



LawSoft gears up for APAC launch

Following the recent acquisition of Pilgrim Systems in the UK by Thomson Reuters and its incorporation with the Elite business division, the company has announced its plans for its LawSoft system in the Asia Pacific region.

LawSoft will be positioned as Elite's product of choice for mid-sized firms in the region that are looking for either a single, integrated solution for both front and back office functionality, or for firms wishing to replace their back office accounts systems but retain any front office technology.

LawSoft is currently in the process of recruiting a business development manager who will work alongside the existing Elite sales team of Lucas Garlepp and Marin Sardelic. In addition, to support the early stages of the LawSoft project, in March the company will be sending out Matt Fiske-Jackson (who has worked in the Australian legal IT sector) and Elite global senior director Patrick Hurley, followed in April by mid-market solutions senior director Colin Kennedy.

Janders Dean snap up Richard Susskind

In what will be one of his only open speaking engagements to the APAC market this year, international thought leader and legal innovation expert Professor Richard Susskind has agreed to provide the keynote address at the *5th Annual* ➔

➔ *Janders Dean Knowledge & Innovation* conference, which will be held in Sydney on 20th September this year. Additional speakers involved in the conference faculty will include global management and partner representatives from Allen & Overy, Norton Rose, Freehills, Clayton Utz, Gilbert+Tobin, Vodafone, King & Wood Mallesons, and many other leading firms. For further information on delegate bookings or sponsorship opportunities, contact Justin North at justin.north@jandersdean.com

Welcome to the first issue of the APAC Insider

Welcome to the first issue of Legal Technology Insider's new newsletter dedicated to the Asia Pacific legal IT market. Although we have covered APAC news on our *Orange Rag* blog and in our newsletters on a regular basis for many years, this month we pressed the <go> button and launched an edition specifically for this region.

Why now? Because there is just so much happening in this market, both in terms of the legal technology industry and the surrounding legal business environment. As our editor Charles Christian writes in the first of his *Christian Uncut* columns (*see page 3*) we are living in interesting times. Far from being on the fringes of the legal world, what happens in this region is now starting to shape the future of the North American and UK/European legal markets. (For the record, our definition of Asia Pacific includes not only Australia, New Zealand, Singapore, Malaysia and Hong Kong but also Japan, China/PRC and India.)

As to who are we? Formed in the mid-1990s we have grown into the leading media, information and communications organisation in legal IT and become synonymous with identifying emerging trends and markets in business technology and their application in law office management. We separate facts from hype and provide future-looking insight for decision makers in legal IT to help you plan, prioritise and respond to these new opportunities and challenges.

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February's wins, deals swapouts and rollouts

After an extensive selection process, **Duncan Cotterill**, one of the largest law firms in New Zealand with 35 partners and five offices, has selected **Aderant Expert** as its next generation practice and financial management system. Scott Moran, a partner at the firm added "We also believe the new Aderant Expert Time Management and Matter Planning modules are two of the most innovative and strategic additions to the market, allowing us to gain even greater value from our investment.

www.aderant.com

Minter Ellison SA/NT, part of the Minter Ellison Legal Group and South Australia's largest commercial firm, has selected the Time Builder system from **IntApp Inc** to enhance its time recording practices. Time Builder, which is compatible with all the major legal time entry and practice management systems, is a 'found time' application that helps lawyers identify and capture billable time that has been missed or under-billed.

www.intapp.com

Hubbard One, the marketing and business development systems arm of Thomson Reuters, has secured its first win in New Zealand with **Minter Ellison Rudd Watts** selecting the company's Web Center website content management system to underpin its new website. The new site will be based on templates recently created by Hubbard One for the refresh of the Minter Ellison Legal Group's Australian website.

www.hubbardone.com

Following a pilot project, Victoria-based personal injury lawyers **Clark Toop & Taylor** has rolled out **Winscribe** digital dictation software to replace its legacy DDS. The new Winscribe implementation is compatible with the firm's existing Olympus DS5000 digital recorders and iPhone hardware. The firm's technology officer Brad Shannon commented "Authors love the iPhone application as it allows them to dictate on the go, and is a brilliant cost saver as dictation can be completed without the purchase of additional hardware.

www.winscribe.com

Adelaide-based **Kelly & Co** has upgraded its standalone digital dictation system to the latest DDS workflow software from **Bighand**. The ↗

↗ new system will support the firm's use of Olympus handsets and smartphones. The firm's ICT manager Andrew Shaw added "We chose Bighand over the others as it adequately met all of our requirements. One of the alternatives we looked at provided similar features but the user interface wasn't as intuitive and the general appearance wasn't in keeping with the image we wanted to portray to our staff."

www.bighand.com

Phoenix Business Solutions, one of the IT vendors we mention on page 3, has started the year with a trio of wins. **Freehills** has awarded Phoenix a contract to support over 1500 users of the **HP Autonomy iManage Worksite** document management system. Brisbane-based **ClarkeKann** has also awarded Phoenix a Worksite support deal and will be implementing Phoenix's own Workspace generation tool. And, Sydney-based 54 partner **Henry Davis York** believes it is the first large law firm in Australia to drop paper-based time sheets and switch to a digital time recording system. The firm has selected a **DTE Axiom** system which is being supplied and implemented by Phoenix.

www.phoenixbs.com



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www.phoenixbs.com/solutions/time-recording-capture.aspx



Christian UnCut : may you live in interesting times

I was asked why I was launching this newsletter at this particular point in time? The simple answer is because there is now so much happening – or about to happen – in this region, to the extent it is making waves globally.

