO of one of those companies complaining to me that his ex-customers "got it wrong because Unix/Informix is a more secure and scalable platform than SQL Server". Sure, and we all know plenty of attorneys who still argue WordPerfect is a 'better' product than Microsoft Word. Maybe it is but the world has moved on, so just get over it. With technology, it can be a fatal mistake to be too rigid and precious in your commitment to and belief in the merits of your own products.

One company to have always recognised this and been prepared to not only drop its own legacy products but if necessary reinvent itself is Microsoft. Remember Bill Gates once saying he ➡

➡ "saw little commercial potential for the internet for the next 10 years"? This was in late 1994 when the company was pinning its hopes on the MSN proprietary online services platform. Or, in 1987, when he said he believed "IBM OS/2 is destined to be the most important operating system of all time"?

The list of *Billisms* is endless and Gates openly admits saying "some stupid things and some wrong things" although he's always denied making the "640K (of memory) ought to be enough for anybody" remark. What is important is that, like all successful companies, Microsoft is prepared to learn from its mistakes – not keep repeating them. And if that means making some dramatic about-turns or periodically reinventing itself, it will do so.

For example, after years of promoting its own Windows Mobile platform, earlier this year Microsoft embraced Blackberry, its arch-rival in the smartphones sector. More recently, it has hinted that the pre-release *beta* version of Office 15 (the successor to Office 2010) will be available as early as January 2012 and be a tablet-friendly system, even though Microsoft's own tablet products have long been eclipsed by the Apple iPad. There is a lesson for legal IT vendors here: instead of complaining times are hard, be flexible and be prepared to reinvent yourselves if necessary.

Vital statistics: 2 percent

There are currently 600 million users of Microsoft Office on the planet, of which a mere 11 million are working within law firms. That's about 2% of the total, which explains why Microsoft will never bother to close the 'gap' between the standard product and all the additional functionality some law firms would still like to see included in Office.



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New product launches

Nextpoint Flickr support Nextpoint's cloud-based compliance and litigation social media preservation product Cloud Preservation now supports Flickr. This means corporations and government agencies now using Flickr to store and promote digital images (there are an estimated 5 billion photos stored online on Flickr) can securely archive them.

www.cloudpreservation.com

DocAuto goes multi-tier Autonomy iManage WorkSite specialist DocAuto has launched its new multi-tier architecture DocAuto Server platform. DocAuto director of development Mark Baker said "The new architecture will allow for much greater flexibility in deploying and interacting with DocAuto products." DocAuto will continue to support legacy applications as long as the current customer base requires.

www.docauto.com

Perceptive document output Perceptive Software has announced the general availability of its new ModusOne document output management (DOM) product, which allows users to rapidly create customized, automated correspondence, to 'close the gap' between on-demand and high volume standardized document creation processes.

www.perceptivesoftware.com

CompuLaw extends offering Aderant CompuLaw has added five new court rules databases to its library covering bankruptcy, trademarks and patent litigation as well as veterans claims. CompuLaw has also released v2.0 of its Collaborate system, providing integration between its Vison Web Portal and Microsoft Office Sharepoint 2007 and higher.

www.compulaw.com

People & Places

The **eDJ Group Inc**, the ediscovery consultancy and *eDiscovery Journal* parent, has appointed **Mikki Tomlinson** as director of its new strategic consulting services division. The new division merges the consulting practices of Murphy Insights and Reason-eD LLC. Prior to joining eDJ Group, Tomlinson, who has worked in the litigation support and ediscovery industries for over 20 years, was the ediscovery advisor for the Chesapeake Energy Corporation.

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

www.cit.com

Preet Sangha, previously a member of the Aderant development team in New Zealand, has joined **Iridium Technology** as a principal developer/consultant with a focus on implementing and customizing Aderant BI (business intelligence) products for customers in North America, as well as the US, Australia and New Zealand.

Legal IT, ediscovery and litigation support recruitment specialists **TRU Staffing Partners** has promoted **Erin McQuillen** to the role of East Coast manager of recruiting, along with **Cara Petrie**, who becomes an ediscovery recruiter. **Nora Tulchina**, who joined TRU this Fall, takes over Petrie's former job as operations & logistics coordinator.

David Rodebaugh, whose career in the outsourcing and facilities management (FM) sector includes holding senior posts at Deloitte & Touche, Williams Lea ad Merrill Legal Solutions, has joined **Document Technologies Inc** as director of sales for its FM business.

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News in brief

Cole Valley implements Worldox cloud Legal systems developer Cole Valley Software is now up and running on a Worldox CompleteCloud software-as-a-service (SaaS) hosted desktop. The company was already a Worldox DMS user and switched to CompleteCloud because of the limitations of its legacy hosted solution. The implementation was handled by Worldox integrator Baker+Cadence Solutions and provides Cole Valley staff with web access to Microsoft Office Professional applications, including Exchange/Outlook, as well as Worldox document management.

25,000 firms and growing A 17-lawyer suburban Philadelphia firm – Semanoff Ormsby Greenberg & Torchia – has become the 25,000th small law firm to adopt the WestlawNext next generation legal research service from Thomson Reuters. The milestone was marked at a event at the firm’s Huntingdon Valley offices, where Thomson Reuters made donations to two local charities – Intercommunity Action and Liberty Resources – with which the firm has long standing ties.

MORE LSPA members The Legal Service Providers Association, which aims through its combined purchasing power to provide service companies with access to training, marketing, HR and supplier

↔ discounts they could not develop on their own, has announced 14 new charter members.
<http://legalspa.org/member-benefits.php>

There’s an app for it

Bellefield Systems is extending the availability of its iTimeKeep cloud-based time recording apps for the iPad and iPhone and has now released a version for **Aderant Expert**. Derek Giles, of the global consulting firm Swerdlove, described the new app as “a welcome addition” to the tools Aderant users have at their disposal.

www.bellefield.com

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Email: altinews@legaltechnology.com

Advertising Manager: Philip Woolley

Email: philip.woolley@innovatorsinlaw.com

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