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All change for enterprise search at DLA Piper

DLA Piper this week announced that it intended to standardize its enterprise search on a combination of Microsoft FAST, Sharepoint and the BA Insight TotalView for Legal solutions. The firm will eventually rollout the BA + FAST platform to all of its 4200 lawyers located across 31 countries and 77 offices throughout the Americas.

The firm's head of applications Jon Short told the Insider that although it will retain its current HP iManage DMS search functionality, it will be dropping its Autonomy IDOL and Recommind enterprise search solutions to focus on FAST. "We believe that FAST is a better strategic bet, given where Microsoft is taking it, and that BA Insight have the right technology and experience to make FAST work for us in a legal environment."

Goodbye iManage DMS

Chicago-based Ungaretti & Harris has become the latest law firm to drop HP iManage and switch to a NetDocuments cloud-based DMS. Commenting on the deal, the firm's director of information ➡

➡ Charlie Altenbach said "The more we looked at NetDocuments, the more we realized that it was a serious contender to overtake iManage within the firm. We needed a modern DMS that was simple for the user, simple for IT and had a high level of availability. It was this combination that ultimately led to the decision to switch."

Private equity group invests in Microsystems

Concentric Equity Partners (CEP) has made a long term investment in the document production company Microsystems. The financial terms were not disclosed however Microsystems co-founders Tom O'Sullivan and John Rigas, along with the management team, retain a significant stake in the business and will continue to lead the company with strategic guidance from CEP.

- Microsystems reports that following its latest deals with Foley & Lardner, Ballard Spahr, Wilson Sonsini and others, 76% of the AmLaw 100 US law firms now use the company's DocXtools.

Another ediscovery deal!

TransPerfect Legal Solutions has acquired Boston-based ediscovery software supplier Digital Reef for an undisclosed sum. As TransPerfect has 80 offices and multiple data centers around the world, the deal is expected to increase Digital Reef's traction in markets outside the US. Latest industry estimates suggest ediscovery solutions providers' revenues will be worth \$1.1 billion by the end of 2016.



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nQueue sues Copittrak

nQueue Inc has commenced patent infringement proceedings against Control Systems Inc, which sells Copittrak systems in North America. The claim alleges the Copittrak ES and Embedded products constitute four counts of infringement of nQueue patents on expense recovery systems for copiers and multifunction devices.

- Earlier this summer Nuance Equitrac settled a similar lawsuit that nQueue brought in May 2011.

InsideLegal survey shows cloud & BYOD worries

The InsideLegal consultancy has published the results of its *7th Annual ILTA/InsideLegal Technology Purchasing Survey* with the 2012 results revealing concerns about the economy, the cloud and BYOD.

- **Spending:** Although 52% of surveyed respondents cited increased technology budgets in 2012 (up 2% from 2011) overall firm technology spending is still down from pre-2009 economic downturn figures. 63% of all responding firms spend between 2-4% of total firm revenue on technology, establishing a new law firm IT budget 'new normal'.
- **Cloud:** 32% of participating firms indicated they are currently using or implementing a cloud solution. Beyond security, primary cloud computing concerns include service reliability, control of data, performance/speed, cost and vendor longevity.
- **BYOD:** 61% of surveyed firms provide IT support for employees who purchase/bring their own tablet devices. 49% indicated buying BlackBerry devices, 48% Apple iPhones and 10% Android. And 66% of all respondents have Apple iPads. ➔

➔ 74% of law firm IT departments provide support for employees' tablet use whether purchased by the firm or via BYOD. 35% of firms have a formal tablet security policy in place. 61% of firms do not reimburse apps for tablets purchased by employees.

Another OrcaTec patent

OrcaTec has been awarded another patent for the technology it uses in its OrcaSearch ediscovery software. The latest patent "Identifying related objects using Quantum Clustering" is for the process used to organize neat-duplicate documents so they can be reviewed together by a single person.

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October's wins, deals, swapouts and rollouts

California law firm **Archer Norris** has selected **Litéra** Change-PRO TDC plus an OCR module to handle its document comparison work, including comparing scanned PDFs.

Florida-based law firm **Broad & Cassel** and the **United States Court of Appeals for the Ninth Circuit** have both rolled out **Verdatum** Voice-Flow digital dictation workflow solutions. Both organizations previously used a combination of analog tape and standalone digital recorders before the switch to Voice-Flow. In both deals Verdatum also supplied Blackberry and iPhone apps to support remote dictation.

- Verdatum Voice-Flow Voice Recorder apps are now also available for iPads and Android devices.

The **Frayman Group** has won two new deals: **Stikeman Elliott LLP**, one of Canada's largest business law firms, is now running Compliguard Flow for new business intake and matter lifecycle management, while Amlaw 100 firm **Seyfarth Shaw LLP** has selected Compliguard as its business intake, conflicts management and ethical walls solution.

