BigHand expands and Civica changes hands

Corporate news dominates the agenda this month in the UK and Europe, as it does in the United States (see page 8)...

Following its acquisition of Verdatum in North America in March, BigHand is continuing its expansion plans with the acquisition of its long-time Benelux reseller dFlow BV. The dFlow founder Juul Leijnse and his team will be remaining with the company.

BigHand EMEA managing director Ben Mills said the acquisition would allow the group “to focus on increased growth in Benelux as well as in the wider Scandinavian and Northern European regions.”

The value of the dFlow deal was not disclosed however the consideration payable was satisfied from existing BigHand cash resources rather than new borrowings.

COMMENT: Sounds like BigHand is parking its tanks on the Philips’ lawn, which until now has hung on to its domination of the Continental European digital dictation marketplace.

And, Omers Private Equity has paid £390 million for the public sector services and software supplier Civica, which is probably best known in the law firms and local government legal departments sector for its Galaxy Legal case and practice management systems. Civica was bought by 3iii for £190 million in 2008. The Civica Legal division was previously Sanderson GA and before that General Automation.

Goodbye IRIS, hello Advanced Legal

The Advanced Computer Software Group plc has changed the name of its recently acquired IRIS Legal business to Advanced Legal. Doug Hargrove (previously head of IRIS Legal) becomes the managing director of the Advanced Legal board, with Mike McGoun (previously chairman of Tikit Group) as chairman and Jim Chase (previously with AIM Legal but now heading another division within Advanced) as non-executive director.

What happens next? The new management have confirmed their commitment not to end-of-life any current legal systems. In addition, they are pushing ahead with the integration of Advanced Legal products with other applications in the group portfolio, including CRM, DMS, HR and mobile security. And, they will be reinvesting in Progress-based solutions, including the Videss Legal Office system.

Advanced Legal say that during the first four months of 2013, they agreed deals with 26 firms worth nearly £1 million in total.

In this issue...

2. LawTech Futures delivers wow factor

3. Who’s in & who’s out? All the latest wins, deals & swapouts

8. As Google would say: it’s called capitalism

9. Vendors: why big-up your rivals?

11. BillBLAST & other new product launches
LawTech Futures delivers wow factor

The LawTech Futures 2013 conference and exhibition, which took place in London at the end of April, delivered its promise to be the biggest and most exciting legal IT event in Europe this year.

With a full day’s schedule of keynotes, presentations and panel sessions, the event provided something for everybody, with no excuses for being bored, but still with plenty of time for networking and meeting up with exhibitors and sponsors. In fact one vendor (a major DMS supplier) said “the quality and volume of delegates was so good, we could have done with a two day event to talk to them all!”

Other comments included “this is the best legal IT event the UK has seen for many years” and “LawTech Futures joins the ILTA annual conference in the US as one of the legal IT world’s few must attend events.”

The event’s keynote Ray Kurzweil (see also video link to interview in Editor’s Picks on page 12) lived up to his billing as “the futurists’ futurist” by making his talk about nanotechnology and artificially enhanced human intelligence (aka the singularity) all seem remarkably plausible. As he explained, it is just the logical extension of current trends, whereby we already augment the human mind by Googling for answers to questions and information we can’t recall via smartphones.

Ray Kurzweil’s discussion of the benefits of 3D printing technology and its potential for creating a new industrial revolution that will transform manufacturing, probably generated the most comment in discussions outside the conference hall – not least the question of where will the “toner” for all these 3D printers come from? However his optimistic view that we only need to make better use of solar power to solve most of the world’s energy problems, ended his session on a suitably high note.

