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## Two more acquisitions and then there is EDD

More acquisitions to report this month – two in the ‘mainstream’ legal system market and a torrent in the ediscovery sector (*see separate story*). The first was **Aderant's** acquisition of the image management company **Applied Technology Group**, developers of the ExpertImage system now used by more than 130 law firms to streamline their accounting processes. ATG is a long-term Aderant partner so, in the words of Aderant CEO Chris Giglio, “Bringing ExpertImage into our product portfolio makes perfect sense.”

- In another acquisitions-related development, Aderant's new Deadlines.com service (built on the CompuLaw court rules databases) now has a simpler pricing model.

The second deal was the acquisition of privately-owned embedded enterprise search pioneers **ISYS Search Software** by **Lexmark International**. ISYS will now join Perceptive Software as a stand alone business unit within Lexmark. Given the consolidation of the enterprise search market over the last couple of years – with Autonomy IDOL, Microsoft FAST and Recommind Decisiv all fighting for a share of the legal sector – it is inevitable that to compete, smaller independents such as ISYS, will link up with larger groups.

## Ediscovery shake-up - and then there is Google

According to some commentators, last year was a record year for consolidation within the litigation support and ediscovery sectors. However if the first three months of this year are anything to go by, then 2012 is set to overtake 2011 very soon.

The acquisitions land-grab began in February when **Guidance Software** bought **CaseCentral** for \$50 million. Then came the strategic merger of **Ivize Services** and **Modus** to create a business with a total of 200 litigation support staff. After that we had **D4** acquiring **Detroit Legal Imaging**, **RVM** buying the ediscovery consultancy **EDiscover-E**, the acquisition of the London-based managed reviews services provider **DLR Legal** by **First Advantage Litigation Consulting** (part of the Symphony Technology private equity group), the formal completion of the previously reported \$68 million sale of **De Novo Legal** to **Epiq Systems** (the Kenyon Group advised De Novo), and the acquisition of the **Counselor Resource Group** (CRG) by **Transperfect Legal Solutions**. In addition, **FTV Capital** has acquired a \$32 million shareholding in **Catalyst Repository Systems**, and **LexisNexis** (in the first of what we hear may be many tech sell-offs this year) sold its **Applied Discovery** business to **Siris Capital**.

**Comment:** Although it is a widely held view that there are too many players in the ediscovery/lit support market (some estimates suggest as many as 600 providers in the US alone) and that consequently some consolidation is only to be expected, the elephant in the room nobody wants to mention is Google. ...continued on page 3 ➔

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## April's wins, deals, swapouts and rollouts

The **Elite** juggernaut continues to roll along with the latest wins including **Reed Smith LLP** and **Sterne Kessler Goldstein & Fox PLLC (SKGF)** in Washington DC. Reed Smith is going with Elite 3E and will also be implementing **Thomson Reuters Engage**, the new engagement planning and management (EPM) system. The firm's CFO David Duckhouse gnomically commented "We wanted a tank that could outrun a Ferrari." (*Surely that's a Porsche Cayenne Turbo? ...Ed*) Meanwhile SKGF is also going for 3E and Engage, along with Thomson IP Manager as 'phase 1 of the firm's *Total Thomson Reuters Solution*.' Phase 2 of the project will see the implementation of other TR products including **Hubbard One, Westlaw** and.

**COMMENT:** Interesting to see the emergence of the *Total Thomson Reuters Solution* concept. Sounds like TR is pulling together its product sets to create an integrated solution.

Staying with **Reed Smith**, the firm is also deploying the **kCura** Relativity ediscovery platform. Partner David Cohen, who heads the firm's Records & eDiscovery (RED) Team, said having used Relativity as a hosted solution, they could see benefits (including the ability to customize Relativity) in bringing it inhouse.

**Benesch Friedlander Coplan & Aronoff LLP** has upgraded to **IntApp** Wall Builder 5.0 as part of its strategy to streamline ethical screen enforcement and enhance law firm risk management.

Three more top 250 US law firms have implemented **Bighand** voice productivity solutions, including digital dictation and smartphone applications. The firms are **White & Williams LLP** (Philadelphia, PA), **Husch Blackwell LLP** (St. Louis, MO) and **Nelson Mullins Riley & Scarborough LLP** (Columbia, SC).

The **AccessData** Summation product suite

and associated services, including training, has been selected by the **Office of Defender Services, Administrative Office of the United States Courts**, to be the legal evidence review platform for all 91 **Federal Defender Organizations (FDOs)** in the United States. FDOs and CJA panel attorneys will be able to access the system via the AccessData cloud.

The **Vermont and Washington State Attorney General's Offices** have chosen the latest version of the LawManager case and matter management system from **Bridgeway Software** for anytime/anywhere access to case and matter information. The latest Web version of LawManager supports wireless realtime access to case data via mobile devices, including smartphones. The systems were implemented by **Sophus Consulting**.