St Louis-based lawyers **Evans & Dixon LLC** say since rolling out **Bighand** digital dictation integrated with server-based speech recognition (running on a **Nuance Dragon** engine) document transcription times have been cut by up to 60%.

As part of a move to a Microsoft SharePoint DMS platform, Southeast firm **Burr & Forman LLP** has implemented **IntApp** Wall Builder to manage ethical walls and information security. Another firm in the Southeast – **Stites & Harbison PLLC** – is now using IntApp Integration Builder to connect and manage the information flow across its applications portfolio, which includes Elite and OpenText.


Dickinson Wright PLLC and **Akin Gump Strauss Hauer & Field LLP** are the latest firms to select the Relativity system from **kCura** as their inhouse ediscovery platform.

Goodwin Procter LLP has outsourced helpdesk support services on a 24x7x365 basis to **Keno Kozie**. The deal includes users across the United States and internationally. Goodwin Procter has also signed a deal to use a custom-version of LegalHub from **PBworks** to build cloud-based case binders for litigators collaborating with other counsel.

Argos Therapeutics and **Reckitt Benckiser** have both chosen Electronic File Room web-based IP management technology from **First To File** to help manage their IP document processing.


DocSolid has secured two more international clients – the corporate legal departments of **Barclays UK** and **Prudential** – for its KwikTag Legal scanning solution. DocSolid president Steve Irons adds that the company's new partnership **World Software Corporation** has already generated two new business deals from Worldox DMS users **Olinsky Law Group** and **Edward M Bernstein & Associates**.

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People & Places

Ron Friedmann, most recently with **Integreon**, and KM expert **Richard Chang**, have joined the legal management consulting firm **Fireman & Co.**

Orange Legal Technologies has recruited **Jerry Correia**, whose career includes senior management roles with **IKON**, **Dolphin** and **Encore**, for the post of company president, with executive responsibility for sales, marketing and operations.

Mitratech has appointed **Jason Parkman** as chief operating officer as of 1st October. Prior to joining Mitratech, Parkman was senior VP at **Thomson Reuters Legal** and before that VP & general manager at **Hubbard One**.

John Wales, previously with **Thomson Reuters Elite**, has joined the consulting team at **AAC Consulting**, where he will be focussing on Elite 3E and Enterprise projects. www.acc-us.com

Congratulations to **Kingsley Martin**, the president & CEO of **KIIAC LLC**, who has been named by the *ABA Journal* as one of its "legal rebels" for 2012. www.kiiac.com

One North Interactive (the former Hubbard One web group) has appointed **Candace Graham** as managing director, agency development. Prior to joining One North, she was executive VP of the marketing communications agency **Campbell-Ewald**. In related news... six of One North's law firm clients – **Fasken Martineau**, **Reed Smith LLP**, **Haight Brown & Bonesteel**, **Dinsmore & Shohl LLP**, **Fenwick West LLP** and **Verrill Dana LLP** – have been recognized for website excellence in the 2012 *Web Marketing Association WebAwards*.

Hyperion Global Partners has recruited **Mike Ferrara** as director to lead the consultancy's new Sharepoint Platform Services practice. Ferrara, who was previously at **iEnvision Technology**, and before that with **GDSI**, which was acquired by iEnvision in 2011, implemented the first US matter-centric document management system on a Sharepoint 2010 platform. Commenting on his new role, he said Sharepoint "solutions fill a much needed void in legal and provide solutions better than anything else yet available."

Tom Shambo, most recently the VP of discovery sales at **HP Autonomy** and before that with **Zantaz** and **Steelpoint Technologies**, has ⇨

⇨ joined **RenewData** as senior VP of sales. Renew Data has also announced that **Rich Cohen** will now operate as the company's vice chairman with responsibility for business development, corporate development and key strategic relationships.

Rich Turner, most recently the VP of marketing at **Content Analyst**, has joined **C2C** in the new role of VP of business development & strategic marketing.

Stacy Fischbach has joined **Keno Kozie** as managing director with responsibility for the company's customers in Washington DC and the East Coast. Prior to joining Keno Kozie, Fischbach was VP of client services at **Sage Solutions Group**. Keno Kozie has also promoted iManage DMS specialist **Keith Klearman** to partner.

iDiscovery Solutions has recruited **Brian Kim**, previously with **Clearwell Systems**, as a project manager and **Caitlin Kahler** as a project coordinator.

Happy Birthday - win an iPad survival kit

To celebrate the first anniversary of the launch of its JuryStar jury selection app for the iPad, Litigator Technology is running a special offer on the cost of its apps until the end of the month and an opportunity to win a *Litigation iPad Survival Kit*, worth \$1800. The survival kit promotion runs through till midnight on 11th November. Check out the <http://blog.litigatortech.com> for details.

