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Can SharePoint really deliver the DMS goods ?

Over the past 12 months the market has been awash with reports that the future of document management systems belongs to SharePoint-based products. However news emerging in the UK at the end of last week suggests it may still be premature to announce the passing of the 'traditional' DMS.

There are NDAs washing all over the place but what we can tell you is a 130 partner 'top 50' UK law firm hired a reputable, independent consultancy called 3Kites to send out RFPs and RFIs and then conduct scripted demonstrations of rival DMS products to find a replacement for the firm's incumbent bespoke DMS.

A total of five systems, including the Workshare Point, MacroView DMF and Sword Excalibur flavors of Microsoft SharePoint DMS products were considered, along with the long-established, 'traditional' DMS products from OpenText and HP Autonomy iManage. And the winner – in what we believe is the first ever SharePoint versus 'the usual suspects' head-to-head competitive DMS tender – was iManage Worksite.

Aderant StarLaw on hold ?

Staying with legal document management systems, yesterday we had a report from a West Coast law [↗](#)

[↗](#) firm saying "here is an email we received today: *Hello, Unfortunately, the StarLaw product has been shut down as of last week. The development team is no longer intact. We will not be able to assist going forward.*"

We asked Aderant for an official comment and they replied "We have temporarily paused our development of the StarLaw product so that we could allocate resources to our newly acquired product lines. We will have some exciting product integrations and enhancements to announce this year as a result. As always, Aderant will continue to support our clients using StarLaw and all other products." It is also worth noting that former RainMaker head-honcho Jim Hammond was last week appointed vice president of global marketing at Aderant, with responsibilities including 'uniting' the company's product lines following its spate of acquisitions last year. *See also page 4.*

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January's wins & deals

Three of North America's oldest law firms have selected Change-Pro document comparison and metadata management applications from **Litéra**. The three are **Davis Polk** (founded 1849), **McCarter & English** (1851) and **Ropes & Gray** (1865).

Keller & Heckman, which has offices in Washington DC, San Francisco, Brussels and Shanghai, has selected **Aderant Expert** as its new practice and financial management system. The firm's CFO Belinda Jones cited Aderant's multi currency capabilities as a key factor in its selection.

Microsystems has released the details of nine more firms that have either licensed the company's DocXtools suite for the first time or else purchased additional modules. The firms are **Davis Polk & Wardwell**, **Buchanan Ingersoll & Rooney**, **Cahill Gordon & Reindel**, **Choate Hall & Steward**, **Leonard Street & Deinhart**, **RR Donnelley**, **Squire Sanders & Dempsey**, **Kilpatrick Townsend & Stockton** and **Fraser Milner Casgrain**.

The **Detroit Police Department Homicide Unit** has selected Redact-It from **Informative Graphics Corporation** to help it remove personal information from police reports before it is distributed to other organizations, including the media. Previously the Unit manually redacted documents use black wax pencils.

Iridium Technology has signed up four more North American AMLAW 200 law firms in Q4 2011 for implementations of the Aderant ClearView business intelligence platform. The firms include **Troutman Sanders** and **Baker Donelson**.

Arnall Golden Gregory, an 150 attorney firm based in Atlanta, has outsourced its complete level 1 help desk operations, including overflow and after hours user support, to **Intelliteach**.

Training specialist **Capensys** has just completed 'blended' learning rollouts (including elearning, workshops and floor support) of Office 2010 and NetDocuments for **Lewis Brisbois**, ➔

➔ FileSite and Office 2010 for **Dewey & LeBoeuf** and Office 2010 for **Kramer Levin**.

UK-based **Kutana**, developer of the Kappris print management software, is now shipping into the American market via Houston-based reseller Tendux. **Cooper & Scully**, with offices in Texas and California, is the first US firm to buy Kappris.

www.tendux.com

Q4 also ended with a boom in business for **DocsCorp**, with four more firms (**Brady Vorwerck**, **Flemming Zulack**, **Wyrick Robbins** and **Joel Frank Wilkinson**) buying its entire pdfDocs Solutions Suite, plus **Burr & Forman** going with compareDocs, and **Foster Pepper & Schefelman** and **McLane Graf Raulerson & Middleton** deploying DocsCorp's new Content Crawler system.



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2012: forget the Mayan apocalypse, there's plenty more stuff to worry about!

According to many people (and some Hollywood movies) the ancient Mayans predicted the world will end in an apocalypse this coming December. Or maybe it won't, in which case you'll still have to see those annoying members of the family during the holiday season. However, if you are involved in legal technology, whether with a vendor or in a law firm, there is plenty more immediate stuff to worry about, so here are my three predictions for Legal IT Apocalypse 2012.

- **Social Media: learn to live with it** Yes, we know Twitter and Facebook are scary places but as this is where more and more of your potential clients, users and employees now live, you had better embrace social media. Consider Facebook-style interfaces to client facing applications, as well as social media monitoring systems to manage and measure the effectiveness of online initiatives.

- **Our data is in a cloud but so is our supplier** Over the last two years the concept of cloud computing has made great leaps in terms of acceptability and viability but now another issue is arising, namely the credibility of the companies hosting cloud operations. If your data is in the cloud 24/7 x 365 (or 366 days this year) can you be certain your cloud services provider has the capacity and scalability to stick around and deliver?

