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## Another acquisition as CMS buys Intelliteach

St Louis-based CMS Management Solutions Inc this week bought Intelliteach, the only dedicated law firm-specific outsourced service desk company operating in the legal market. Intelliteach, founded in 1999, is a privately owned business with offices in Atlanta and London (England). The purchase price was not disclosed.

## Sharepoint - Handshake say no way to Epona DMS

Following reports that some delegates at last month's *LegalTech New York* rated Epona's DMS for Legal system as the best Sharepoint-based document management system they had seen, Doug Horton, the president & CEO of Handshake Software, has come out fighting. Horton says that if a law firm ever compares the Epona and MacroView DMS products against Handshake's rival DM/Email Director system "we will win every time."

"What we need," he adds, "is a Sharepoint DMS shootout. We will go head-to-head against any other product. We have developed our architecture over the last four years to create a large scale ECM platform, we didn't just bolt on some user features to Sharepoint." Any vendors or consultants wanting

➔ to accept the shootout challenge should email [dhorton@handshakesoftware.com](mailto:dhorton@handshakesoftware.com)

- In related news... Handshake's DMS system now supports mobile access from iPhones, iPads and Android devices; as well as employing Vizit to add a document previewing capability.

## New consulting arm

DocAuto has launched a consulting services arm to complement its product suite and help support customers with limited internal resources. The company has also recruited Linda Miller (one of the co-founders of Traveling Coaches) to its executive team as director of client services, while Christian Villegas rejoins DocAuto as a senior solutions consultant.

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## March wins, deals, swapouts and rollouts

**Stites & Harbison PLLC** is reporting ‘greatly enhanced time recording practices’ since rolling out the Time Builder ‘found time’ recording system from **IntApp Inc.** IT director Tab Barton says the firm’s timekeepers are now “frequently finding several hours of missed or under-billed activity each month, which directly impacts firm profitability and financial performance.”

**Microsystems** has won 18 new customers, including 15 US law firms, for its 3BClean metadata cleaning software. The company has also published a case study on the use of 3BClean at **Torys LLP**.

After reviewing competitive offerings from **Bighand**, **Philips**, **me2me Frisbee**, Oregon law firm **Garrett Hemann Robertson PC** has opted to implement a digital dictation solution from **Winscribe** that will run on a combination of Philips digital recorders and iPhones.

**DocsCorp** is continuing to win new users for its pdfDocs suite of software. Among the latest signings are **Campbell & Levine LLC**, **Bird Marella**, **Cox Smith Matthews** and **Richards Kibbe & Orbe**. The company’s new Content Crawler is also, in the company’s own words, “continuing to make huge strides in North America” with recent orders placed by **Davenport Evans**, **Jaffe Raitt Heuer & Weiss** and **Slevin & Hart**.

**Bellefied** has just announced that its cloud-based iTimeKeep mobile time recording system can now be integrated with the **Rippe & Kingston** Legal Management System. Users can now enter time directly into LMS from any mobile device, including iPads, iPhones and Android.

**Goodsill Anderson Quinn & Stifel LLP**, one of the oldest and largest firms in Hawai’i, has hired **Keno Kozie** as their IT partner for technology integration, helpdesk and managed services support of the firm’s IT environment. **McCarter & English** ⇨

⇨ have also chosen **Keno Kenzie** for after hours helpdesk services and supplemental support.

## Old brands for new

Following its acquisition spree last summer, **Aderant** has been rationalizing its corporate branding and marketing message with some product name changes. **CompuLaw Vision** and **Deadlines.com** now become **Aderant Compulaw** and **Aderant Deadlines**. **RainMaker Platinum** and **CRM4Legal** become **Aderant Platinum** and **Aderant CRM4Legal**. And **Client Profiles Legal Suite** and **Profiles Plaintiff** become **Aderant Total Office** and **Aderant Plaintiff**.



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## Christian UnCut: Hello mobile work - and mobile risks !

Yes, we all know that thanks to iPads, iPhones and 'Droids, we have entered the exciting new world of mobile working and all the flexibility and benefits that can bring. But, as with so many technology innovations, new benefits are all too often accompanied by exposure to new sets of risks.

Litéra has just published the results of a survey (*you can find a full summary + PDF of the report by following the link at the foot of this page*) into the use of mobile devices by businesses and professional services organizations. The results make frightening reading as they show that 96% of participants in the survey are using mobile devices on a daily basis to store, access and/or send sensitive material. Yet, the majority are doing so without either email encryption or metadata removal, despite the fact they recognise the risks associated with unsecured emails and information leakage via document metadata.

And if you think that is bad, just wait till the iPad really takes off – the survey predicts usage will increase by 40% this year – as more and more firms embrace user-owned devices (BYOD) or proactively purchase tablet devices in bulk.

