

CHARLES CHRISTIAN'S

# LEGAL TECHNOLOGY INSIDER

THE SOURCE FOR INDEPENDENT LEGAL TECHNOLOGY NEWS, COMMENT AND ANALYSIS

## MCS POISED TO BUY COGNITO ?

MCS, the developers of the DPS document production and case management system, is now in the final stages of negotiations to buy the Devon-based legal systems house Cognito Software from its parent company Microvitec.

MCS founder Osman Ismail, widely believed to be the UK legal market's most financially successful entrepreneur, has made no secret of wanting to acquire a legal accounts system that could be linked to DPS to create a fully integrated case and practice management system. On the Cognito side of the equation, not only are many of the users of the company's solicitors accounts and time recording software already running it in conjunction with DPS but, since the sale of another Microvitec subsidiary CSM to Pegasus in March 1997, Cognito has occupied an increasingly anomalous position as the only software developer within a primarily hardware-oriented group.

Neither MCS nor Cognito were prepared to comment on the negotiations however Legal Technology Insider understands the longer term plan is to produce a 32-bit "true" Windows version of Cognito which can be integrated with a new SQL Server-based version of DPS, currently in the final stages of development. Both products are expected to make their public debut at the Solicitors Show at the Birmingham NEC next March.

## IN-CONTROL OUT OF CONTROL?

The InControl Legal case management system looks to be heading for more problems with one of its largest remaining users now actively looking for an alternative case management product. This follows a breakdown in negotiations over licensing and maintenance agreements with InControl's new owners Resolution Systems.

The firm told Insider that having kept its InControl system running without external support for the best part of ten months, since the collapse of the system's original developer Mercury Computing, it had been looking forward to working with Resolution on enhancements to the product. But, when it came to the commercial side of the negotiations, the firm said it found Resolution to be "petulant", with one director refusing to even consider the firm's proposed amendments to the terms of the licence agreement because he "hadn't time to read them".

- InControl's author John Eveleigh has formed a new company called Nexus in Exeter. This follows the collapse of Omni, which was set up by former Mercury staff.

## NEW FORMAT WHITE BOOK ON ITS WAY

Tomorrow (24th September) sees the launch of the Sweet & Maxwell's *Supreme Court Practice* (aka *The White Book*) which, for the first time, will contain both the High Court and county court rules.

If the *Woolf Report* recommendations on civil litigation practice and procedures are approved, as expected, next January, Sweets is promising subscribers they will receive a revised edition containing the Woolf reforms for no extra charge.

- Sweet & Maxwell has also launched *The White Book Digital Edition* in a Folio Views format as part of its Connections series of CD-Rom products. The original Adobe Acrobat version of *The White Book* on CD received extensive criticism when launched in 1995 because it was widely reckoned Sweets had chosen the wrong electronic publishing format.

**Is time running out for CD-Rom ? Page 5**

## ALSO IN THIS ISSUE

- Sanderson's new Galaxy **Page 2**
- Paragon and OMS get together **Page 3**
- Probate with Sweet & Maxwell **Page 4**
- Special offer for LTI readers **Page 5**
- E-Docs, e-no big deal **Page 6**
- Ted Clark back in business **Page 6**
- WordPerfect to Word tip **Page 7**

## INSIDER WEB SITE

The Insider web site now features a Text Daily news service. This automatically monitors a selection of web sites on a daily basis for the latest legal IT reports.

<http://www.cloudnine.co.uk>

## TRIAL ADVOCATE

Solicitor Julian Gibbons is now offering a downloadable trial version of his Advocate software for criminal lawyers via his web site. The software is designed to run on both the Psion Series 3 and 5 palmtop computers and is available as a .ZIP file or in Psion's own .SIS file format. The site at <http://www.users.globalnet.co.uk/~jrg01/index.htm> also contains details about the CrimeFile for Windows program which runs on Microsoft Word.

