

CHARLES CHRISTIAN'S

# LEGAL TECHNOLOGY INSIDER

THE SOURCE FOR INDEPENDENT LEGAL TECHNOLOGY NEWS, COMMENT AND ANALYSIS

## NEW WEB PROPERTY SERVICES DEBUT

Two new web-related conveyancing services have been launched - one in the UK and one in Australia.

The UK service - PropertyProgress - is the result of a joint project by web development company Nexus Internet Solutions (01273 604123) and Brighton solicitors' practice Burt Brill & Cardens. This uses the now familiar formula for adding value to the conventional conveyancing process by offering a client access to a secure web page where they can monitor the matter's progress on a 24/7 basis. Other products already offering similar services include Solicitec's Solcase Online system and the Fidler & Pepper/Select Legal Systems project.

By contrast, the new Australian service (part of the Legalmart portal - Australia's answer to Desktop Lawyer) is a complete online D-I-Y conveyancing product that aims to provide users with "everything". This includes not only downloadable, customisable templates for letters but also advice on how to calculate settlements and stamp duty.

As with all Legalmart's other online services (which include wills and non-disclosure/confidentiality agreements) the new conveyancing service is backed-up by Legalmart's panel of affiliate law firms who can offer users expert assistance or just plain hold their hands - albeit virtually - while they work their way through the process.

Legalmart CEO Peter Janssen says he believes this is the world's first online conveyancing service and warns that lawyers must wake up to both the threats and opportunities created by the Internet. "Unless law firms begin to understand the true dynamics of e-commerce, it is unlikely the legal profession will reap any of the benefits from the IT revolution. Stockbroking has not been the same since the advent of the Internet and it will impact on all professional services. Certainly the law will never be the same again."

[www.propertyprogress.co.uk](http://www.propertyprogress.co.uk)

[www.legalmart.com.au](http://www.legalmart.com.au)

## LEGAL TECHNOLOGY ONLINE

**LEGAL TECHNOLOGY**  
**Insider**  
[www.legaltechnology.org](http://www.legaltechnology.org)

Visit the Legal Technology Insider web site for regularly updated news, a diary of legal IT events, web bookmarks, hoax and virus reports, an archive of back issues and an extended search facility.

## LATE NEWS

■ **GETTING THE POLICE INTO COURT**  
Concorde Informatics (01484 405405) will tomorrow (8th June) demonstrate its new court link system at a conference at the Scottish Police College in Alloa. The system, which has already been field tested by the Grampian Police Force and Aberdeen District Council, is designed to improve the efficiency of rostering police officers for court appearances and so reduce the number of cases that have to be rescheduled.

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

■ **STREAMSERVE WINS LIBRA SLICE**  
ICL has announced that it has chosen StreamServe (01344 382510) as the supplier of the e-commerce infrastructure for part of the Libra PFI (Private Finance Initiative) to computerise magistrates courts in England & Wales.

In a deal worth over £450,000, the StreamServe software will be installed at approximately 500 court locations to manage over 600 different document templates. Once the templates have been formatted, the system will produce and distribute all the official documents (complete with case specific details such as the defendant's name, case number and result, in English or Welsh) that are generated by every court hearing. StreamServe, a Swedish company with UK offices in Bracknell, estimates Libra will involve an annual production of approximately 40-to-60 million pages.

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

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## NEWS IN BRIEF

■ MICROSOFT has postponed the announcement of its "next generation" Internet strategy to avoid possible conflicts with developments in its high profile anti-trust case. The strategy briefing, originally scheduled for 1st June, has been put back until 22nd June.

■ The highly rated Australian case and litigation management system Lantern CaseBook - eight of the ten largest law firms in Australia already use it - has been renamed the Ringtail CaseBook after the software's developer RINGTAIL SOLUTIONS. Its main distributor and co-developer DISKCOVERY is now planning to sell it in the United States.

[www.diskcovery.com.au](http://www.diskcovery.com.au)

■ Booming business at COPITRAK SYSTEMS UK has led to an expansion in staff numbers. FLORENCE GOULEAU and TONY WILES have joined the London office, NEIL EVANS is handling sales in the Channel Islands, Ireland and the UK, and JEAN-CHRISTOPHE BOUSSIQUET has joined the Paris technical support office.