Turning to the future… LawTech Futures (jointly produced by NetLaw Media and Insider editor Charles Christian) will be back in 2014 at the QEII Conference Centre again. The date will be Tuesday 25 March and planning is already underway to make the event bigger and even better. Further details will be announced over the coming weeks however another world-class futurist has already been signed as the keynote.
Who’s in & who’s out: May’s wins, deals & rollouts

**UK WINS**  
DLA Piper has placed the biggest order to-date for Rekoop mobile time recording solution. The system, which will be integrated with the firm’s Elite PMS, will be deployed across a mixed environment of Blackberry, iPhone and iPad devices to potentially 2500 lawyers worldwide, with only the Americas falling outside the scope of this project.

Linetime seem to be set on market domination with the announcement of six new deals for its Liberate case, debt recovery and practice management software. The deals are with Thrings Recoveries team in Swindon (including online case tracking), London private client firm Stafford Young Jones, existing user Wilkin Chapman LLP who are expanding the Linetime usage to handle their upcoming merger with Carrick Read, and Leigh Day, who have just gone live with a 260-user Liberate implementation after swapping out their incumbent PMS, CRM and case management systems in favour of Linetime. In addition, Henry Hyams in Leeds has gone live with a 100 user Linetime system (plus a migration to Microsoft Office 2010 and Windows 2008) to replace its legacy AIM software. And, the new Wright Hassall ABS High Court enforcement services business QDR Solutions will run Linetime PMS and debt recovery software.

Win some, lose some for Integreon which, after last month’s setbacks, has just signed up Kennedys for a three year library and information services outsourcing deal.

Both Penningtons and Lester Aldridge have signed up with Copitrak for the company’s embedded cost recovery system.

Scottish law firm Blackadders Solicitors has selected a Thomson Reuters FloSuite Legal client matter inception (CMI) module to streamline the firm’s new business intake.

Boutique law firm Gedye & Sons, which has offices in the Lake District and City of London, has implemented an Eclipse Legal Systems Proclaim matter management system running in a hosted environment.

Clifford Chance is to roll out 1600 BlackBerry 10 smartphones to 1600 staff, initially in the UK. The firm will be issuing both the Z10 (all touch) and Q10 (keyboard) models in conjunction with the recently launched BlackBerry Enterprise Service 10 mobility device, app and security management system.

Taylor Wessing UK reports that in the 12 months since it first deployed the Amiigo intelligent, international mobile call re-routing app on its BlackBerry handsets, the firm has seen a 40% saving on international, non-geographic and roaming mobile phone bills. [www.amiigo.co.uk](http://www.amiigo.co.uk)

WINS & DEALS CONTINUED ON p.5
Whatever your future business vision is, Thomson Reuters can help ensure that your systems are talking to each other. So that your people talk to each other. So that you and your clients are talking to each other.

Because providing a great service is no longer a nice to have. It’s a must have.

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thomsonreuters.com/flosuitelegal
Cumbrian law firm Cartmell Shepherd has become the 700th law firm to sign up for the Riliance COLP and COFA risk management and compliance system.

Chrome River has four new customers for its expense reporting software: Freshfields Bruckhaus Deringer, Kennedys, Reynolds Porter Chamberlain plus Olswang, who have swapped out GlobalExpense for Chrome River.

Following its recent implementation of the Sysero Knowledge Builder application, Wedlake Bell is now migrating its existing intranets and know-how systems onto a single Microsoft SharePoint 2013 platform so the content can be accessed within Word and Outlook.

South Wales lawyers Keith Evans & Co are rolling out a cloud-based Intelliworx conveyancing system from OchreSoft Technologies across its nine offices.

To meet the requirements of the Jackson Reforms, Kestrel Business Solutions have developed a Cost Budgeting Tool that populates Precedent H spreadsheet with actual time costs and disbursements. The new system has already gone live at Reynolds Porter Chamberlain and been ordered by Farrer & Co.

Meanwhile Kestrel's ebilling Flow system has been installed by Taylor Wessing and Ashurst and will shortly be going into Maples & Calder.