## SPEECH TECH NEWS IN BRIEF

### ● VIAVOICE UPGRADE

IBM has launched ViaVoice 98, a new Windows 98 compatible version of its speech recognition system. The entry level price is £49. The more advanced ViaVoice 98 Executive product costs £139. Users of existing VoiceType and ViaVoice software can upgrade to the Executive product for £88. For more information call the IBM software enquiry line on: 01705 492249.

<http://www.ibm.com/viavoice>

### ● INVESTMENT BOOST FOR UK

Speech technology specialists Lernout & Hauspie (the people who acquired the old Kurzweil business) have invested \$3.8 million in UK-based Speech Machines. The investment will allow the companies to collaborate on developing speech recognition systems for vertical markets, including law.

<http://www.speechmachines.com>

### ● ALLVOICE ALL PATENTED

Devon-based AllVoice Computing has successfully applied for US patent law protection for the innovations within its WordExpress software that links IBM's speech recognition engine directly to Microsoft Word. AllVoice is involved in a long running legal dispute with IBM over allegations that IBM engaged in predatory pricing, misused confidential information and mounted a dirty tricks campaign against AllVoice. IBM refuse to comment on these allegations.

<http://www.allvoice.co.uk>

## SANDERSON SEE GALAXY AS NEW STAR

Next month sees the first results of Sanderson Systems' recent acquisition of the Admiral LegalMIND business, with the launch of the new Galaxy integrated case and practice management system at the Northern Legal Office Exhibition at the Manchester GMEX (21/22 October).

The new product, which brings together an updated version of the LegalMIND PMS software with Sanderson's existing Windows-based case management system, will be available in two versions: Galaxy Legal for law firms in private practice and Galaxy Premier for local government legal departments.

Galaxy, which was written using a combination of Visual Basic 5 and PowerBuilder, is a 32-bit application designed for Windows 95/98/NT platforms running on top of a SQL Server database. Sanderson will also offer a thin client version for users wanting to run the product across multi-site wide area networks. Galaxy is integrated with both Laserform's electronic forms and Microsoft Office 97.

Two firms (in Birmingham and Wiltshire) are committed to final beta testing from November and Sanderson is confident the product will begin shipping in earnest in January 1999. (The Insider understands that Stanley Tee & Co in Bishops Stortford has already placed an order.) The full range of case management workflow modules will also be available from the new year and, with the QNIX and LegalMIND user groups now working together, further enhancements are expected over the next twelve months.

### ● COMMENT

Sanderson believe the new system will have a wide appeal, both by meeting the needs of existing QNIX users looking to upgrade to a more powerful product and by addressing some of the perceived weaknesses in the old LegalMIND product, by way of the additional PMS functionality and inclusion of a fully integrated case management option.

In terms of market positioning, Galaxy is likely to be in direct competition with Pilgrim's LawSoft system. In fact informed sources suggest that a number of Pilgrim's most recent wins - including Cumberland Ellis Piers, Biddle & Co and the recently announced order from Lester Aldridge in Bournemouth - would have gone for LegalMIND had not there been the uncertainty about Admiral's commitment to the product and the legal market.

● Former Admiral legal sales manager Tim Spriggs has moved to Sanderson's legal division and is working out of the company's Guildford offices, phone: 01483 885555.

## RIGHTFAX DOCS INTEGRATION

RightFAX network fax software is now integrated with the DOCS Open document management system, so users can save a fax directly into DOCS. A full data sheet can be found at [http://www.rightfax.com/channel/dmc\\_bro.pdf](http://www.rightfax.com/channel/dmc_bro.pdf)

## PARAGON AND OMS IN LINK UP

Paragon, the 32-bit legal practice management and accounts system launched in late 1996 by ex-TFB and Avenue software developer Dave Webber, is now fully integrated with OMS, the new office management system designed by Mike Walker in association with Northampton law firm Franklins.

