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## The ediscovery shakeout continues

This month has seen no let up in the ediscovery and litigation support services sector. In financial terms, the biggest deal – worth \$31.5 million in cash and deferred payments – was the acquisition of Washington DC-based ediscovery consulting and document review specialists **AdamsGrayson** by the **Huron Consulting Group**. Company president Caleb King and managing partner Peter Gronvall are remaining with the business as managing partners. In all approximately 15 AdamsGrayson staff and its 200+ seat document review facility in DC will become part of the Huron Legal division. **Marks Baughan & Co** advised AdamsGrayson on its sale.

This month's second deal saw **Xerox Litigation Services** acquire the Houston-based ediscovery software developer Lateral Data for the marginally smaller sum of \$30 million. Lateral Data's flagship system is Viewpoint. Lateral Data's management team and all its staff are remaining with the company. Xerox recently estimated that the enterprise ediscovery market would be worth approximately \$1.6 billion by 2013. The **Kenyon Group Inc** advised Lateral Data on its sale.

Two other deals this month were: **LexisNexis** acquiring trial presentation software ➔

➔ specialist **Sanction Solutions** for an undisclosed sum. Sanction software already partially integrates with CaseSoft's suite of applications, which Lexis acquired in 2006, so there is a logical synergy between the Sanction and Lexis. The acquisition is expected to accelerate the development of an iPad app version of Sanction, as well as end uncertainty about the company's future, which has seen three changes of ownership since 2009. Finally **DTI** has acquired California-based pre-litigation consulting and data forensics business **Data Forté** for an undisclosed sum. Data Forté president (and former NCIS special agent) Peter Garza becomes DTI's new forensic managing director for the West.

## Elite has most important conference in a decade

Last month in Las Vegas, Thomson Reuters Elite hosted what was probably its most important annual user conference in a decade. Yes, there were new product announcements (*see later in this article*) including significant enhancements to the core 3E, Enterprise and ProLaw platforms, however the key news was the company's explanation of what it planned to do with all its recent acquisitions.

Consolidations by IT vendors on both sides of the Atlantic have left end users scratching their heads wondering what is the big picture strategy. Fortunately Cary Burch, the COO of Elite, is a man with a plan and an impressive executive team, including new CTO Eric Sugden and product marketing VP Elisabet Hardy, supporting him.

Key to the integration strategy is Elite's repositioning of itself as a provider of enterprise business solutions to help law firms ...cont page 5

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

The **Criminal Division of the US Department of Justice (DoJ)** has licensed **Nexidia** Audio Discovery software to help it review the audio content produced in its investigations. Other US agencies already using Nexidia include the SERC, the FTC and the Federal Energy Regulatory Commission.

**DocSolid**, the company behind the KwikTag Legal scanning system, reports that since forming alliances with facilities management partners **Océ**, **DTI**, **Pitney Bowes** and **GLC Business Services**, it has won deals with a number of major law firms including **Dechert LLP** via DTI.

**Biscom** has signed up nine new law firm customers for its Secure File Transfer for Legal system, namely **Bennett Jones**, **Curley Hessinger**, **Gordon Feinblatt**, **Herrick Feinstein**, **Hughes Hubbert & Reed**, **Mackall Crouse & Moore**, **Osler Hoskin & Harcourt**, **Stradey Ronon Stevens & Young** and **Marshall Dennehey Warner Coleman & Goggin**.

**Quantum Discovery** reports it was recently asked to assist a Top 100 US law firm (the name was not disclosed but our sources suggest it was **Barnes & Thornburg LLP**) on a substantial document review and ediscovery project. The dataset included approximately 415Gb of email and network data, estimated at approximately 2 million records. Even after running a data filter and de-duping the collection, it still ran to 1.3 million records. At this point Quantum Discovery suggested to Joe Eaton, a partner and vice-chair of the firm's litigation department that they should consider utilizing the Viewpoint TAR (technology assisted review) system from Lateral Data. This they did, successfully reducing the time the project took and saving the client \$1million in attorney review fees. "The costs savings involved in avoiding a linear review was staggering," said Eaton.

