

CHARLES CHRISTIAN'S

LEGAL TECHNOLOGY INSIDER

THE SOURCE FOR INDEPENDENT LEGAL TECHNOLOGY NEWS, COMMENT AND ANALYSIS

HUMMINGBIRD AND KLA FALL OUT OVER DOCS

Hummingbird and document management specialists Kramer Lee & Associates have fallen out over the issue of support services for PC DOCS. Although the row has been rumbling on throughout the spring, when KLA first announced it was developing utilities for the rival iManage system, matters came to a head last week when DOCS users in the UK received a letter from Hummingbird sales director Chris Prier advising them that the company had terminated KLA's reseller agreement and that, as of 24th July, KLA would no longer be authorised to sell or support PC DOCS or any other Hummingbird products and services. Hummingbird has also terminated an agreement to sell certain KLA DOCS-add on products in the USA.

KLA co-founder Tom Lee told the Insider that since the Hummingbird letter was issued, KLA had received "overwhelming support" from customers saying they would prefer to continue to use KLA, rather than Hummingbird, to support their document and knowledge management environments. "From a commercial point of view, Prier's tactics look like increasing our turnover," added Lee.

LINE TIME LAUNCHES SYSTEM FOR LEGAL FACTORY FLOOR

Linetime this week launches a new "program layer" product, called Liberate, that will provide law firms with practice wide information about key income generators. Linetime's chairman John Burrill said the product was designed to meet the growing demand from law firm managers for a database independent tool that could focus on the "legal factory floor" and produce a global picture, rather than departmental or case specific information.

The Liberate product is fully integrated with Microsoft Office and includes a facility for archiving and retrieving emails within Microsoft Outlook.

LEGAL TECHNOLOGY ONLINE



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LATE NEWS IN BRIEF

■ **KEANE QUILTS CMS FOR FALCON**
John Keane, who until last week was Solution 6's European sales director with responsibility for the CMS Open product, has left the company to join Falcon Software, which is now part of the Belgium-based REAL Software Group.

Keane, who has a reputation for being one of the most effective salesmen in the legal systems market, will be responsible for business development throughout Europe, including the establishment of a new UK based operation.

Although Falcon's PRAXIS and ACIS products are already used by a number of law firms in Europe, including Linklaters Alliance, Keane predicts the next couple of years will see a growing demand for a European-based PMS product "as larger firms start to outgrow their current offerings from Elite, CMS and Keystone".

■ **Simon Price becomes European sales manager at Solution 6** looking after CMS and CABS. Last month also saw Mike Bailey quit CMS as UK business manager.

CHANGE TO NEXT PUBLICATION DATE

As it is only once every 15 years that the American Bar Association holds its annual conference in the UK, to enable us to cover this month's ABA London event and report on its proceedings this side of the summer/long vacation, we are holding back the publication of the Insider by one week. This means the next issue will now appear on 26th July.

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■ **HMG PUBLISHES CIVIL DOT JUSTICE RELEASE 2, page 7**

NEWS IN BRIEF

■ Taunton-based IT ACCOUNTING has reduced the price of its entry-level Cashier solicitors accounts program to £295. It is also available on a rental basis at £19.44 a month, which includes hotline telephone support. The company's new phone number is: 07071 224586.

www.cashier2k.co.uk

■ CORDIAL EVENTS, the organiser of the February Legal IT exhibition, has moved from west London to new offices at Redvers House, 213 Fairmile, Henley on Thames, Oxon RG9 2JR. The new phone number is: 01491 575522. The company has changed its web domain name so the new email address is:

info@cordialevents.com
www.cordialevents.com

■ ROBERT NICHOLSON, the senior partner of NICHOLSONS in Lowestoft and one of the driving forces behind the CASENotes case management system developed by members of the LAWNET UK group and NEXUS TECHNOLOGY, has become the company secretary and a part-time executive director of the Suffolk brewery ADNAMS. He will continue his legal work with Nicholsons.

■ COUNTRYWIDE PROPERTY LAWYERS (CPL), the conveyancing arm of the COUNTRYWIDE estate agency group, has installed the CorBusiness system from CORVU (020 8832 7700) to help monitor business performance, including client service levels, at its network of regional conveyancing centres. CPL, which estimates it now handles over one percent of all conveyancing work in the UK, will run CorBusiness on the same PROGRESS platform as its other main IT systems - the SOS practice management system and SOLICITEC's Solcase case management software.

■ Bristol-based CARTWRIGHTS, one of the first firms to install AXXIA's new Artiion accounts product, has just concluded an initial three month period of live operation, following the system's official commissioning in February. Cartwrights is running up to 100 concurrent users at any one time.