Poor sales levels have resulted in the Professional Computer Group (PCG) being dropped as a sales channel for Paragon and Legato Computer Services has now been appointed as sole distributor. Gillian Sanderson of Legato says that although the product is already on target for being installed in over 80 sites by November 1999, Legato will be beefing up its sales and marketing activities over the coming months, including taking a stand at the Solicitors Show at the Birmingham NEC next March.

- The long running and "messy" legal dispute between Webber, Legato and Webber's former company Avenue Legal Systems has been resolved with all Avenue's claims against Legato being dismissed and Webber's own action against Avenue settled out of court "to his satisfaction".

**A new species of legal software ? Page 7**

---

## SELECT MAKING INROADS INTO THE EASTERN COUNTIES

East Yorkshire-based Select Legal Systems is extending its penetration of the Eastern Counties legal IT market with a number of wins and site upgrades.

One-time Avenue reference site Ward Gethin in Kings Lynn has ordered new accounts, case management and fee earner desktop systems. Select won the order in a run-off against AIM, Axxia and Quill. And former AIM user Lloyd & Co in Thetford is moving to Select. On the upgrade front, Butcher Andrews in Fakenham is upgrading from a character-based system to Windows and Select's largest site, Bridge McFarland in Lincolnshire, is rolling out a 90 user fee earner desktop implementation at four branches.

- Select will shortly begin shipping Release 2.2.5 of its back office system. This includes a Year 2000 upgrade to the Informix database and a new time transaction manager that will allow time entries to be adjusted and recalculated when rates have been changed retrospectively.

---

## LINUX WHO ?

Much hype surrounds Linux, the free version of the Unix operating system. Netscape, Oracle and Informix say they intend to support it and, within the last two weeks, Corel has announced the launch of WordPerfect 8.0 for Linux. But, has it a role to play within the legal systems market? If you are using or planning to use Linux call the Insider on: 01379 687518 or email: info@cloudnine.co.uk

## WORDPERFECT DEALING WITH Y2K

Corel has begun testing older versions of WordPerfect for Year 2000 compliancy.

Version 7.0 has passed with flying colours and Versions 6.1 for both the Windows 3.1 and Windows 95 platforms are expected to pass, with the exception of some minor issues relating to date related mathematical calculations. Corel is also about to begin testing Version 5.1 for DOS. A full report on all WordPerfect Y2K issues, included suggested bug fixes, can be found on the web.

<http://www.corel.com/2000.htm>

- The next major release of WordPerfect, Version 9.0, will be available in a final beta version by November and is expected to be commercially available in the UK by March 1999. Corel say Version 9.0 will crack the issue of file compatibility with Microsoft Word.

**Dealing with MS Word "creep" Page 7**

---

## RECRUITMENT NEWS

Solicitors Own Software in Bath is looking for more sales consultants to handle its Windows case and practice management systems. If you have a track record in legal IT sales, understand solicitors accounts, time recording and Windows NT and would like to earn £45-50,000 pa plus PC, phone, quality car and private health cover, send a copy of your CV to David McNamara at SOS.

- Stewart Marr has left Dibb Lupton Alsop's Bradford office, where he was IT services delivery manager and is looking for a similar post in the North-West. He is emailable at: [stewart.marr@virgin.net](mailto:stewart.marr@virgin.net)

---

## THREE PENNY LANE

Four of Merseyside's best known legal practices (including three with offices in Liverpool's Penny Lane area) have chosen the Videss Legal Office system, running on Windows NT, to be the foundation for their IT upgrade projects.

Two of the firms - Gregory Abrams and Jackson & Cantor - are legal aid practices, Birkenhead-based Norman Jones Grayston specialises in civil litigation, and J Keith Park & Co has an extensive personal injury practice.

## BLACKSTONE OFFER FOR LTi READERS

Anya Designs, which earlier this month launched the *ADL Blackstone's Software Law Library* in a digital format that runs on Psion Series 5 palmtop computers, is now offering Legal Technology Insider readers exclusive discounts off its usual software list prices.