Two more 500+ attorney law firms have taken Relativity ediscovery platforms from **kCura**. Boston-based **Mintz Levin Cohn Ferris Glovsky & Popeo PC** has licensed Relativity as an internally hosted review solution. The second deal is with **Ballard Spahr LLP** in Philadelphia, the firm's litigation support coordinator Caroline Pollard saying "Clients have different needs. Relativity will help us build custom review workflows so we can meet the needs of each case in a smart and cost effective way."

Virginia IP lawyers **Young & Thompson** have become one of the first firms to roll out the new USPTO e-Office Action notification system from **First To File**, which has been developed to streamline document workflow and reduce the PTO correspondence processing overhead.



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## GCs want customized content - and privacy !

New research conducted by Hubbard One suggests general counsel want customized communications, such as email alerts and web content, from law firms. Ironically, while the desire for tailored content may represent an unseized opportunity for law firms to build GC relationships and differentiate themselves from the pack, concerns over the amount of personal information GCs are willing to divulge is a critical issue.

Over 70% of surveyed GCs said they were 'very unlikely' or 'unlikely' to provide the personal information necessary to allow law firms to tailor their communications. Respondents provided a number of reasons: 44% said providing personal information was too intrusive; one-third had concerns about data security; and 56% were unwilling to spend the necessary time providing such information. Other survey findings included:

- **Blogs and LinkedIn are the most popular digital channels for GCs.** 60% of respondents visit blogs and 60% use LinkedIn for general work purposes. Both are cited as notable sources of information about law firms (35% and 26%, respectively).

- **Attorney profiles are the most important destination on law firm websites.** 40% of respondents spent more time looking at this, with practice areas and service offerings cited as a top destination by only 22%. News and publication sections are considered least popular, with only 7% of GCs spending the majority of their time there.

- **Quick and easy access to relevant web content is key.** Although visits to law firm websites are often short and practical, respondents said it is crucial sites are regularly updated and able to provide the necessary content or detail required swiftly and easily. The most important features of a website for

⇒ respondents were clear and usable navigation (34%) and relevant and valuable content (31%).

- **Law firms need to change the way they use social media.** Two-thirds (69%) of respondents found the existing engagement by law firms on social media 'not very valuable' and 25% 'not valuable at all.'

- **Relationship automation expected to have big impact communication.** 30% of respondents said relationship automation platforms, including ebilling, were most likely to impact how they select, communicate and collaborate with law firms over the next three years. Other key areas are cloud computing (22%) and data analytics (16%).

The full report *Building Relationships with Global General Counsel: How Firms Can Use Targeted Content & Experience to Win and Retain Business* is available at: [www.hubbardone.com/building-relationships-with-global-general-counsel](http://www.hubbardone.com/building-relationships-with-global-general-counsel)

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## Latest alliances

**Affinity + Rocket Matter** The independent consultancy **Affinity Consulting Group** has become a productivity partner with Rocket Matter, a provider of cloud-based practice management solutions for small-to-mid-sized law firms.

[www.affinityconsulting.com](http://www.affinityconsulting.com)  
[www.rocketmatter.com](http://www.rocketmatter.com)

**First To File + LexisNexis First To File** has entered into a sales and marketing agreement that will see **LexisNexis** selling the company's SaaS-based digital IP management software into the US and Canada.

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

## New product launches

**Microsystems Validate** Microsystems has launched a new *Validate, Refine, Align, Engagement* service for law firms wanting to improve their Microsoft Office 2010 configurations, with particular emphasis on workflows, ribbon configuration and templates.

**Select\* Associates new star** Select\* Associates Inc has launched *Star\* Collect NG*, a major enhancement to its collection management software suite. New features include an integrated billing and payment ledger reporting tab, an optional Microsoft Office ribbon-style interface, and a Microsoft SQL Server Reporting Services (SSRS) reporting suite.