Peppermint Technology has signed up two further firms for its Legal Services Platform at the expense of Advanced Legal AIM. The firms are 200 user Darbys Solicitors and 220-user Brethertons. The Neil Cameron Consulting Group assisted Brethertons on the system selection.

Two more US law firms – Boston-based Sunstein Kann Murphy & Timbers LLP and 320-lawyer Lathrop & Gage – have selected IntApp solutions to streamline new business intake. Sunstein is using IntApp Integration Builder (the firm is also using the application to manage version control for documents stored on its iManage DMS) while Lathrop is using the new IntApp Open system.

In addition, Waller Lansden Dortch & Davis Partners is using IntApp Wall Builder to address the requirements of 2013 HIPAA omnibus information security rules, and North Carolina-based Poyner Spruill LLP is using Integration Builder to automate information management across its Aderant Expert, Carpe Diem and Microsoft SharePoint platforms.

Biscom has signed up eight new law firms for its secure file transfer and document exchange technologies. The eight are Alston Hunt Floyd & Ing, Bird & Bird, Brown Sims, Harter Secrest & Emery, Newmeyer & Dillion, Nixon & Vanderhye, Segal McCambridge and Winthrop & Weinstine.
WINS & DEALS CONTINUED FROM p.5

Davis & Gilbert LLP in New York has awarded DTI a contract to deliver staffing and management of the firm’s office services and records department with full-time positions. This is the first time the firm has outsourced management services.

The Law Society of British Columbia and California trial lawyers Girardi & Keese have both selected DocsCorp compareDocs and pdfDocs systems. Other DocsCorp wins this month include the Attorney Registration & Disciplinary Commission of the Supreme Court of Illinois (pdfDocs), Loeb Block & Partners in New York (contentCrawler), while the Morton Law Firm PLLC, Yocca Law Firm LLP and Verros Lafakis & Berkshire PC have all selected DocsCorp’s new productivity pack for the Worlddoc DMS.

Detroit-based Miller Canfield has licensed the Relativity system from kCura to support the firm’s ediscovery and records management team. APS have selected Phoenix Business Solutions and their US training partners Capensys to deliver user training for the global roll out of DTE Axiom at Shearman & Sterling.

EMEA WINS  Boutique German law firm AHB Rechtsanwälte has selected pdfDocs and compareDocs from DocsCorp.

Barclays Bank’s African legal team picked Phoenix Business Solutions to implement HP Autonomy iManage Worksite and deploy it to over 250 users across Africa. The deal includes the Phoenix Workspace Assist application and integration with Barclays’ own internal matter management solution.

APAC WINS  New Zealand law firm James & Wells is deploying CPA Global’s First To File (FTF) patents management module. The firm already uses the FTF Electronic File Room trademarks module.

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LEGAL IT INSIDER (264) MAY 2013
There’s an app for it!

Thomson Reuters Elite has released ProLaw Mobile, an enhanced version of its ProLaw XII financial and practice management application that now provides secure time entry, client and matter information via an iPad.

Nexum used the recent LawTech Futures event as the launch venue for the latest app in its Revenuetion family of iPad tools. The new Partner Patroller app will complement the current Revenue Patroller to help drive the Revenuetion’s financial fitness programme through the adoption of an intelligent mobile tooi. Partner Patroller also allows for the quick management of exceptional items, both WIP and Debtors, that have been picked up and referred to partners by the revenue team. The app gives users with a top 10 priority To-do list, with drop down responses for each to-do item ensuring that issues can be driven forward dynamically, such as a prompt to bill a client, review a threshold, explain scope creep, investigate delayed payment etc.

Nexum CEO Jim Stanley said “This latest app is all about giving partners real-time awareness of performance against target via an attention-grabbing heads-up on those essential activities needed to improve things. It’s designed to take full advantage of lawyers’ down or dead time, when they can quickly dip in, see what needs doing, do it and move on. The focus is very much on identifying and progressing those things that matter right now.”