■ The free legal information service LAW ON THE WEB has been shortlisted for this year's YELL UK web awards. The winners will be announced on 11th July at an event hosted by JONATHAN ROSS.

■ FULL FORCE MARKETING has launched a new online legal help and advice service called Legal Desk.

[www.legaldesk.co.uk](http://www.legaldesk.co.uk)

■ Three major UK law firms have already signed up for INTERFACE SOFTWARE's InterAction "collaboration" facility. This allows front office users of a firm's InterAction client relationship database to subscribe to information held on separate back office practice management systems without the need for an extensive database integration project. The firms are HERBERT SMITH, REYNOLDS PORTER CHAMBERLAIN and WRAGGE & CO. All three run CMS Open systems but the collaboration facility is also compatible both with other legal PMS products and major HR systems.

## BUSINESS BETTER THAN USUAL AT FWBS

In the face of strong competition from longer established suppliers including SOS, Franklins Walker Business Systems has secured a major order from a Plymouth law firm for its Epitome office management system. FWBS director Mark Hemmings says the company is currently enjoying its best ever trading period and has several 100 plus user sites under contract.

■ FWBS has now moved its development and training operations into new premises in Towcester (01327 322911) however Pericom (01908 265533) continues to be the sole distributor for the Epitome product, despite the recent departure of David Walker - not to be confused with his son and FWBS founding director Mike Walker.

## GUARDIAN'S SHOPPING SPREE

Guardian iT (01932 835900) has been on a shopping spree, buying the disaster recovery business of Catalyst Solutions for £26.6 million - Catalyst specialises in IBM AS/400 and RS/6000 mid-range systems - and expanding its own disaster recovery facilities with the opening of a new centre at Waterloo. This will complement two existing sites and bring Guardian's combined City workplace and data centre capacity to more than 190,000 square feet and in excess of 3000 workstation positions. The Insider also understands that within the last few weeks Guardian has secured a number of disaster recovery deals with major UK law firms.

## FINLYSON GOES IT ALONE

Duncan Finlyson has resigned as legal services director of Epoch Software, the company behind Desktop Lawyer to concentrate on developing his own consultancy - Infolaw (07974 248481). The new business will offer law firms a range of web design, marketing and management advice services. Finlyson, a former practising solicitor, was previously the managing director of the LawNet network of independent solicitors' practices.

## DOMAIN NAMES FOR SALE

UK businessman Peter Littke is reported to have turned down an offer of \$7 million by Ebuy to buy his e-buy.com domain name. Mr Littke says he believes he will make more money by hanging on to the name, which he plans to use when he launches his own web service later this year. To-date the highest price to be asked for a legal-oriented domain name is \$400,000 for SueForDamages.com but in the UK alone the last few weeks have seen at least two more organisations - S F Wilson & Co (0141 887 7222) and Osbourne Morris & Morgan (01525 378177) - offering domain names for sale. Among the URLs available are lawyer-direct.com and quick-divorce.co.uk

## RESOLUTION TO FOCUS ON THE PROFESSIONS

The Resolution Group has completed the sale of Resolution Systems, its hardware, networking and maintenance subsidiary, to First Stop Computer Group. The deal follows last September's disposal of its financial services Internet subsidiary Resolution SQL and will allow the group to concentrate on the professional services market (including law firms) through Resolution Software (ResSoft), the developers of the FirmWare practice management system.

Managing director Ken Symons said the disposal programme had left Resolution with substantial working capital to continue the development of its own FirmWare software and invest in additional technical and sales resources to launch a third party software program.

ResSoft, which recently moved to a new central London HQ in Hatton Garden (020 7421 4140), will be announcing a number of strategic third-party alliances in the near future and is also planning to create a new board-level position of sales and marketing director.

[www.ressoft.co.uk](http://www.ressoft.co.uk)

## WORDPERFECT RESOURCES

Its market share may have dwindled but there is still an enthusiastic corps of WordPerfect users within the legal world. The following web sites, including Corel's own Office Community facility, all provide tips, downloadable macros, links and advice on using WordPerfect.