These include: *Blackstone's Criminal Practice 1998* for £99 (list price £120), the *Indices of Case Precedents* - buy one at £40 and get a second at half price (ie two for £60). Alternatively, the whole set of eight indices can be purchased for £200 (list price £320).

There are also 10 percent discounts available on Anya's range of practitioner software for the Psion, including the Timekeeper time costing system for criminal legal aid lawyers (list prices start at £69) and the COPS police station system, which includes the current PACE codes of practice (list price £99). Anya can also offer discounts on all Psion Series 3 and 5 hardware.

- To claim your discount call Anya Designs on: 01273 682020 and quote the reference number LTi 2/95.

---

## KNOW-HOW SYSTEMS NEWS IN BRIEF

- **SOUTRON BRIEFINGS**

Law library software specialist Soutron, which over the last eighteen months has been extending its activities into the field of intranets and know-how systems (one of Soutron's products was used by D J Freeman to create its Lawyer/HIFAL award-winning CD-Rom system) is to hold a series of IT briefings around the UK between now and December. For details call: 01332 821800.

- **KNOWLEDGE MANAGEMENT**

Software consultancy Quidnunc has produced a new guide to know-how systems and knowledge management. Called *Designing a Knowledge Framework: the best practice IT files for professional services*, it can be ordered by phone (0181 741 7117) or online.

<http://www.quidnunc.com>

## PROBATE PLUS MOVES TO SWEET & MAXWELL

In a rare example of a legal publisher being bold enough to make the logical jump from selling legal information in an electronic format to selling software applications to process that information, Sweet & Maxwell has added the old Probate Plus probate management and calculation package to its Connections series of electronic titles.

Probate Plus will run on most Windows platforms and is available in both CD-Rom and floppy disk formats. Under the new Sweet's deal, the software retains its original developer's pay-as-you-go pricing structure, with an entry level price of £250 (+VAT) which includes a licence to process five estate matters. Additional matters cost £50 (+VAT) per estate. For a free demonstration disk call 0171 393 7266. To see the product on a free 28 days approval basis call 0171 449 1111.

- **COMMENT**

Probate Plus was originally developed in 1993 by the small Falmouth-based software house Law Systems. The company's founder David Stonehouse was a practising solicitor with extensive experience of probate work but although Probate Plus received extensive endorsements from members of the Society of Trust & Estate Practitioners (STEP) and attempts were made to sell it through other suppliers including SOS, Law Systems was dogged by the familiar problem of having an innovative product but inadequate marketing clout with which to promote it. The final straw for David Stonehouse seems to have come last year when Probate Plus failed to make the Society for Computers & Law award shortlist. All phone calls to Law Systems' offices are now being automatically redirected to Sweet & Maxwell.

---

## DISCLAW ADOPT J-LINK

With effect from the release of its next six-monthly update CD-Rom, which is scheduled for November, Disclaw Publishing is adding Context's new J-Link (see LTi 66 for full story) hyperlink facility to its e-LOAD employment law guide. From November e-LOAD will also include Incorporated Council of Law Reporting (ICR) case report headnotes. By using the J-Link, this will give subscribers the ability to jump directly from the Disclaw material to the full text of any ICR case report published in a JUSTIS CD-Rom format.

In another enhancement, the Disclaw web site now also includes a case transcript download facility via court reporters Smith Bernal. These are being offered to e-LOAD subscribers at a special discount price of £20, instead of the usual £30 per case download. In addition, Smith Bernal has waived its normal £75 to £750 (depending upon the size of firm) registration fee for the download service.

<http://www.emplaw.co.uk>

## CD-ROM MARKET DEAD BY YEAR 2002 ?

According to Butterworths' electronic publishing director Ivan Darby, the market for publishing legal materials on CD-Rom will be dead "within four years or less" and the internet will take over as the legal publishing standard.