Bench & Bar LLC, a software company set up by South Carolina attorney Stephan Futeran of Futeran & Nelson LLC, has developed an iPad app for jury selection called JuryPad. The app has been designed for trial lawyers by trial lawyers to help them organize jury selection, including evaluate jurors and conduct voir dire — you can even tap to View Map of a juror’s home and virtually tour their neighborhood. Basically JuryPad does everything attorneys have previously done with charts, papers, pens and Post-it Notes but with the convenience of an iPad. Available on iTunes for $24.99, search for jurypad

Hugo Dictation has developed an iPhone app that integrates with Olympus dictation management software (including DSSPlayer Pro and ODMS Transcription) so users can record, edit, insert or overwrite dictations on their iPhones and still keep it within a firm’s overall dictation processing infrastructure. Available on iTunes, search for hugo-dictation-pro

Digital risk management consultancy Stroz Friedberg has launched Navigator, a desktop and mobile app designed to provide staff with a clear, instant and holistic overview of an organisation’s global compliance policies on such things as giving and receiving gifts. There is a full report www.legaltechnology.com/latest-news/new-app-for-dealing-with-compliance-gifts-everything/
As Google would say it’s called capitalism

The last few weeks have seen a flurry of stock and venture capital markets activity in the legal and ediscovery sectors.

The online legal services platform Rocket Lawyer has raised a further $15 million in new funding from a so-far unnamed strategic investor. Rocket Lawyer previously raised $40 million in capital from August Capital, Google Ventures and IGC. Rocket Lawyer founder Charley Moore says the company is growing revenues by $20 million a year.

In 2012, rival LegalZoom sued Rocket over alleged false and misleading advertising, trademark infringement and unfair competition. Rocket has since countersued LegalZoom. Rocket Lawyer, which currently provides legal documents to consumers and small businesses, as well as allowing consumers to find and reach lawyers, is believed to be looking to expand beyond just offering documents. The company recently bought legal Q&A site LawPivot.

UBIC Inc, a provider of Asia-language ediscovery solutions and services (NASDAQ stock ticker symbol UBIC) has just closed its initial public offering of 1.1 million ADS shares at $8.38 per ADS. The gross proceeds of the IPO were $9.2 million (before underwriting commissions etc).

SanDisk and a group of related investors have set up a $75 million venture capital fund to support companies in the flash (or silicon) memory business. One of the first beneficiaries (of a reported $30 million investment) is New Jersey-based enterprise storage array specialist Whiptail. Whiptail’s legal sector customers include Finkelstein & Partners in the US and SNR Denton (now Dentons).

Finally, the Kenyon Group LLC reported that it acted for eLitigation Solutions during its recent merger with litigation support services company Altep.
Uncut: why big-up your rivals?

I recently had a meeting with the director of a legal IT services company who said their ambition was to “become the next Tikkit”. This is not a new ambition. Over the last few years we’ve heard companies say they were going to be “the only viable alternative Tikkit,” or “Tikit Mark 2” or else “like Tikkit only cheaper and better” and even “like Tikkit but with better biscuits on offer in their meeting rooms.”

OK, we made the last one up but you get the general picture. And, it’s not just services companies like Tikkit that start-ups aim to emulate. Case management, cost recovery systems, digital dictation, DMS and CRM software vendors – we’ve lost track of the number of wannabe companies that have failed to become “the next” iManage or InterAction. Even consultants do it. “I want to be the next Richard Susskind” anyone?

Now it’s great to have ambition but why publicly announce it in such a way that only draws attention to the competitors you are seeking to challenge? All you do is reinforce their reputation as the market leader and make it harder for you to differentiate your own products and services.

In fact every time you refer to your rivals, you remind people of their existence and prompt your prospects to check them out as a possible alternative supplier to your own offerings.

The competition have their own marketing departments so leave them to it – and certainly don’t spend any of your marketing budget promoting them to your customers.