- **There had better be an app for it** The Blackberry is dead, long live the iPhone, the iPad and the Android. Instead of moaning about the consumerization of IT, recognize it is here to stay. For IT vendors it means developing true app versions of their software (not just a Citrix fudge) and for law firms, it means developing apps that can offer true value to your clients.

DocSolid goes blogging

With the rise of 'casual scanning' on multifunction devices, DocSolid has launched a new blog dedicated to examining trends, strategies and best practices for document scanning within the legal industry. Written by DocSolid founder Steve Irons and VP Dave Guilbault, one of the first blog postings is Scanthropology 101 - how scanning evolves in the enterprise.

www.docsolid.com/category/blog

New product launches

LawBase has new Outlook Synaptec Software has launched LawBase Navigator to enhance the integration between its LawBase case management software and Microsoft Outlook, so users can now view their LawBase home screen, including folders and search tabs, from within Outlook.

New West KM integration Thomson Reuters has announced that its West km knowledge management product now integrates with the NetDocuments cloud-based document management system. NetDocuments ...continued on page 4 ➔



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↔ creates secure online workspaces that can be used by firms to not only organize their documents but also share them with clients when collaborating on projects. Twelve office Nelson Mullins is one of the first firms to go live with the new West km plus NetDocuments combination.

C2C PST launch C2C has launched PST Enterprise, a new tool to manage the elimination and migration of Microsoft Exchange PST data across an entire network. To download a free trial version visit www.c2c.com/product-demo/free-trials

TeamConnect upgrade Mitrstech has released v3.3 SP1 of its TeamConnect application with new tools to support international deployments, including local language, date and time formats, as well as enhanced reporting capabilities.

People & Places

Recommind has hired 451Research co-founder and research director **Nick Patience** as its director of product marketing & strategy. Patience, who has an international reputation as an information management industry analyst and will be based out of London, will be helping Recommind address the “problem of Big Data where organizations are staggering under information overload and leaving themselves at risk because they can’t distinguish the data they need from the data they don’t.”

Jim Hammond, who has been with RainMaker Software since 1992, the last 10 years as president until the company was acquired by Aderant on October 2011, has been appointed vice president of global marketing at **Aderant**. Aderant CEO **Chris Giglio** said Hammond’s role will include uniting the company’s product lines, following ↔

last year’s acquisition of Client Profiles and CompuLaw, as well as RainMaker.

Document Technologies Inc has launched a new business line **DTI Knowledge Solutions** that takes the company into the KPO (Knowledge Process Outsourcing) sector. **Chris Aronson** and **Jason Brennan** have been recruited to head the new business as, respectively, president and COO.

nQueue Billback has promoted **Dan Sharratt** to the role of VP operations from his previous position as director client implementations. Sharratt will oversee the company’s implementations, support and project management operations across the Americas and EMEA regions.

This month saw **Ms Meg Block** join the **Frayman Group** as its new senior VP of risk management consulting. For the past 18 years Ms Block was a managing director of **HBR Consulting LLC** (previously Baker Robbins & Co and Hildebrandt Baker Robbins) and will now be heading up Frayman’s risk management initiatives, which include forming a consortium of legal industry risk management thought leaders.

Altegrity Inc, the parent company of **Kroll Ontrack**, has appointed **Dean Hager** as Kroll’s new president & CEO. Acting Kroll Ontrack president **Joel Vogel** will assume the role of senior VP of Legal Technologies, while current senior executive **Greg Olson** becomes senior VP of data recovery and software. Hagen, who joins Kroll Ontrack from Lawson Software, where he was most recently executive vice president, will report to Altegrity CEO **Sharon Rowlands**.

Guidance Software Inc has appointed **Daniel Lim** as vice president & deputy general counsel, and **Alex Andrianopoulos** as vice president of marketing. Prior to joining Guidance in 2007 as assistant GC, Lim was an attorney at Jones Day. Andrianopoulos joins Guidance from Oracle, where he was a VP of marketing.

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See you at LegalTech NY

The Insider editorial team will be over in force at the end of this month for the *LegalTech New York* event. We have a totally over-ambitious schedule but we'll say hello to as many of you as we can! Insider editor Charles Christian is also taking part in two panel sessions at LegalTech: *Best practices in Microsoft Office utilization for law firms* (LLT3) at 3:45pm on Monday 30 January + *Matter management & the impact on lawyer efficiency* (LFM1) at 10:30am on Tuesday 31 January.

Vital statistics: 76.5%

According to the 2011 Clio Apple in Law Firms Survey (released last month) 76.5% of law school students say they plan to keep using Apple Macs when they graduate.

Reader offer: Tech show in London

We're offering 100 double passes (worth \$900 each) free of charge to the first 100 law firms or corporate legal departments to register for *LawTech Futures 2012*, Europe's biggest and most important legal tech event, which takes place in London on 15th March. Go to the website and use the registration code **LTcomp100**. www.lawtechfutures.com

There's an app for it

Liquid Litigation Management has launched an iPad app (via its website and the Apple App Store) as a companion to its Liquid Lit Manager software for attorneys working on depositions and hearings. **Westlaw** is now offering an Android app version of its *Black's Law Dictionary*. The Apple iOS version of this app is already in the top 10 highest grossing reference apps on iTunes. Westlaw has also enhanced its WestlawNext iPad app to include the ability to save and view documents in offline folders when no internet connection is available.

www.store.westlaw.com/mobileapps

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