MAKING A COMPLETE ASP OF YOURSELF

According to a new report published by technology analysts Bloor Research, the next five years will see a tenfold increase in the size of the ASP (application service provision) market in the UK, with CEO Robin Bloor predicting that "ultimately all IT user organisations will either become an ASP, an ASP customer or both".

Microsoft has already announced it will be launching an ASP operation later this year when Exchange, SQL Server and Windows 2000 become available on a rental basis. On the legal systems front, along with Keystone's well publicised Keystone Online ASP initiative, Elite has confirmed it will be launching a UK version of its e-Connect ASP service "soon". Technology for Business has announced plans to launch an ASP operation for smaller firms later this year. In the most recent development, Ramesys - the group which acquired The Data Base earlier this year - has now completed the acquisition of MCorp of New Jersey giving it the ability to provide a complete single source, end-to-end ASP service.

■ Two organisations trying to shed more light on the hype and confusion surrounding the ASP concept are the ASP Community and the ASP Industry Consortium (ASPIC). Visit their web sites for more information.

www.aspcommunity.org
www.aspindustry.org

CD-ROMS GET SMARTER

iQrom Communications (020 7493 3211) has launched a new updatable CD-Rom format - CD-U - that allows CDs to be automatically updated over the internet. The system compares the original and new versions of any digital data and creates an amendment file incorporating only the variations from the original data. The file is then integrated via the internet through the user's hard drive, effectively resulting in a new CD.

iQrom say a legal publisher currently manufacturing and distributing 100,000 update CDs every month could save \$2million a year by moving to the new system.

■ DiscLaw Publishing (01235 833122) has updated the CD version of its e-LOAD employment law service to include new 32-bit software. This provides closer integration between the CD's content and additional free legal resources and material available on the internet.

www.iqrom.com

INSIDER IN US CONTENT DEAL

Legal Technology Media, the publisher of the Insider, has entered into a deal with American Lawyer Media that will see the Insider's editor Charles Christian write a regular "London Insider" column for AmLaw's *Law Technology News* magazine.

TIME TO SAY GOODBYE TO WORDPERFECT ?

It seems as if it was only a few weeks ago that Corel issued its last profits warning. In fact it was only a few weeks ago that Corel, the current owner of WordPerfect, issued a profits warning. But now we have another one to coincide with the announcement of a \$23.6million loss in Corel's most recent fiscal quarter, which ended on 31st May.

Corel once again blames the poor figures on dwindling sales of its WordPerfect products within the Windows market and disappointing sales within the Linux world, where the company is currently concentrating most of its software development efforts. However, in the most chilling warning to-date about its longer term prospects, chief financial officer John Blaine said that if the company did not secure additional financing and reduce costs "in the near term" Corel's "ability to continue would be in substantial doubt". Perhaps this is now the time to start that long-postponed migration to Microsoft Word?

■ In fact it has not been a good twelve months for either Corel or its president and founder Dr Michael Cowpland.

Earlier this year the company (the name is an acronym for Cowpland Research Laboratories) saw its proposed merger with Inprise/Borland collapse in acrimonious circumstances. Inprise CEO Dale Fuller was reportedly so angry when he learned the true state of Corel's finances that he ripped an office door from its hinges. And, at the end of last year, Cowpland himself was accused of insider trading - allegations he strenuously denies - after he sold Can\$20million-worth of Corel shares just one month before the announcement of exceptional losses prompted a 20 percent fall in the price of the company's shares.

But as the *Financial Times* pointed out in a recent profile, Dr Cowpland's "flamboyant" lifestyle (despite being born in Bexhill-on-Sea in England he is now regarded as Canada's answer to Donald Trump) has stirred up envy and made him enemies. Double parking his Porsche - licence plate COREL - outside a shareholders' meeting did not win him many friends. Nor did attending a company event accompanied by his wife who was wearing a black leather catsuit, with gold breastplate and 15 carat diamond "nipples", that is rumoured to have cost Can\$1million.

SCOTTISH OPT FOR THE WEB

Edinburgh-based law firm Anderson Strathern has chosen Elite as the supplier of its new practice management system. IT manager Kenny Burke said a determining factor in the choice of Elite was the WebView module as it would allow members of the firm - and ultimately clients - to access information on the system remotely via a web browser.

■ Pilgrim Systems last week announced that its LawSoft case and practice management software is now also available in an internet/extranet-friendly version that can be accessed via a standard web browser interface.

NEWS IN BRIEF

■ PILGRIM SYSTEMS has appointed former practising solicitor JOHN GAILEY as strategic business development manager for case management systems. Since leaving private practice Gailey has worked in the legal IT industry with HG USHER, LEXIS and VALID INFORMATION SYSTEMS.