Of course you need to keep an eye on what the competition is doing (that is sound market intelligence gathering) but primarily focus on the merits of your own offerings. Identify and carve out your own niche. And build up an identity that helps you stand out from the crowd.

...Charles Christian

Channel news

Business intelligence specialist Informance has formed new business partnerships with Rosslyn Analytics and Differentia Consulting. Rosslyn will be offering its customers access to the Informance QlikView Business Discovery platform through Rosslyn’s cloud-based RAPid analytics platform, while Differentia will provide QlikView delivery, training, support and managed services.

www.informance.co.uk

UK conveyancing search supermarket ETSOS has completed integrations with Cognito Software’s FiLOS case management system and with Lawyer Checker, an online service that allows property lawyers to check the legitimacy of the vendor conveyancer. The BBC Radio 4 Money Box programme recently ran a story on conveyancing fraud.

www.etsos.co.uk

UK-based HR software provider Access Group has added 40,000 further subscribers to its cloud services platform through the acquisition of TeamSeer, an SaaS-based staff planner and team management solution. TeamSeer is Access’ ninth acquisition in recent months and its customers include the New York Stock Exchange.

www.theaccessgroup.com

UK-based Quill Pinpoint has announced partnerships with case and workflow management systems supplier Redbrick Solutions and with Compliance Manager, a workflow-based system for SRA compliance and due diligence.

www.quill.co.uk

New York-based Business Intelligence Associates has introduced a new Data Extractor feature for channel partners who resell BIA’s TotalDiscovery ediscovery system. The new feature gives channel partners greater flexibility on how they deploy TotalDiscovery so they can now use it just for their data collections.

www.biaprotect.com

Global digital risk management and investigations firm Stroz Friedberg has expanded its global footprint with the acquisition of Billiter, a compliance, due diligence and business intelligence company with offices in London and Hong Kong. Billiter co-founder Ian Barclay will head Stroz’s Hong Kong office, while Michael Boag becomes the London managing director.

www.strozfriedberg.com

Legal IT Insider (264) May 2013
Deliver a fully managed WorkSite monitoring solution with Phoenix Monitor Connect

Phoenix Monitor Connect will take the burden from you, and monitor all key components of WorkSite within your organisation

- Detailed, real-time reporting & analytics
- Maximise uptime & reduce business interruptions
- Agentless design, no additional software required on servers
Fresh on the Radar

Info Technology Supply  Kevin Draper, one of the stalwarts of the UK legal IT scene, is back in the market working for Info Technology Supply. ITS specialises in the sales and development of software for the public library, education and legal sectors in the UK, US and Europe. For law firms, the key product is Onelog, which provides a .NET platform from which to manage, connect, report and recover costs associated with online content usage. Onelog supports multiple web browsers and current users include Pillsbury Winthrop, Nelson Mullins, Hogan Lovells, Weil Gotshal and DLA Piper. www.onelog.com

JLIT  JLIT Limited is a new company offering managed services to UK law firms, including application integration and 1st line support. JLIT also works in other sectors, including managed telephony services for medical practices and providing IT relocation services for all businesses. Co-founder Louise Bunting, who has worked on projects for Clifford Chance in the past, says she knows the market for legal managed services is highly competitive but adds “We are nimble with a low cost base. We are also used to a fast pace environment. It is not about winning a customer and then transitioning them to a faceless email address and phone number. We care about service and our customers.” https://jlit.co.uk

New product news

The cloud-based DMS provider NetDocuments has launched an Apps Marketplace for third-party software developers to create apps that integrate with the company’s content management and collaboration services. www.netdocuments.com/en-us/marketplace

Workshare has released Workshare Professional 7.5. New features include document comparison within Microsoft Windows 8 and Office 2013, along with faster comparisons between PDF and .DOCX files. All document edits are maintained in the original master document.

UK comms specialist Total Group reports that following last year’s acquisition of K-Cloud, the business has been fully integrated within Total and the service renamed Total Cloud.