[www.legaltechnology.com/the-orange-rag-blog/new-litera-survey-highlights-security-risks-of-mobile-device-use/](http://www.legaltechnology.com/the-orange-rag-blog/new-litera-survey-highlights-security-risks-of-mobile-device-use/)

## BigHand pushing VPT as the next big thing

What next for digital dictation in the US market where we are always being told that attorneys don't dictate? BigHand this month launched a new campaign *Unleash Your Voice - Transform Your Firm*, which introduces the concept of Voice Productivity Technology (or VPT) to the world. The campaign aims to promote the message that VPT goes much further than dictating into a voice recorder. Instead, the combination of digital dictation workflow software, remote working with smartphone apps and speech-to-text integration provides productivity tools that reflect the way modern law firms operate. Or, as Rich Wills, the CIO of Keating Muething & Klekamp in Cincinnati (OH) puts it "We use the mantra: everyone dictates, we just call it voicemail!"

[www.bighand.com/unleash](http://www.bighand.com/unleash)

**iPad News** We also asked BigHand for a comment on the new iPad3, their CEO Jon Ardron replied "As a huge fan of Apple, I am very excited about the release of the new iPad, and in particular the inclusion of some speech-to-text capabilities. With BigHand's extensive heritage in voice productivity and our enthusiasm for speech technology, it was great to see the word *dictation* (for possibly the first time ever) on the Apple website. All of our customers, be they lawyers, doctors, accountants and other professionals, already know that using their voice with an appropriate software solution gives them a powerful and efficient productivity tool – other people will now be discovering this as well! The new iPad will raise interest in voice and dictation generally, this can only be a good thing for our industry and our customers."



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### New product launches

**eReader goes global** Thomson Reuters last week announced the global launch of the latest version of its ProView ebook reader software for the legal and professional markets. The company has a growing number of reference books available on ProView, as well as live links to citations for WestlawNext users. ProView is available as an iPad app from the Apple App Store and also via web browsers, including Explorer, Firefox and Safari.

[www.thomsonreuters.com/preview](http://www.thomsonreuters.com/preview)

**Linex open in US** UK-based Linex Systems has opened for business in the United States following the company's work last year with Jim Shelar, the director of library services at Arnold & Porter in Washington DC. The company's flagship product Smart Alerts 3.0 occupies a useful niche in the knowledge management space for organizations needing to manage and aggregate all their third-party alerts and RSS feeds (from services such as LexisNexis and Westlaw) in one place. For more information contact Rebecca Gebhardt at

[RGebhardt@linexsystems.com](mailto:RGebhardt@linexsystems.com)

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

### People & Places

**Connie Moser**, who we have always rated very highly since we first encountered her at Thomson Elite, has joined **Chrome River** to "help further ramp up marketing activities in 2012.

**Workshare** has appointed **David Rowley** as VP business development, with responsibilities including strategic partnerships, OEM licensing and evangelizing Workshare's products, including its expansion into the mobile and cloud markets. Prior to his new role, Rowley was with Macrovision.


The **PayneGroup** has hired four new staff to help deal with the surge in business as law firms ➔

➔ upgrade to Windows 7 and Office 2010. They are **Dennis Kincaid**, who joins as a project manager from Bullivant Houser Bailey; **Annette Sanders**, who joins as an instructor having previously worked in law firms in Portland; **Rolanda Carter**, who will be based in Los Angeles and has previously worked with a number of LA firms, including the Law Offices of Johnnie Cochran; and **Andrew Romero**, who joins as a customer support specialist.

**Linda Alele** has joined LA-based litigation technology specialists **e-Stet** as VP of client relations and a member of the company's defensibility consulting practice. Alele was previously the VP of IMEF International Petroleum and before that with O'Melveny & Myers LLP.


Minneapolis-based **Shepherd Data Services** has hired IP litigation attorney **Bridget A Sullivan** as director of client services. **Mike Boris** has joined **IE Discovery** as a corporate discovery consultant. He will be based out of Boston.

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## Elite reports trio of wins

Last year it was all about Elite buying other legal IT vendors, this year looks like being all about Elite winning business, with the last week seeing three new orders announced.

Following what the customer describes as a 'side-by-side comparison with other applications,' Washington DC-based business consulting services firm **Bates White** selected Elite 3E as its next generation finance and practice management system. The firm has 150+ timekeepers.

In addition, both 600+ lawyer **Quinn Emanuel Urquhart & Sullivan LLP** and 800 attorney **Baker Hostetler** have announced plans to upgrade from Elite Enterprise to Elite 3E. Baker Hostetler will also be implementing the 3E iPad application to support the firm's mobility strategy.

## Vital statistics: 45%

According to the latest edition of the *Advice from Counsel: an inside look at streamlining ediscovery programs* annual\* survey: in 2011, 45% of *Fortune 1000* general counsel handled more than 500 ediscovery matters each year, compared with just 7% in 2009. \*The survey is prepared by Ari Kaplan in partnership with FTI Technology.

[www.ftitechnology.com](http://www.ftitechnology.com)  
[www.arikaplanadvisors.com](http://www.arikaplanadvisors.com)

## New look website plus new APAC newsletter

Here at Legal Technology Insider Ltd, the publishers of the *American Legal Technology Insider* newsletter, this month launched our new *LegalTechnology.com* website. This brings together the latest legal IT news, resources and free services in one location, making it the first and best place to find succinct legal IT intelligence relevant to law office management – and to you and your business. The site also has details of how to subscribe, free of charge, to *Asia Pacific Legal Technology Insider*, our new digital newsletter for the APAC market.

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