The WPWriter site is run by Laura Acklen, co-author of Que Special Edition's *Using WordPerfect 9*. The Compuserve and AOL sites are both run by American lawyers-turned WordPerfect macro enthusiasts and so are particularly useful in a law office environment. And the WPWin site includes a number of topic-specific discussion forums.

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

<http://ourworld.compuserve.com/homepages/jshackelford>

<http://members.aol.com/mkoenecke>

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

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

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

■ Corel has released Service Pack 3 of WordPerfect Office 2000. It is available on CD-Rom and as a download.

[www.corel.com/support/ftp/site/pub/wordperfect/wpwin/office2000/wp9sp3.htm](http://www.corel.com/support/ftp/site/pub/wordperfect/wpwin/office2000/wp9sp3.htm)

## ARE YOU BIG ENOUGH ?

Legal Technology Insider is currently compiling the results of its latest survey of the UK's busiest legal web sites and portals. The May traffic report will be published in the 21st June issue of the Insider. If you think your site could make the legal web top 10 please e-mail:

[info@legaltechnology.org](mailto:info@legaltechnology.org)

## NEWS IN BRIEF

■ MCKEAG & CO, which has offices on Tyneside as well as in Spain to serve the expats community, has invested a further £250,000 on IT systems, including new LINETIME case management software.

■ MICROSOFT last week announced the availability of the beta 2 release of Windows 2000 Datacenter Server, the top of the range version of the operating system for high-end enterprise computing operations, such as application service providers, data warehousing and online transaction processing.

■ TIKIT has moved to new offices at: Africa House, 64 - 78 Kingsway, Holborn, London, WC2B 6AH. The new phone number is 020 7400 3737 (fax 020 7400 3738). Among the company's recent recruits is HENRY PIATEK. Previously the head of IT at Laytons, he is now working as a business consultant for Tikit.

■ CLAIRE MATTOCKS has been appointed chief counsel and company secretary at HOOJIT.COM, an Internet search and directory services company. Claire joins Hoojit, which launched its first product - an online shopping guide - earlier this month, from Manchester based ADDLESHAW BOOTH- & Co where she worked in corporate finance.

■ PEAPOD SOLUTIONS has appointed three new regional sales managers - DON BARRETT (South-West), PAUL MORGAN (Midlands) and JOHN BURKE (Northern). The company has also set up regional training facilities for users of its accounts and case management software. The trainers are: SARAH PAYTON (London), FOWLER & CO (Chelmsford) and COLIN DAVIES (Plymouth).

■ In the United States, the, LAWEX CORPORATION, which supplies the TrialWorks case management system, has appointed MATT LAFATA as its new business development director. The appointment is seen as a blow to the time billing products division of SAGE US - best known in the UK for Carpe Diem - where Lafata was previously executive vice president.

## PUBLISHING NEWS

■ CONTEXT, in conjunction with JORDAN PUBLISHING, has added the *Family Law Reports* to its Justis.com Internet service. The database contains the full text of all cases reported in the series since 1980. The reports are also available on CD-Rom.

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

■ BUTTERWORTHS DIRECT has added Civil Procedure Online, which includes the full text of *Civil Court Practice 2000* (the Green Book) to its portfolio of online legal information services. The service is available immediately with prices starting at £350 for a single user licence.

[www.butterworths.co.uk](http://www.butterworths.co.uk)

■ SWEET & MAXWELL's advertising campaign for its new WESTLAW UK Internet service (you know, the one with all those blue people) has been shortlisted in the best publishing category in this year's Precision Marketing Awards. Commenting on the campaign, Jane Atkins of Sweets said: "Legal publishing was always seen as a gentleman's profession and marketing was viewed as unnecessary and vulgar. Now the gloves are off and we are hitting the marketplace as hard as we can."

## BUZZWORD CORNER

■ NET-LAG(GED) (*adjective*)

A new word coined by retired teacher Alison Guinane, which incidentally won her £1000 and an entry in the latest edition of *The Times English Dictionary* in a recent competition.