Darby suggests a number of factors are contributing to this shift including Y2K concerns, which have prompted a lot of lawyers to replace their old hardware and install web enabled PCs. He also believes Microsoft's next upgrade to its Office product - Office 2000, which uses a browser as the desktop interface and HTML as the file format - will provide a further boost for web oriented media.

It is no surprise to hear Butterworths has invested heavily in internet support technologies at its West Byfleet electronic publishing division, including creating a "web farm" with servers that can support up to one million "hits" a day. (As well as Butterworths' own web activities, West Byfleet supports Tolley's tax publications and there are plans to provide an intranet server hosting service on an outsourcing basis for larger clients.) What is perhaps more surprising is that the company has also invested heavily in CD-Rom technology.

"We set out to create an electronic publishing centre of excellence that would not be restricted by format or delivery mechanism. All data is held in the same Microsoft Word file format that can be used for both paper-based and electronic publishing. In the latter case, CD-Rom is still the major platform - in 1997 we sold over 250,000 CDs and have a raft of new titles in both BOS and Folio coming out in the next few months. But, when the web market does mature, we will be better placed than our competitors to meet the demand." Darby refuses to say how much money has been invested in West Byfleet but suggests it is substantially more than the combined electronic publishing budgets of both Sweet & Maxwell and CCH.

**Cookies rethink and "push" technology - see next issue**

## NEW CONSULTATION PAPERS

The Law Commission and HM Land Registry have published a joint consultation paper on the reform of the conveyancing system in England & Wales over the next decade. It includes a proposal to move from paper to a new system in which all interests in land can be created and transferred electronically. November 15 is the closing date for consultation. The full text of the paper is on the web.

<http://www.open.gov.uk/lawcomm/>

<http://www.open.gov.uk/landreg/home.htm>

● The next issue of Insider will look at *civil justice*, the Lord Chancellor's Department's new consultation paper on the use of IT in the civil justice sector and whether, after a series of private finance initiative (PFI) disasters, the Government has any idea how to pay for these proposals.

<http://www.open.gov.uk/lcd>

## LEGAL TECHNOLOGY DIARY DATES

### ● DEFENDING YOUR DATA

Free half day seminar looking at the way law firms can maintain the security of their IT systems and data. Takes place 30th September on HMS Belfast, on the Thames. Starts 9.30. Call Lorella Fabiano on: 0171 372 6666 for details.

### ● AIM SEMINARS

AIM is running a series of free seminars to promote its case and practice management systems. Starts Manchester on 6th October and ends in London on 17th November. There are also two Scottish dates: Edinburgh on 27th October and Glasgow on 10th November. Call AIM on: 01482 326971 for details.

### ● AXXIA SEMINARS

A series of free seminars this autumn on fee earner productivity and case management to promote Axxia products. The series starts in London on 7th October and ends in Canterbury on 12th November. Call Claire Jones or James Lambert on: 0118 960 2602 for details.

### ● NORTHERN LEGAL OFFICE

The second Northern Legal Office Exhibition takes place at the GMEX Centre in Manchester on 21/22 October. The doors open at 9.30 and close at 19.00 on Wednesday and 17.00 on Thursday. Admission is free, for tickets call: 0181 742 3399.

### ● LEGAL MONTE CARLO 98

Major "networking" opportunity for inhouse lawyers to meet law firms pitching for corporate business. The event runs from 30th October to 2nd November. Call: 0171 578 7235.

### ● KNOWLEDGE MANAGEMENT

One day Centaur conference on Monday 16 November looking at the role of intranets and know-how systems within law firms. Speakers from Allen & Overy and Ashurst Morris Crisp. The chairman is Clive Whitfield-Jones of Jeffrey Green Russell. Starts 9.30, ends 17.30. Tickets £417 + VAT. To book a place phone: 0171 970 4770.