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## MyCase gets serious

When it made its debut last year at *LegalTech New York 2011*, you could be forgiven for thinking MyCase was just a practice management system that had jumped on the social media bandwagon and given itself a FaceBook-style interface. However in the intervening 15 months, the company has upped the ante with new initiatives and appointments.

Most recently MyCase launched its Open API, so third-parties can develop applications to run on the MyCase platform, and its App Bar, which allows users to access law firm data and other applications from within MyCase. In addition, at the end of last month the company launched MyCase Draft, a cloud-based wordprocessor and document generation tool. Commenting on the application, MyCase Inc CEO Matt Spiegel said "Our goal is to provide law firms with an alternative to clunky immobile wordprocessors like Microsoft Word."

Finally, MyCase has just hired the well-known legal IT author Nicole Black as vice president for business development and customer engagement, with a particular focus on advocating the use of cloud computing within the legal sector.

## News in brief

**New patent** Litéra has been awarded a patent for its intelligent table algorithm, which underlies its Change-Pro document comparison software.

**Handshake update** Handshake Software has released v3.4 of its DM & Email Director system. This includes enhancements requested by law firms and Sharepoint 2010 Server optimization.

## Ediscovery shake-up

*continued from front page...* Google is already starting to make its presence felt in the legal research sector however at the end of last month it parked its first tank on the ediscovery market's lawn with the announcement of the availability of Google Apps Vault for Google Apps business customers.

Apps Vault is described as "an archiving, records management and ediscovery solution" that "can reduce the costs of litigation, regulatory investigation and compliance actions." As if Google was not making it clear enough where its ambitions lie, the announcement adds that Apps Vault "gives management, IT, legal and compliance users a systemized, repeatable and defensible platform." And if you still aren't impressed, Apps Vault can also preserve IM chats, is 100% web-based so it can be "deployed in a matter of minutes" and is priced from \$5 per user per month.

Cynics not impressed by the possible consumerization of ediscovery should also note the head of ediscovery at Google is Jack Halprin, who readers may remember from his days with Zantaz and later Autonomy Zantaz. The fact Google has recruited possibly the only person at Autonomy who understood ediscovery is another reason for taking the Apps Vault initiative seriously. And another reason for smaller vendors to look for an exit.

At the most recent *LegalTech New York*, one consultant commented that he was uncertain whether the ediscovery vendors attending the exhibition were hoping for people to buy their services or to buy their companies. If the current trend for mergers and acquisitions continues, we may find ourselves asking the last independent ediscovery vendor in North America to turn off the lights before they leave the market.



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### More April wins & deals

California-based boutique IP law firm **Weaver Austin Villeneuve & Sampson LLP** (WAVS IP) is now piloting the entire Electronic File Room (EFR) at its offices. EFR is an SaaS-based IP management solution from **First To File** (FTF). The firm anticipates streamlining prior art management and IDS generation through FTF's Reference Library.

Litigation support services provider **R&G Medical Legal Solutions** has deployed IceWarp from **IceWarp Inc** as a way to manage email, instant messaging and support for mobile devices (including iPhone and Android) from one platform – and all without being chained to an endless round of costly Microsoft Exchange Server license upgrades. R&G's CIO Brian Oldham says IceWarp is almost 50% cheaper up front and provides an internally hosted chat server that avoids "the mishmash" of Exchange and Windows Live IM.

Finally, apologies to **Keno Kozie** who we inadvertently renamed Keno Kenzie halfway through a story last month. We were having a Keyser Soze moment so blame the usual suspects.

### People & Places

St Louis (MO) based **Jeffrey Wolf** has launched his own trial presentation and technology consultancy **Wolf Litigation Technology**.  
[www.wolf litigation.com](http://www.wolf litigation.com)

For the sixth year in a row **Levit & James Inc** has achieved **Microsoft Certified Partner Gold ISV Competency** status.

**Tikit Group** co-founder and innovations director **Liam Flanagan** has left the company 'to pursue new ventures and opportunities'. He remains a shareholder and expects to work with Tikit on new projects in the future.

Meanwhile, despite the turmoil taking place elsewhere in the litigation support and ediscovery

↪ sector, the new hires keep coming in... **e-Stet** has recruited **Brett Thompson** as VP of Managed Litigation Services; **Document Technologies Inc** (DTI) has hired **Michael Marsilio** as its new director of Information Security & Compliance; **Linnea Grooms** has joined **C2C** as its national sales manager for legal solutions sales in the US; **Iris Data Services** has hired **John Ryan** as an account executive heading up West Coast sales out of the company's San Francisco offices; and **Intelligent Discovery Solutions** (iDS) has hired **Ken Shuart** as a production manager.

### Vital statistics: 75%

Levit & James reports that Best Authority, the company's Table of Authorities software, is now in use in 75 of AmLaw top 100 law firms in the US.

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## New Alliances

Two of the markets leading security solutions providers **PayneGroup** and **Biscom** have been working together to combine the PayneGroup's metadata cleaning and Biscom's secure document delivery technologies so they interoperate within a Microsoft Outlook environment. With this integration, Metadata Assistant will clean hidden metadata from email attachment and Biscom Secure File Transfer will redirect the email as a secured, encrypted delivery.