Her definition of net-lag is "Suffering delayed physical/spiritual effects of continuous engagement with Internet; insulated from normal reality/traditional values by same." Which is a polite way of saying regular surfers really do need to go out more and get a life.

One of the competition runners-up was "technolithic" - defined as "relating to an age where over-reliance on technology leads to an ossification of human skills." Regular users of spell checker software will be familiar with this concept.

## INSIDER SURVEY - PRICE NOW AN ISSUE

The results of the latest Legal Technology Insider quarterly survey of buyer trends within the UK legal systems market reveal that both pricing and marketing are issues that suppliers to High Street firms may need to reconsider.

■ On the pricing front, it was noticeable that what might be termed traditional High Street legal IT suppliers won very little new business during the first quarter of this year and that what orders they did take were almost exclusively from existing users upgrading or extending systems. This was in contrast to the experiences of those suppliers offering lower priced, in some instances shrink-wrapped, systems who won a steady stream of new orders.

Notable successes included MSS, with its AlphaLaw Esprit product going into 32 firms. SOS putting its case and PMS software into 24 new sites and, in the process, ousting systems from Pilgrim, TFB, AIM, Mountain and Axxia. Peapod Solutions won orders for its STRONGBox 2000 accounts software from 51 firms. Twenty more firms installed the Lawbyte accounts system from Edgebyte. Select Legal won several 20+ user orders for its case management software. Over 40 organisations, including two local authorities, bought Amicus Attorney software from Gavel & Gown. Practice sold nearly 300 user licences for its Osprey accounts and case management software into a total of 44 firms, including 24 new sites.

One possible explanation is that with so many systems now having the same Microsoft Windows 98/Outlook look and feel to their user interfaces, it is difficult for lawyers to distinguish between them, leaving price as the only differentiating factor. On this basis, when faced with one product costing £5000 and a seemingly identical one just £1000, it is a no-brainer as to which the firm will choose.

■ Turning to marketing, the sales trends suggest there is no one single killer promotional medium within the High Street sector. For example, while it is clear products such as Amicus, Lawbyte and Osprey have benefitted from being included in the English Law Society's software solutions guide, exclusion has not harmed other suppliers, such as Peapod. Similarly, while some suppliers are running extensive advertising campaigns, others, such as MSS, are still doing well despite their low-key marketing activities.

■ Among the survey's other findings: The iManage document management system continues to go from strength to strength. During the last quarter five City firms bought a total of 900 user licences, including a 400 seat system going in to Lawrence Graham. Sanderson also enjoyed a good quarter, with the supplier winning orders for its Galaxy case and practice management system from 12 firms, while five councils - Lewisham, Sefton, Slough, Kirklees and Ellesmere Port - bought the Premier version of the product for local government legal departments.

■ The results, covering January-to-March, were based on a survey and the Insider's own market intelligence sources.

## THE NEW KIDS IN TOWN

Time for another round-up of the latest new products, services and suppliers to enter the UK legal systems market.

### ■ DOCUMENT ASSEMBLY MADE SIMPLE

Reading-based Pragmatech Software (0118 988 0284) has launched a new document assembly application called Proposal Assembler that aims to accelerate and automate parts of the process of creating proposals, contracts and bid documents.

The software, which works within a Microsoft Office environment - finished proposals are published as Word documents, employs a "dynamic knowledge base" to act as a central repository for "approved" commonly used proposal content, including formatted text, graphics, charts and multimedia elements. Pragmatech say that having a content library removes the need for document clauses to be endlessly reviewed and claim that when combined with the software's reusable proposal templates, it is possible to cut proposal production times by as much as 80 percent.

Server software licences start at £2500 and the entry level user cost is £450 per seat.

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

### ■ HIGH SPEED INTERNET ACCESS FOR LAWYERS

Two Internet service companies Equinet (01793 603700) and ParallelWeb have teamed up to provide lawyers in the London area with high speed access to the web through the use of ADSL (asymmetric digital subscriber line) connectivity. The service, called NetPilot, will initially be targeted at the 400 sets of barristers chambers in London.

### ■ TRADEMARK MANAGEMENT

Arepo Solutions (020 7928 7022) has launched a new trademark management system called CAUTUS. The system can also handle community marks, grouped applications and domain name registration.