Microsystems has released DocXtools Express for extending the functionality and fixing some of the issues with native Word. It includes a pre-configured subset of the full DocXtools application to make it quicker and simpler to be deployed by small-to-mid sized law firms.

Riliance has added four new modules to its risk and compliance software. They cover Undertakings, Client Feedback, Bribery Act risk assessment and a Gifts & Hospitality register.

MORE NEW PRODUCT LAUNCHES ON p.12

Sign up for our free apps now!

• Our Latest News app (for iPhone & iPad) carries all the breaking news stories from the website as they happen plus access to an interactive version of the Insider Top 200 chart. You can also search the content, save articles, comment on them, email them or post links to Twitter.

• Our Newsletter app (for the iPad) contains our monthly publication with exclusive content, legal IT news on wins, deals, swap outs, new products plus the Insider Top 200 chart. Designed to be intuitive to use, it is easy to scan the whole newsletter at a glance to select the relevant page or use the page turning function flicking through like a real magazine. It also has a preview page and stories can be shared via email or Twitter. www.itunes.com/apps/legalitinsiderlatestnews www.itunes.com/apps/legalitinsidernewsletter

Available on the App Store
NEW PRODUCTS CONTINUED FROM p.11

Rocketship Solutions LLC, in South Carolina, has launched BillBLAST, its new application designed to simplify the delivery, tracking and collection of electronic bills for law firms. Leah Beckham, the CEO of BillBLAST, says the product is the only one on the market to offer comprehensive ebilling and dynamic tracking and reporting in the cloud. She adds that the SaaS structure of BillBLAST has many design features not found in other ebilling solutions, including the option to send batches of bills by email, fax or ebill. www.bill-blast.com

UK legal workflow specialist OchreSoft has launched Intelliworks Private Client, a new application for legal teams delivering wills, probate and LPA (lasting powers of attorney) related services. OchreSoft's Pauline Freegard says the launch coincides with what OchreSoft view as a sea-change in probate practice lawyering, with increasing numbers of firms looking to adopt the case management commoditisation and productivity methods employed in other areas of legal work. www.ochresoft.com

Following last month's launch of its iA Virtual Cabinet cloud-based DMS by nQueue Billback, we've news of another version of the Virtual Cabinet system now being marketed by Lindenhouse. (Lindenhouse and nQueue Billback are both owned by the Reckon Group.) Lindenhouse has signed a deal with Ethan Group to sell Virtual Cabinet into the Australian legal market. www.ethangroup.com.au

Eclipse Legal Systems has integrated its Proclaim software with the new Lawyer Checker service. This online service allows a purchaser's conveyancer to gather further information on the vendor's conveyancer, to avoid fraud by fictitious or disqualified law firms. Apparently some fraudsters have even registered their details on the SRA list of solicitors practices to gain a mask of legitimacy. Lawyer Checker does not rely on the SRA but instead monitors bank account and Land Registry data to see if they have been involved in previous conveyancing transactions.

Traveling Coaches has launched its CLASSclub Hub portal, providing registered users with access to legal software training contents and updates, as well as a community discussion forum. Previously, Traveling Coaches distributed updated training materials by sending out CDs and DvDs on a quarterly basis. www.travelingcoaches.com

Florida-based Morning Waves LLC has launched its Attorney Timekeeper Mobile application, with a full feature set including cell phone capture from Verizon, AT&T and T-Mobile (other carriers are being added). Attorney Timekeeper is a cloud-based system, sold on a monthly subscription basis that will run on PCs and tablets. Other features of Timekeeper are voice-to-text translation of spoken time entries via Apple Siri and gamification to compare actual time billed against targets. www.attorneytimekeeper.com