## NEW FIRM, NEW SITE

Clyde Chappell & Botham and S P Marsden & Co in Stoke on Trent are about to split and reform to become HMB Law and Clyde Chappell & Botham (Meir) as from 1st October. The new HMB Law practice will have a web site at launch which will include a resumé of civil liberties cases undertaken by the firm, links to other civil liberties sites and a summary of enforcement procedures in magistrates' courts.

<http://www.hmblaw.co.uk>

## FROM WEB TO EMAIL

Keeble Hawson Moorehouse's web site now contains links to the firm's "EMU" (electronic mail updates) service, which contains a library of articles relating to recent developments in the law. Click on an article you are interested in and the full text will be delivered, free of charge, by email within about one minute.

<http://www.keeblehawson.co.uk>

## WEB NEWS IN BRIEF

- **FREE ONLINE LEGAL ADVICE**

Great Yarmouth solicitors Morgan Jones & Pett has extended its free legal advice clinics by offering an online version of the service via its web site.

<http://www.m-j-p.co.uk>

- **PATENTLY OBVIOUS**

Intellectual property information supplier Derwent has redesigned its web site to include more information, a direct link to the company's *Patent Explorer* service and a new patents news facility.

<http://www.derwent.com>

- **NEW LOOK DIALOG**

The Dialog Corporation has restructured its databases so instead of accessing information via a common gateway, each of 10 categories of information now has its own URL and can be accessed directly. Company, commercial and financial information can be found at

<http://business.dialog.com>

- Patent, trademark, copyright and other intellectual property data is now at <http://ip.dialog.com>

## E-DOCS... E-NO BIG DEAL

Despite being promoted as a "historic event" and "the most important software release for the legal profession to-date", the recent launch of the E-docs electronic document exchange proved to be a distinct anti-climax.

What the company actually unveiled was just another extranet that sits on top of the standard internet/ISP backbone, employs proprietary encryption and email client software, relies on MS Exchange Server or GroupWise to provide an audit trail. At the time of the launch E-docs plc had not yet established if the system was compatible with Lotus Notes. It also requires users to work with non-standard email addresses, offers no guarantee of delivery times, cannot handle email to fax messaging, may require additional staff training, cannot handle communications with non E-docs subscribers and is initially only going to be targeted at the UK's largest 100 firms.

The service, which was developed in association with Sheffield-based Irwin Mitchell, will cost £5 per fee earner per week, subject to a one year minimum sign up period.

- **COMMENT**

Why did they bother? E-docs has none of the advantages of a point-to-point managed network service and arguably rather more disadvantages than just using a plain vanilla internet service. If firms still have to rely on the internet and their own GroupWise/Notes/Exchange servers, then it probably makes far more technical and commercial sense to also install their own security firewalls and encryption systems rather than bring yet another factor - E-docs - into the equation. Maybe next week's Lawlink launch will produce a rather more constructive alternative.

## TED CLARK BACK IN BUSINESS

After his abrupt departure from DPA-Egami in June, the company's founder Ted Clark has now formed a new business - called E-gnosis Ltd - to offer independent consultancy, system design and training services on all aspects of knowledge management systems, including his old company's Egami product.

- Clark's co-director is Ms Kerry Day, the former customer services manager at DPA. The company is based at Dexter House, 22 South End, Croydon CR0 1DN. Phone: 0181 240 4463. "E-gnosis" apparently means "electronic knowledge".

## STAYING WITH WORDPERFECT

Bucking the trend, Martineau Johnson in Birmingham is not only staying with WordPerfect as its wordprocessing platform but has just upgraded to Version 8.0. The firm has also installed Novell's recently released GroupWise 5.5 son-of-SoftSolutions system to provide the basis for its practice-wide document management infrastructure.