■ London law firm MANCHES has become the fourth UK customer of KEYSTONE SOLUTIONS (and the 15th internationally) to go live with the company's Keystone Professional practice management software.

■ Sheffield-based IRWIN MITCHELL has chosen HotDocs software from CAPSOFT UK as the basis for its document assembly operations.

■ SMITH BERNAL INTERNATIONAL has moved to new offices at 190 Fleet Street, London EC4A 2AG. The phone number remains unchanged: 020 7404 1400.

■ ELITE INFORMATION SYSTEMS has set up a new European support team, headed by KAY BETTS, that will support the company's customers in mainland Europe out of the London office. Elite has also set up a European training team headed by SHERRY THOMAS.

■ The new Version 3.5 release of the HUMMINGBIRD DOCSFusion document management system includes support for Windows 2000 and a new "Attache" facility that will allow mobile and remote users to work with their documents while they are disconnected from their firm's network.

■ PITNEY BOWES and iMANAGE have announced a strategic alliance that will integrate Pitney Bowes' iSend document delivery service with iManage's document management software. The objective is to create a system that will allow users to manage, transmit and track documents that are being delivered via the Internet.

■ CAPSOFT UK has moved to 24 Palmerston Place, Edinburgh EH12 5AL. The phone number is 0131 226 3999.

NEWS IN BRIEF

■ **KEYSTONE SOFTWARE PLC** has set up an Australian subsidiary - **KEYSTONE SOLUTIONS AUSTRALIA PTY**. Starting operations in July from headquarters in Sydney, the company plans to expand inside the legal sector as well as target the wider professional services market. It will also continue existing relationships with implementation partnership **DELOITTE TOUCHE TOHMATSU** and local distributor **BHL SYSTEMS**, which sells to small-to-medium-sized law firms.

■ **AVENUE LEGAL SYSTEMS** has launched a monthly e-mail newsletter for users and prospects. You can subscribe either via the web or by calling **NICK HILSDEN** on: 01489 609000.

www.avenuellegal.com

■ **KORN/FERRY INTERNATIONAL** has announced the formation of a new online recruitment service - called **Futurestep** - that will specialise in filling inhouse legal department placings, with an emphasis on middle-to-senior level posts. The company claims the service, which will be managed by two former practising lawyers - **KATE SUTCLIFFE** and **DAN RICHARDS** - will not only have a wider reach than conventional recruitment agencies but also speed up the process, with candidates receiving feedback on their CVs within 24 hours of registering and prospective employers obtaining shortlists for posts within days.

www.futurestep.co.uk

BUZZWORD CORNER

■ **AUTHENIZOTIC ORGANISATION**
New term, coined by Professor Manfred de Vries of the Insead business school in France, meaning an organisation that aims to give all staff a sense of "really feeling alive and having fun at work". So if you work for a software company that provides free beer on a Friday afternoon or a law firm with its own gymnasium and subsidised canteen, relax they are not doing it because they never want you to go home but because they want you to enjoy your working life. Cynics might prefer to work for cashzotic organisations.

LAND REGISTRY IN NEW E-CONVEYANCING MOVE

The Land Registry has released more information about the new low-cost Land Registry Direct service (020 7917 5939) that will provide online access to some 17 million registered titles in England & Wales and become a key element in the National Land Information Service (NLIS).

Land Registry Direct replaces the existing dial-up service used by 6,500 subscribers, who currently make on average 100,000 "views" a month, with a new system combining increased functionality with lower charges and targeted at a wider audience of "conveyancing professionals".

The ability to view and download title plans showing clearly delineated boundaries for registered titles and access to "deeds referred to" on the register that were previously only available in paper format, are two of the new features of Land Registry Direct. The system is also designed to speed up and streamline the conveyancing process - in excess of 100 million filed images will be scanned into the Registry's database by 2004.

Chief Land Registrar and chief executive of HM Land Registry Peter Collis, said: "we have a product that will contribute significantly to electronic conveyancing. The instantaneous retrieval and copying of documents at the press of a button is light years ahead of phoning through requests for documentation and waiting a day or two for the copies to arrive by post."

Under Land Registry Direct, the previous £125 licence fee per PC and an additional annual subscription of £200 is replaced by a one-off charge of £100, reduced to £50 for existing users migrating to the new service. Additional charges, such as the £12 fee to create a user identity, have also been eliminated.

The new service also does away with the need for subscribers to pay for and install emulation software to allow PCs to communicate with the Registry's old "green-screen" mainframe. Instead, all users need to access the service is a Pentium 133 (or higher) PC running Windows 95/98/NT, a 28.8 kbps speed modem (or faster) and an Internet Explorer IE4 or IE5 web browser.