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

### ■ WORKING HOURS DIRECTIVE COMPLIANT ?

Time recording systems developer Warwick Time Stamp (01279 452500) has launched TNA 2000 Lit, a Windows 95/98/NT software package designed for small-to-medium sized organisations (employing from 30 to 300 staff) needing to maintain records for the purpose of complying with the European Working Hours Directive.

[www.wtsco.demon.co.uk](http://www.wtsco.demon.co.uk)

### ■ LITIGATION SPECIFIC IMAGING

Image Capture Engineering (+US 402 778 5028) of Omaha has enjoyed some success with its Legal Access Ware litigation imaging application in the UK and now hopes to expand its presence in this country. E-mail company vice president Jonathan Rowe for details: [jprowe@imagecap.com](mailto:jprowe@imagecap.com)

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

See the next Insider for more new product reports.

## LEGAL TECHNOLOGY DIARY DATES

■ JUNE 13, LONDON. The Interactive Library. One of a series of seminars organised by Soutron to promote their library systems. Other locations include Leeds, Derby, Glasgow, Cambridge and Slough until 21st September. For details call 01332 8211817.

[www.soutron.com/seminars](http://www.soutron.com/seminars)

■ JUNE 20, EXETER. SOS Legal IT Roadshow at the Rougemont Thistle Hotel. An opportunity to see the full range of SOS software including the latest web enabled case management systems. To book a place call Claire Davies on 01225 787700 or e-mail [sales@sosbath.co.uk](mailto:sales@sosbath.co.uk)

■ JUNE 20-to-22, LOS ANGELES. The LegalTech Los Angeles show takes place at the Westin Bonaventure Hotel. The remaining LegalTech shows this year are New York (27 & 28 September), Dallas, Texas (17 & 18 October), Chicago (13 & 14 November) and Atlanta (30 November & 1st December).

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

■ JUNE 27, WAKEFIELD. E-Commerce 2000. Sanderson Systems' final roadshow takes place at the Cedar Court Hotel on 27th June. Admission free, call Lisa Quinn on 0121 359 4861.

■ JULY 3, LONDON. Creating a Web Presence. An evening seminar (starts 6:30pm) organised by the Society for Computers & Law. The theme is making law firm web sites more effective and speakers include Eduardo Ustaran from Paisner & Co. The event takes place at Linklaters head office in Silk Street and qualifies for one CPD hour. Free to SCL members, non-members £30 (inc VAT). Call 01179 237393 to reserve a place.

■ SEPTEMBER 13, EDINBURGH. Nothing but the Net, a one day conference covering everything lawyers need to know about running a legal practice on the web. Organised by the Scottish Law Society's Update division. Fee £99 (+ VAT). The event also qualifies for CPD points. For details call 0131 226 7422.

## SITES TO BOOKMARK

### ■ NEW LEGAL SITES

Swarbrick & Co in West Yorkshire has an interesting web site which, along with the usual practice information, has a growing archive of "law-bytes" - one page advice notes covering various legal topics of interest to commercial and private clients. On the Bar front, Furnival Chambers has just launched a new site that allows users to search for barristers via area of legal specialism.

[www.swarb.co.uk](http://www.swarb.co.uk)

[www.furnivallaw.co.uk](http://www.furnivallaw.co.uk)

### ■ OFT CONSULTATION

The Office of Fair Trading's new consultation paper on "economically significant professions" - advertising by lawyers and multi-disciplinary practices are two of the topics the OFT wants to hear views on - is available on the web.

[www.oft.gov.uk](http://www.oft.gov.uk)

### ■ RELAUNCHES & REVAMPS

As part of a major corporate rebranding exercise, the law firm Masons has redeveloped its web site. Also receiving the benefit of a fresh lick of HTML is Epoch Software's Desktop Lawyer online legal services site - the main changes here are improvements in navigation.

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

[www.desktoplawyer.co.uk](http://www.desktoplawyer.co.uk)

### ■ ONLINE TRAINING DEAL

Online training company 2Ends, which launched its Internet-based multimedia courses for lawyers earlier this year, has signed an exclusive deal with Law.com/UK to provide online CPD training.