## WORDPERFECT TO MS-WORD MADE EASY

One of the most frequently cited reasons why law firms make the move from WordPerfect to Microsoft Word is "Word creep". This usually starts with someone in the firm saying: "We have to use Word for wordprocessing because our largest client uses it" and ends with the firm migrating *en masse* to Microsoft and, in the process, having to junk a decade's worth of WordPerfect precedents and macros.

It is certainly true that if you try to switch lengthy legal documents between WordPerfect and Word file formats, not only will you lose some of the document formatting, such as pagination, in the conversion process but you also risk data being corrupted. Corel has promised to solve the file compatibility issue with the next major release of WordPerfect but in the meantime, is there any alternative to a wholesale migration to Word?

One solution proposed by legal software developer Denis Corr is to use the WindowsWrite application (supplied as part of the standard Windows operating system) as an intermediary stage.

Create and save a document in a WordPerfect 7 or 8 file format. Save it again as a WindowsWrite document, which will give it a .WRI suffix. Then, import it back into WordPerfect and save it as a Word 6 or 7 document (with a .DOC suffix). Apart from changing the typeface to Courier, this process effectively hard codes all the document's attributes, including paragraphs and page breaks, so that when it is opened by a Word user (such as a client) all the document's original formatting (with the exception of any tables or graphics) remains intact.

For details email: [denis\\_corr@docman.demon.co.uk](mailto:denis_corr@docman.demon.co.uk)

## A NEW SOFTWARE SPECIES ?

The new OMS product from Walker/Franklins (*see story page 3*) is one of a growing number of "office management systems" creating a useful niche for themselves mid-way between traditional accounts-based practice management products and workflow-oriented case management systems.

Along with OMS, other software falling into this category includes: Gavel & Gown's Amicus Attorney, the Lexology system, Denis Corr's DACS and Avenue Legal's Case Assistant. (Some firms also use DPS in this capacity.)

Among the more typical facilities are: client/matter file management, document production and management, key dates diaries and to-do list scheduling and, in some instances, time recording. (The OMS and Lexology systems also have file review and quality management functions.)

Although these are all stand-alone products, most are also sufficiently "open" in design that they can be fully integrated with third-party accounts and PMS systems.

- Meridian Legal Systems (01780 482795) is unveiling its new office management system at the Northern Legal Office Exhibition at Manchester GMEX next month.

## READER SERVICES

### ● LTI-NET DIRECT

The Insider is available electronically in an HTML file format (delivered as an email attachment) that can be accessed via internal intranets, cut and pasted into Lotus Notes databases or just read and printed from the desktop. If you have an Internet Explorer, Outlook Express or Word 7.0 (or later) you can open a file directly by clicking on it. LTI-NET is supplied complete with hypertext links. Subscription rates start at £135 (£115 + VAT). For details phone: 01379 687518.

### ● LTI-NET ON THE WEB

The full text of the Insider, along with an archive of past issues, is available on the web. This is a secure, subscriber-only site. For details phone: 01379 687518.

<http://www.cloudnine.co.uk/lti-net/>

### ● INSIDER WEB SITE

For the latest news and links to legal IT web sites visit the Insider home page.

<http://www.cloudnine.co.uk>

### ● EXTRA COPIES

Tired of waiting for the latest issue of the Insider to make its way around the office and arrive at your desktop? For details of discount rates for bulk sales and group subscriptions phone: 01379 687518.

### ● E-PR@CTICE NEWSLETTERS

A series of free current awareness email newsletters providing news and comment on areas of legal practice. Titles available: *Local Government Law Digital Newsletter* and the *Internet Law Digital Newsletter*. To subscribe, send a note of your email address to: [info@cloudnine.co.uk](mailto:info@cloudnine.co.uk)

---

© Copyright Cloudnine Technology 1998. ISSN 1361-1240. Legal Technology Insider is published by Cloudnine Technology. All rights reserved. No part of this publication may be reproduced without consent. While every effort is made to ensure accuracy, no guarantee is expressed or implied and the Publisher cannot accept liability for any loss or damage which may arise from any errors or omissions. All trademarks, product and brand names are acknowledged and recognised as belonging to their owners.