Agent 007 Legal IT

One of the best-known faces on the UK legal IT directors’ scene – Tim Hyman, currently with Reed Smith – has just published a new book based on his experiences in the UK's secret security and intelligence services. Called Queen and Country and published under the non-de-plume of Finn Maedan, it is available from Amazon on Kindle and as a paperback. www.amazon.co.uk/Queen-and-Country-ebook/dp/B00CV9IAEG/ref=tmm_kin_title_0?ie=UTF8&qid=1369038141&sr=1-1

Agent 007 Legal IT

Security and Governance in the Legal Cloud

Bristol Roadshow: June 4th, 14:00 - 17:00
The Grand, Broad Street, Bristol, BS1 2EL
Register here: http://databarrickslegalbrits.Laventhrile.co.uk

Manchester Roadshow: June 11th, 14:00 - 17:00
The Midland Hotel, Peter Street, Manchester, M60 2ED
Register here: http://databarrickslegalmanchester.Laventhrile.co.uk

“Security and Governance in the Legal Cloud”, is a forum for Legal IT professionals to share insights, strategies and experience of the maturing role of cloud computing in leading firms.

Ian Jennings of the Cloud Industry Forum and Cloud Lawyer at D4H Stallard LLP will be surveying the cloud landscape in the legal sector today, whilst Databarricks break down the Criminal Justice Secure email requirements for cloud based email systems and outline the best practices to maintain watertight security when using cloud based Disaster Recovery.

Presentations followed by dinner and networking.

www.databarricks.com
New Hires, People & Places

**UK NEWS** Prosperoware has appointed Tom O’Connor as the company’s director of UK & EMEA operations. O’Connor, who has a long track record in the UK DMS market, was one of the original founders of Tikit in the 1990s.

Coinciding with 35 years in the legal IT business, Quill Pinpoint has announced its new senior management structure. The new managing director is Julian Bryan, previously the head of Vetsolutions, a practice management systems supplier to the veterinary profession. In addition, Maria Hadfield has been promoted to operations director and Richard Salt becomes IT director. The restructure also sees the retirement of director Hilary Fisher and the semi-retirement of founder and long-time managing director Tony Landes, who now becomes chairman.

Jeff Wright, previously a partner and member of the IT management team at Morgan Cole, has joined the outsourcer Integreon as VP of global procurement & IT services delivery. He will also oversee Integreon’s UK corporate facilities and corporate IT function.

Ruth Baker, who has been the administrative secretary of the Society for Computers & Law since 1988, retired at the end of April after 25 years of providing the SCL with a steady administration function. Ruth’s long-time assistants Caroline Gould and Priti Magudia remain with the Society.

We’re sad to report the death of Elizabeth Miles, the CEO of Iken, who lost her short battle with cancer in April. She will be missed – both in person and virtually. She was an active social networker and participant in the UK legal sector’s virtual cocktail parties on Twitter.

**US NEWS** To support its current growth phase, Microsystems has recruited 10 new members of staff, including Angela Crossland as a consultant in the UK, Steven Driben as regional sales director (US East), Mark Kristie as developer and Stephanie Pavlakis as client relations manager.

Consilio has expanded its ediscovery software and services product development team with the recruitment of Pete Feinberg as VP of products and Mark Roesler as director of software development.

Kelvyn Stirk, a former VP of sales at OmTool, has joined the sales team at IntApp as VP for the Western US and Canada.

Orange Legal Technologies has promoted John Munro to the newly created post of VP of operations & client services, with responsibility for supporting the growth of the ediscovery business.

Keno Kozie Associates has hired Renee Stallions, who has worked in analyst roles at law firms, as its new desktop architect expert.

**Five of the Best - Editor’s Pick**

If you missed them, here’s our pick of some of the best stories that appeared online last month...