[www.2ends.com](http://www.2ends.com)

## INSIDER WEB SITE

We said we would never do it but we have bowed to the inevitable and installed frames on Legal Technology Online - the Insider web site. It will make navigation easier and pages less cumbersome to deal with. Other features include providing separate pages for the Insider bookmarks and the new Top 10 of legal web sites. We have installed a link to the Infolaw online directory of law firms and legal resources.

[www.legaltechnology.org](http://www.legaltechnology.org)

## ONLINE NEWS MARKET HEATS UP

Last month saw the launch of the UK version of the American Law.com news service. This month it is the turn of the home grown competition to retaliate.

First off the mark was LawZone, which has launched a news "ticker" service on its web site. LawZone is following the syndication model (first used in this market by Legal Technology News.com) of making the service freely available to third-parties to incorporate in their web sites. Although the ticker uses Java, incorporating it in a site involves little more than cutting and pasting a few lines of HTML.

Then, earlier this week, Butterworths relaunched its main news and information site as Butterworths LEXIS Direct. Along with a new dot-com address and a complete new look - Butterworths say it cuts home page download times by nearly two-thirds - the site's navigation has been redesigned to make it simpler for users to find their way around the various free and subscription based services.

For many users probably the most noticeable difference will be the changes to the News Direct service. This will now focus more on analysis and feature articles while day-to-day news reports will be accessible via LEXIS-NEXIS. By coincidence, after two years of running a news ticker service, Butterworths has decided to drop this feature.

[www.lawzone.co.uk/news/syndicatednews.html](http://www.lawzone.co.uk/news/syndicatednews.html)

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

## NEW LEGAL CV SITE

Former practising solicitor Lisa Preston has launched a web-based service that will allow law firms an early opportunity to see the CVs and resumés of the next generation of students coming out of law school.

The site, LegalCV, offers students the facility to post their CVs and even optional video clips free of charge on to the web, where they can be accessed by law firms. The catch is only firms that have signed up as members can access these CVs - but as annual membership costs just £99, this is a modest price to pay for getting ahead of the queue to check out the next crop of prospective recruits. Member firms also enjoy reduced rates for posting their own jobs vacancies on to the site.

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

■ In other online recruitment developments, Butterworths has announced a deal with Totaljobs.com to launch a new service for the legal profession. Called Lawmoves.co.uk, it will cover all posts from secretaries to solicitors and will allow prospective employers to search through a database of CVs to find new employees. And, Jobtosuityou Limited has launched a series of niche sites, including some legal channels, for recruitment agencies.

[www.lawmoves.co.uk](http://www.lawmoves.co.uk)

[www.jobsolitors.co.uk](http://www.jobsolitors.co.uk)

## COURT SERVICE REVAMPS ITS WEB SITE

After three years the Court Service for England and Wales has revamped its web site to create what chief executive Ian Magee describes as a more user friendly site that he hopes "will encourage even more of our customers to use this valuable resource".

Among the facilities available on the site are: daily lists of cases for the High Court, Court of Appeal and Crown Court; over 300 High Court and Court of Appeal judgments; over 200 court forms and a vast variety of information leaflets for people who want to know how to use the courts, from getting a divorce to making a small claim or obtaining probate. The site also provides access to information and forms for some tribunals, including the Immigration Appellate Authority and Office of the Social Security & Child Support Commissioners.

[www.courtservice.gov.uk](http://www.courtservice.gov.uk)

■ In a related development, the Lord Chancellor's Department has announced plans to modernise the way Crown Courts handle the administration of cases.

Over the next couple of years, starting with a pilot scheme running in ten courts, the Court Service will begin installing the type of "paperless" courtroom technology that to-date has only been used in complex fraud trials. These changes are expected to help cut trial times by as much as 20 percent and the LCD hopes to save further money by reducing the need for so much photocopying.

The project also envisages easing the clerical workload of court staff by making greater use of e-mail and the Internet as a way of communicating routine information, such as hearing dates and bail notices.