# LEGAL TECHNOLOGY INSIDER

For all editorial and subscription matters contact: Cloudnine Technology, Ferndale House, North Lopham, Diss, Norfolk IP22 2NQ, United Kingdom

Editor: Charles Christian

Tel: 01379 687518 - Fax: 01379 687704  
Videoconference line: 01379 687690 x 2  
Email: info@cloudnine.co.uk

### ● NEXT ISSUE

Issue 68 of the Insider will be published on Wednesday 7th October.

## TO SUBSCRIBE

Legal Technology Insider is available only on subscription. UK rates: £115 for 21 issues pa or £210 for 42 issues. (Rest of EU: £135 for 21 issues or £245 for 42 issues. Rest of World: £140 for 21 issues or £250 for 42 issues. Payment by International Money Order or Bankers Draft in £ Sterling drawn on London.)

To subscribe, complete & return this form to: Cloudnine Technology, Ferndale House, North Lopham, Diss, Norfolk IP22 2NQ, United Kingdom

-----

Name .....

Position .....

Firm/Organisation .....

.....

Address .....

.....

.....

.....

.....

.....

Post/Zip Code .....

Phone Number .....

Email .....

I enclose my remittance of £ .....

(cheque payable to Cloudnine Technology) or complete as appropriate:

Send receipted invoice .....

Please invoice me .....

Purchase Order Number .....

Send me details of receiving the Insider in an electronic format .....

Send me details of discount rates for bulk sales and group subscriptions .....

# WHAT'S THE MATTER ?

Axxia has launched a client and matter enquiry module for its Arista fee earner desktop system. The new Windows application is designed to provide lawyers with instant access to data previously only available to accounts department staff. The software, which includes "drill down" facilities and graphical analysis, is being sold on floppy disk on a shrink-wrap basis with 10-user licence packs selling for £500.

● Former Linetime sales manager Paul Wyatt is to head a new Axxia sales team that has been specifically created to target smaller law firms. Graham Mills has moved from development to become client and product manager for Axxia's recently launched NT-based Eiiion system.

## AIM CHALKS UP MORE SALES

Long-time AIM user Gosschalks in Hull has ordered AIM's new Evolution Client/Server system. The software will be run on a Windows NT platform and integrated with the firm's existing DOCS Open implementation. The IT consultant on the project was Michael McDonald.

Other recent Evolution sales include Latimer Hinks in Darlington, Ridgway Greenall in Warrington, Brabner Holden Banks Wilson in Liverpool. The last few weeks have also seen AIM win two more Scottish orders: South Forrest and Munro & Noble, who are both based in Inverness.

● Simon Greig has joined AIM's Edinburgh office as legal business manager. He can be reached on 0131 443 2455.

## NEWS IN BRIEF

### ● EQUITRAC IN XEROX DEAL

As part of a worldwide marketing deal agreed last week by the Xerox Corporation and Equitrac, Xerox will now be selling Equitrac's entire range of cost recovery systems to users of Xerox's digital copiers, printers and multifunction office products.

### ● NTA TO MONITOR LAW FIRMS

Internet security services company NTA Monitor has won contracts with Berwin Leighton and Clifford Chance to provide internet gateway and firewall security testing services. NTA Monitor is on: 01634 721855.

<http://www.nta-monitor.com>

### ● TRANMERE ROVERS SHOW THE WAY

Brian Camp, head of Wirral-based accident litigation specialists Brian Camp & Co, was so impressed by the way Tranmere Rovers football club used an Axxess computer telephony integration (CTI) system that he ordered one for his own firm. The system, which includes call routing, paging and voice mail, has now been integrated with the firm's Solicitec case management software. The system was supplied by Inter-Tel Europe: 0116 290 3010.