- Will data analytics allow us to “do less law” by Ron Friedmann (17 April)
  www.legaltechnology.com/latest-news/will-data-analytics-allow-us-to-do-less-law/
- Podcast: it’s all about the cash - Jim Stanley of Nexum on law firm finance issues (14 May)
- Video: Ray Kurzweil in exclusive interview with Charles Christian at LawTech Futures (15 May)
  http://youtu.be/wOPPB9ecHaA
- Three reasons why law firms need more research by George Beaton (20 May)
- Is the Spanish legal IT scene really different by Eva Bruch (22 May)
  www.legaltechnology.com/latest-news/comment-the-spanish-legal-it-scene-is-spain-really-different/
Centralised template management and standardised document creation

- Seamless WorkSite Integration
- Centralised management & deployment
- Firm wide metadata management

Phoenix Office Centre allows you to be more self sufficient and dynamic in an ever evolving legal document landscape
New consultancy

Former Osborne Clarke COO Chris Bull and Louise Fleming have formed a new business management consultancy for professional services firms called Kingsmead Square. Bull says he will continue to work closely with Nick Jarrett-Kerr and other members of Edge International, as strategic partners.

www.kingsmeadsquare.com

Ediscovery news

New API gains traction  Mimecast reports growing adoption of its new publicly available API that simplifies ediscovery efforts by providing secure access to Mimecast cloud-based email archives. Recommind is already using the API to connect its Axcelrate ediscovery platform to Mimecast. Mabel Evans, the head of IT at Field Fisher Waterhouse in London, said the Mimecast/Recommind integration gave the firm the ability to search for documents and information from multiple data sources and document management systems in a single instance.

www.mimecast.com

New advisory board Catalyst Repository Systems has set up a Client Advisory Board of industry experts to help advise Catalyst on the future development of the company’s Insight ediscovery platform and how best to serve the needs of its corporate and law firm customers. Members of the 20-strong board include George Socha of Socha Consulting, Browning Marean of DLA Piper and ILTA-stalwart Rachelle Rennagel of Patterson Belknap Webb & Tyler.

• Big in Japan Staying with Catalyst, the company has also expanded its Japanese presence with the opening of its new and larger offices in Tokyo to serve multinational corporations and law firms, including Paul Hastings, Nishimura & Asahi and Anderson Mori & Tomotsune. The operations director at Catalyst’s Tokyo office is Etsuko Akimoto, formerly with Freshfields Bruckhaus Deringer and a member of the New York Bar.

Events diary

BIALL - 13-to-15 June The British and Irish Association of Law Librarians is holding its 44th BIALL Annual Study Conference & Exhibition at The Hilton Hotel, Glasgow, from 13-to-15 June. The theme for this year’s conference is The Business of Law. www.biall.org.uk

LiliConnect - 25 June The next London meeting of the LiliConnect women in legal networking group takes place on 25 June (starts 6.00pm) at Holborn Bars. The theme is Getting To Know Your Lawyers with speakers including Clifford Chance partner and global head of HR & Talent Laura King. The event is free but please register in advance at events@liliconnect.com

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Vital Statistics

We’ve some interesting data to report this month, starting with LexisNexis who say there are 450,000 micro law firms (defined as between one and two people) in the United States. To address the cloud storage and secure file sharing needs of these firms, LexisNexis is now offering users of its Firm Manager software access to WatchDox technology, a non-consumer alternative to Dropbox.

www2.watchdox.com

Over in the UK, Sherry Bevan Consulting has published a report on law firm service desk activity. Among the report’s findings are: the average number of support desk calls or incidents a month is 2.4 per user; 36% of firms now offer self-service facilities; and 30% of firms never ask users to rate their support desk customer service.

www.sherrybevan.co.uk/knowledge_base.php

Award for HotDocs

Congratulations to Russell Shepherd and his team at Edinburgh-based HotDocs Ltd, who were one of the winners of this year’s Queens Award for Enterprise in the international trade category. Since acquiring the Utah-based document automation software business from LexisNexis in 2009 (the company was previously a distributor) HotDocs has seen its overseas sales increase by 255% over the past two years.