There are seismic shifts among law firms, with DLA Piper continually on the move, as well as the Blakes + Ashurst and Freehills + Herbert Smith mergers. Olswang (clients include Telstra, Tata and Microsoft) last week opened an Asia office in Singapore. And over in the UK, law firms are still reeling from the news that Slater & Gordon is going to buy Russell Jones & Walker for A\$80 million.

There is also an interesting game of musical chairs taking place within senior law firm IT management. Gerard Neiditsch has moved on from Mallesons (the CEO/CFO Peter Ireland has also announced his resignation), Chris Holmes has said goodbye to Allens, as has Paul Colley at Piper Alderman. The Gilbert + Tobin CIO role is vacant and then there are those mergers to pan out.

Of course everyone is watching China as the potential next big player in the Asia Pacific legal market. Maybe it will but we also think India is one to watch. It has the largest middle class on the planet and a huge pool of law school graduates, with growing numbers already working in BPO/LPO/ITO outsourcing for the global legal market. It also has some seriously impressive IT companies, such as Tata Consultancy Services.

Talking of which, TCS is poised to announce some initiatives in the legal IT systems market that could cause Elite, Aderant and LexisNexis some sleepless nights – that's on top of the sleepless nights they must already be having from the mergers and consolidation taking place among law firms that is shrinking their markets. Finally, here are three legal IT vendor names to watch over the coming months: Phoenix Business Solutions, IntApp and HighQ Solutions.

New product launches

Red Rain in the cloud The Sydney-based IT consultancy Red Rain has launched a Web Collaborator add-on product for LEAP Office users. The new application allows LEAP users to provide their clients with a portal to access defined matter information and associated documents over the internet. Clients can also send instructions and notes back through the portal to their lawyers. The software is believed to be the first legal application in Australia built on the Microsoft Azure platform for delivery via the cloud.

www.redraincorp.com
www.leap.com.au

New look elexica has APAC angle The elexica online legal information and know-how service from Simmons & Simmons, which first saw the light of day back in 1999, has just launched a major revamp to its functionality and technology rebuild. elexica is now available in 8 languages, including Chinese and Japanese. The new service is built on web technology from the Danish company Sitecore and was developed by the Sydney-based digital agency BlueArc Group.

www.elexica.com
www.bluearcgroup

Australian suppliers going global

UK-based Nikec Solutions (a division of Copittrak Systems – the company also has offices in Hong Kong and Shanghai) has just partnered with Buzz Numbers to resell the Bondi Junction (NSW)-based company's social media monitoring services into the UK legal market.

Nikec is already a reseller for another Australian-based legal IT systems vendor DocsCorp and last year also signed up as a partner with Spring Hill (QLD)-based NetBox Blue to sell that company's SafeChat Web 2.0 communications rules and policies management application into the legal sector.

www.buzznumbershq.com
www.netboxblue.com
www.nikecsolutions.com

What ILTA did next

The International Legal Technology Association (ILTA) is organising its programme of events for the next few months and local representative Sarah Pitchford has been in touch with details of their most recent and upcoming events and news.

As part of ILTA's breakfast seminar series, IntApp recently presented two of their products (Integration Builder and Time Builder) at Corrs Chambers Westgarth in Sydney and Melbourne. For more details email Norm Mullock, VP of Product Marketing at norm.mullock@intapp.com

In April (dates TBC), Recommind will be giving a presentation on *From Email Overload To Collaborative Email Management: How a New Category of Software is Taking The Biggest Information Management Challenge & Turning It Into A Key Strength* (pew!) at Baker & McKenzie.

Sallyanne English, Project Manager at Corrs Chambers Westgarth, has been appointed as the ILTA Melbourne City Rep.

Contact Sarah Pitchford at spitchford@claytonutz.com (Sydney) or Sallyanne English at Sallyanne.English@corrs.com.au if you have any questions, feedback or ideas for future sessions.

<http://iltanet.org>

New media partnership

Asia Pacific Legal Technology Insider is currently finalising a media sponsorship deal with the JPS Group, the organisers of the *Legal Technology 2012: Advancing Asia Pacific Legal Industry* conference and exhibition which is taking place on 14 & 15 June at the Putra World Trade Centre, Kuala Lumpur. More details to follow.

www.legaltech-ap.com

10 years ago today

The top story in the world of legal IT in February 2002 was the news UK-based law firm Linklaters had awarded SAP the contract to supply its next generation ERP and practice management. The total cost of software and implementation services would subsequently cost the firm A\$52 million. Elsewhere, New Zealand-founded and later London stock market-quoted Keystone Solutions confirmed that talks with Solution 6 Holdings about the possible acquisition of Keystone "were progressing well." Keystone and Solution 6 subsequently evolved into the Aderant financial and practice management systems business. And Axxia Systems, now part of LexisNexis said it was developing its latest application in JZEE because Microsoft .NET was too novel to be stable.

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The next issue (No.2) will be published on Thursday 29 March. To keep up with the latest legal IT news visit the www.theorangerag.com breaking news blog or follow @ChristianUncut on Twitter.

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