**Recommind extends Sharepoint search** Recommind has added a *Content Delivery for Sharepoint* module to its Decisiv Search application for indexing and displaying content of any kind, from any location within Sharepoint 2010.

## People & Places

**Litéra** has announced a major expansion of its R&D, marketing and sales senior management team with the appointment of **Sean Scott** as CIO, **Chuck Henrich** as director of product management, **Rich**

**↔ Powers** as director of Western Region sales & reseller partner channel management, and **Dan Dillon** as director of marketing. Scott was the CIO at Womble Carlyle for 12 years; Henrich was most recently with the Irish law firm Matheson Ormsby Prentice; Powers is a veteran of the US legal IT scene working with such companies as DocAuto, Perfect Access Speer and iEnvision; and Dillon was most recently with Perceptive Software.

**Steve Butterworth**, the president & CEO of **Bighand** in the US, is leaving the company and relocating with his family back to the UK. In his place long-time Bighand executive Dan Speed becomes managing director North America, adding the US to his existing responsibility for Canada.

**John Attinger**, most recently technology training manager at Dewey & LeBoeuf, has joined elearning company **Capensys** as director of training.

More activity in the ediscovery sector, starting with Texas-based **Flex Discovery** expanding its team serving the Washington DC and Mid-Atlantic/Philadelphia markets with the appointment of **Toni Clements** (previously with Excelerate) and **Domenick Sannuti** (previously with Lightspeed) as litigation support consultants. **RenewData** has hired **Josh Rasmussen** as its West Coast regional sales director. **Intelligent Discovery Solutions** (iDS) has opened a new office in Austin, Texas that will be headed by iDS director **Thomas Matzen**. And, **DTI** has hired **Kristin Currey** as director of business development based out of Southern California.

## On the move

Two companies moved to new corporate headquarters this month: **Chrome River Technologies** has moved to a new, larger office space at Museum Square, 5757 Wilshire Blvd, Suite 270, Los Angeles, CA 90036. The toll-free phone number remains the same at 888.781.0088. The move reflects a 50% growth in the company's staff since 2011. Meanwhile over in Chicago, **Keno Kozie** has also moved into bigger offices, giving it three times the space it previously had. The company was able to stay in the same building but has moved floors. The new address is One North Franklin Street, Suite 500, Chicago, IL 60606.

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### The Elite conference ...from page 1

handle financial management, risk management, client and matter management and business development, with newer products such as Engage and MatterSphere filling out the Elite portfolio to provide optional but complementary functionality. Or as Cary Burch puts it “to join the dots”.

This integration will become more obvious next year when the Elite Workspace (effectively an enterprise-wide portal) becomes available and brings together in one place data from all the different applications in the Elite family.

In the meantime, Elite’s position within the larger Thomson Reuters business has been strengthened by Hubbard One being brought back into the fold and there were also hints that before long Elite users will have a viable alternative to InterAction as a CRM system. We can also expect to see a closer integration between Elite applications and Westlaw legal content, to provide a broader Thomson Reuters synergy.

However probably the topic that excited delegates most was Elite’s preview of its upcoming 3E Mobile release of a suite of four apps for the Apple iPad. These are iOS native apps, rather than Citrix emulations, but with all the remote security law firms require. The apps cover: client and matter information, KPI performance, time recording, including ‘found time’, calendar scheduling and proforma/draft bill preparation, with the ability to make annotations by hand or voice.

### New websites to check

**Sokolove Law** has launched a new online resource providing legal and medical information on child birth injuries for parents and families.  
[www.childbirthinjuries.com](http://www.childbirthinjuries.com)

**Sichenzia Ross Friedman Ference LLP** has launched *Get Connected*, a website and social media platform to keep corporate professionals and investors informed of the latest developments and proposed rule changes in securities laws.  
[www.srff.com](http://www.srff.com)

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