DocsCorp job vacancies

DocsCorp is looking for an enthusiastic and motivated **support consultant** to join its support team in Portland, OR. This is a full-time role with responsibility for the deployment and support of DocsCorp software on Windows workstations and Citrix/Terminal servers, along with providing administrative product training. Plus, DocsCorp is also looking for a regional **marketing manager** for its US office. For details visit

www.docscorp.com/public/aboutUs/publicCareers.cfm

DTI acquires Providus

DTI is continuing its expansion with the acquisition of Texas-based Providus, a supplier of legal staffing, recruiting and document review services. The terms of the deal were not disclosed however the Providus senior management team are joining DTI.

- DTI has also opened an additional technology center in Atlanta and hired Kimberly Meyer as national training & development manager for its LitWorks litigation support training programs.

New product launches

LexisNexis has launched *CounselLink Insight*, a new cost analysis and benchmarking application for corporate legal departments that gives inhouse counsel a means to analyze and compare their own matter-specific legal costs and budgets against aggregated industry data.

Aderant has released its *Aderant Expert On the Go Time* mobile time recording application, which enables attorneys and other fee earners to enter and manage time from smartphones and tablets running on Apple iOS, Android, Blackberry and Microsoft platforms.

OpenText has announced the availability of a legal market-specific version of its *Tempo Express* application. This will allow law firms and their clients to access and exchange OpenText eDOCS DM document management content via secure cloud-based file sharing at any time, from any device including tablets and smartphones.

Tikit has launched v1.1 of its *Carpe Diem TimeFinder* 'found time' tracking application, which gives users the ability to monitor and convert their journal of electronic activities (such as email messages and use of document management systems) into billable time entries. New features in v1.1 include a desktop monitor to track the use of any application (including custom-developed programs) and intelligent thresholds to deliver more granular and accurate journal activity.

Pinpoint Labs has released *SafeCopy 3*, a new version of its forensic software for handling remote and defensible custodial collections. ➔

➔ New features include multi-threading for higher speed and added functionality. Pinpoint development staff say they have measured up to a 75% reduction in network copy times, with speeds consistently in the 25-50 gigabyte per hour range.

www.pinpointlabs.com

Fresh on the Radar

In case you haven't already encountered this company before, check out Breezy which has a series of apps that allows you to print from pretty much any mobile device (including Blackberry, Android and Apple iPhones and iPads) to any printer, including office and home machines as well as those belonging to the Breezy partner network (typically those located in the business centers of hotels). There are also a range of pricing models ranging from free (for limited private use) to enterprise-wide. Currently Breezy is in use in four large US law firms. www.breezy.com

News in brief

E-LEARNING PARTNERSHIP Litéra has partnered with TutorPro to provide e-learning solutions for Litéra users. According to the American Society for Training & Development participants on e-learning course progress up to 50% faster than those training in traditional classroom settings.

FOUR TONS FOR TROOPS For the fourth year running Iridium Technology has organized its *Operation Sam's Club* to collect care packages to be shipped to US Army, Navy, Air Force and Marines personnel deployed in Afghanistan. This year over 4 tons of care packages have been collected and are ready for shipping to troops in time for Christmas.

DOCSCORP ON THE ROAD This week sees DocsCorp start a roadtrip as part of an ILTA educational roadshow visiting 18 US cities between now and mid-November
www.w.docscorp.com/public/webinars/ilta12_CC_roadtrip.cfm

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SMART DOCKETS LAUNCH American LegalNet has launched a *Smart Dockets* website plus a free iPhone/iPad app, so users can calculate dates and deadlines from court rules anytime, anywhere.

www.smartdockets.com

DRAFTING FROM AN iPad Brightleaf has released v3.10 of its Legal Document Automation platform. New features includes improvements to Brightleaf’s cloud-based Template Factory for converting Microsoft Word documents into automated forms, and the Leaflet mobile document tools, which support the way lawyers can draft and collaborate on documents via their iPads.

www.brightleaf.com

Microsoft change of heart?

Sherle Webb-Robbins, the Microsoft general manager who last year closed Microsoft’s Legal & Professional Services industry team, is now on an unspecified leave of absence. This is prompting rumors that new general manager Iain Urquhart may reconsider and restore Microsoft’s focus on legal once again. Or not, as Webb-Robbins immediate boss who approved the closure – Ron Markezich – has been promoted to interim VP for North America.

Workshare/SkyDox merge

This story has already been extensively reported in the UK edition of this newsletter and on our *Orange Rag* blog however in case you missed it, Workshare has now merged with the cloud file sharing company SkyDox. Workshare co-founder Barrie Hadfield, who has returned to the company as CTO, says the focus will be on “the mobilization of the platform” including embracing the cloud and “delivering functionality to the iPad and iPhone”.

- The business will continue to be called Workshare.

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