In another alliance, **Microsystems Inc** and **DocsCorp** have announced a technology partnership that extends the document comparison capabilities of Microsystems DocXtools software. The move means DocXtools Compare, which fills the gaps in native Word Compare, now has the capability to compare PDFs (in addition to Word, Excel and Powerpoint files) with the new PDF Compare Plus Module, powered by DocsCorp compareDocs.

## New product launches

Thanks to the recent ABA TechShow in Chicago, we've have an extra large number of new product launches to mention so apologies if we don't devote as much space to them as we would normally do...

**Law Bulletin Publishing Company** has launched JuraLaw, a new web-based SaaS offering that allows law firms to manage cases and associated calendars and dockets. LBPC's current DM2000 system is already used by 96 of the top 100 Chicago law firms and the new system also delivers the most comprehensive and accurate Illinois court calls available.

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

**nQueue Billback** has its new iA Route scanning engine, which will allow firms to automatically create, process and deliver scans while managing and recovering costs. Scans can be routed directly to a document management system and iA Route supports popular formats including Word, Searchable PDF, PDF/A and Tiff.

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

➡ **Workshare** has released a new version of its Workshare Point collaboration system for Microsoft Sharepoint that will give users faster access to Sharepoint documents from within Office and Outlook. The company is saying Workshare Point is now 24% faster when searching a Sharepoint document library, the time it takes to open a document has been cut by up to 45% and saving documents directly in Sharepoint is 35% faster. In addition to supporting Sharepoint 2010, Workshare Point also works with Sharepoint Foundation 2010 and supports users who want to connect to Sharepoint Online as part of Microsoft's cloud-based Office 365 offering.

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

**Prosperoware** has launched Zone Mobile, a web application designed to help law firms tackle the issue of the *consumerization* of IT by allowing attorneys to securely navigate email, document management and files shares from any device, including home computers, tablets and smartphones.

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

**Gavel & Gown Software** has released its Amicus Attorney Cloud Edition so users can do full practice management on any web browser, on any device, from a PC to an iPad.

[www.amicusatorney.com/cloud](http://www.amicusatorney.com/cloud)

Litigation support department workflow specialist **Eleventh Hour** is offering Reductive Data Analysis (RDA) to law firms and corporate legal departments. Eleventh Hour managing director Alice Burns says "lawyers need reliable evidence to move a case forward, we offer smart thinking discovery." RDA's role is to assist discovery counsel in framing the discovery 'ask' – request definitions, custodial and ESI location identification, data collection management and analysis of ESI but by eliminating irrelevant or unwanted ESI within custodial collections than can result in over-collection.

[www.eleventhhour.co](http://www.eleventhhour.co)

**Thomson Reuters** this week launched Westlaw Case Notebook 3.0. The new version improves the ability of litigators to more efficiently build strong cases by pulling essential case information together in one place, including ediscovery documents, briefs, transcripts, pleadings, key facts, legal research and more.

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## There's an app for it !

This month has seen a record number of law firm related apps published, by everyone from IT vendors through to legal publishers (*Dilbert also has something to say about apps!*)

Chrome River Technologies has released the **Chrome River Mobile** app that allows users to capture, create and approve expenses while on the go from their iPhone or iPad. The app is available free of charge from the Apple App Store.

**First To File** has developed an app for the iOS platform (an Android version is scheduled for later this year) that provides users with anywhere/anytime access to their First To File IP documents. More details at [www.firsttofile.com](http://www.firsttofile.com)

Looking at apps from a different direction, **Digomé** has launched its Barrister App platform. This is a custom branded app that can be developed in as little as 48 hours to provide a law firm's clients with mobile access to attorneys, lawyer profiles, case-related notes and contact details. Once customized for a firm, the app can be offered via the Apple, Android and Blackberry app stores. Atlanta attorney Robin Clark, the president-elect of the Georgia Bar Association, is an early adopter. [www.digome.com](http://www.digome.com)

The **Wolters Kluwer Bouvier Law Dictionary** – the American legal dictionary of choice from Daniel Webster and Abraham Lincoln to Oliver Wendell Holmes – has now been launched as an app for Apple iOS and Android devices. The app ➡

➡ is available from the Apple iTunes and Android (now Google Play) app stores. On iTunes search for [the-wolters-kluwer-bouvier](#)

**WestlawNext** has added West KM capabilities to the latest version of its iPad app so users can not only access external legal research material but also a firm's internal content and then run it via KeySite to verify whether any citations are still good law. [www.westlawnext.com/ipad](http://www.westlawnext.com/ipad)

New York attorney Carol J Gerber has launched a technology training and consultancy service called **Gerber Amalgamated**. One of its first products is a new CLE-accredited training class called *Practicing Law with an iPad*, which looks at apps and security issues. [www.carolgerber.com](http://www.carolgerber.com)

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