■ Finally, TeCSA (the Technical & Construction Solicitors Association - which is headed by John Bishop of Masons) has held its first meeting with representatives of ITAC (the High Court judges' Information Technology & the Courts committee) to discuss the development of new protocols for handling the way computer-generated information can be exchanged between parties in court proceedings. The initiative will have the effect of modernising the old ORSA and White Book procedural rules, established in the early 1990s, that used WordPerfect 5.1 DOS as the common platform for electronic document exchange.

## LOTUS IN MESSAGING DEAL

Lotus has entered into a strategic partnership with the AVT Corporation, the US developers of the RightFAX network fax and CallXpress unified messaging systems, to promote CallXpress as the unified messaging solution for the Lotus Domino platform. CallXpress, which is also compatible with Microsoft Exchange, Lotus Notes and Novell GroupWise, is distributed and supported in the UK by Kommunicate (01962 835000).

## READER SERVICES

### ■ WATCHING BRIEF ONLINE

Watching Brief Online is a digital newsletter providing a summary of recent local government law cases. It is available free of charge on the web and in a plain text e-mail format. To subscribe send an e-mail, headed "Watching Brief" and containing your e-mail address, to:

[info@legaltechnology.org](mailto:info@legaltechnology.org)  
[www.watchingbrief.com](http://www.watchingbrief.com)

### ■ LTi-NET DIGITAL NEWSLETTER

LTi-NET, the digital version of Legal Technology Insider, is available in both PDF and HTML file formats and can be accessed via a subscriber-only web site or delivered as an e-mail attachment direct to the desktop. Subscription rates start at £135 for a single user licence, rising to £270 for an unlimited site licence. For a free trial copy e-mail:

[info@legaltechnology.org](mailto:info@legaltechnology.org)

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[info@legaltechnology.org](mailto:info@legaltechnology.org)  
[www.legaltechnologynews.com](http://www.legaltechnologynews.com)

### ■ E-MAIL HOAX AND VIRUS ALERT

Check out the Insider web site for news and advice on the latest e-mail hoaxes and viruses.

[www.legaltechnology.org](http://www.legaltechnology.org)

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### THE NEXT ISSUE

The next issue of Legal Technology Insider - No. 103 - will be published on Wednesday 21st June, 2000.

## NABARROS INVEST IN KNOW-HOW INTRANET

Nabarro Nathanson used Internet systems integrator Integra-Net (01235 820140) and design consultancy Flag Communications to help develop a new intranet, that also provides fee earners with access to know-how resources.

The intranet functionality was built by Integra using ASP, Java 2 and Javascript running Microsoft IIS4 Web Server on a SQL Server 7.0 database, together with static pages written in HTML using Frontpage 2000.

To provide an effective publishing workflow - so material relating to new legislation or case decisions can quickly be added to the system - content is originated in a Word doc format and is then automatically converted into individual HTML files with associated tables of contents included.

Entry to the basic intranet is integrated with the firm's existing Windows NT logins however specific areas of the site have been allocated password-protected restricted access to maintain "Chinese walls" and ensure client confidentiality relating to financially sensitive information.

■ Siemens Network Systems supplied the £600,000 network structure Nabarro Nathanson had installed before the firm moved into its new offices. The system is based on a high speed local area network running across a gigabit ethernet backbone and uses Cisco Catalyst switches.

www.integra-europe.co.uk

## VAT PRACTICE BECOMES UK'S SECOND ONLINE LAW FIRM

Solicitor Patricia Ogunfeibo, who was previously a fee earner at Watson Farley & Williams, has launched what is believed to be the UK's second Internet-only, fully Law Society regulated law firm.

Called VATad.com, the firm will concentrate solely on Value Added Tax work both for its own direct clients and other law firms needing to outsource this area of practice. All work will be handled online either by Mrs Ogunfeibo or a panel of equally qualified professional tax advisers and clients using the service will be able to access their files on a secure area of the web site on a 24/7 basis.

Mrs Ogunfeibo, who plans to expand the practice over the next twelve months to cover corporation tax and Customs & Excise duty work, says the great advantage of running an online firm is the ability to cut overheads and pass these savings on to clients as lower fees - VATad will be charging on average a rate of just £50 an hour.

www.vatad.com

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