Subscribers can view registers via either the title number or a property address, where the title number is not known. They can also lodge real-time priority official searches and place orders for copies of the register, certificates of inspection, title plans or documents.

■ The Land Registry's principal technology partner **Global Crossing** (0118 908 6788) developed the secure extranet that protects the service. Other companies involved in the project included **Netron**, which supplied integration services, and **Jacada**, which supplied the e-business software. The online service was piloted by **Norton Rose**.

www.landregistrydirect.gov.uk

www.global-crossing.co.uk

www.netron.com

www.jacada.com

THE NEW AMERICAN KIDS ON THE BLOCK

In our third and final round-up of suppliers dipping their toes into the UK legal systems market for the first time, we catch up with some of the more promising US entrants.

■ A RINGTAILED SOLUTION FOR YOU

In the USA, the Lexington Avenue-based Support Services Group offers a similar range of services to Tikit in the UK. In common with Tikit, it also works for larger blue chip law firms - Clifford Chance Rogers & Wells is one of its New York customers. SSG has now opened an office in the City of London (call Tim Klinger on 020 7464 8409) so the company could soon be competing directly with Tikit.

SSG services include consultancy, systems integration, project management, litigation support and knowledge management work but probably its main attraction to UK firms is that it has distribution rights for the Ringtail CaseBook system. This is an innovative piece of Australian software that combines case and knowledge management functionality within an intranet environment.

www.servicesgroup.com

■ WORLDOX GETS WEBBY

Although World Software's Worldox document management system has been around for a number of years, it has often been regarded in the UK as the poor relation of DOCS Open and, more recently, iManage. The new version - Worldox 8/Web - could change that as along with a full range of practice-wide document management functions, there is now also a web browser interface.

This allows users remote access to the system so they "check out" and download a document onto their PC, make any changes that are necessary and then check it in again, with Worldox/Web automatically looking after all version control and file management issues. The system, which runs on Microsoft Internet Information Server, offers full security protection both from third parties and to ensure that within a firm no two people simultaneously try to edit the same "master" copy of a document.

www.worldox.com

■ WORDPROCESSING MACROS WITHOUT TEARS

One product that generated a lot of interest at the recent LegalTech London event - not least among potential UK distributors - was the SoftWise MacroSuite. As well as being compatible with a range of law office applications, including DOCS, iManage, Outlook and InterAction, the software allows wordprocessing macros to be created without programming in WordPerfect macro language or VBA. In addition, once created the same macro will run on both Word 97/2000 and WordPerfect 7/8/9 platforms without the need for rewriting. MacroSuite is available only through distributors, email company president William Robertson for details on: WRobertson@softwise.net

LEGAL TECHNOLOGY DIARY DATES

■ JULY 11, IPSWICH. Gavel & Gown Roadshow. One day presentation at the Swallow Belstead Hotel of PCLaw, Amicus Attorney and L&H speech recognition software. Admission free, for details call Alan Roberts on 01780 480764.

■ JULY 18, LONDON. Client Collaboration breakfast briefing (starts 8:30am, ends 10:00am) at The Savoy, organised by First Stop Computer Group. The session, for managing partners and heads of IT, will look at document and content management plus security in a web-based collaborative environment. Call Cheryl Gallagher on 01923 247707 for details or email legal@firstop.co.uk

■ SEPTEMBER 5, GLASGOW. The Interactive Library. Seminar organised by Soutron to promote its library systems. For details call 01332 8211817.

■ 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 qualifies for CPD points. For details call 0131 226 7422.

■ SEPTEMBER 19 & 20, LONDON. Improving Profitability - one day conference plus optional workshop at Lord's Cricket Ground on law firm financial management. Speakers include Alan Rich of Elite, Anthony Armitage of FirstLAW and John Hilton of Clarke Willmott & Clarke. Fees from £447 + VAT. The event qualifies for 5.5 CPD hours. For details call Centaur on 020 7970 4770.

■ SEPTEMBER 21, BIRMINGHAM. Cost effective web sites for law firms. Half day (starts 2:00pm) seminar for practitioners wanting a step-by-step guide to creating an Internet presence. Presented by Gerald Newman at the Birmingham Law Society offices. The event will be repeated at other locations during the autumn. Admission free, call 0121 643 6256.

www.events.lawsociety.org.uk

SITES TO BOOKMARK

■ Scottish law firm MORTON FRASER has revamped its web site to provide additional news and information services and launched a new secure extranet service - Morton Fraser Direct - to offer clients 24/7 access to their files via the web. Initially targeted at institutional lenders running high volume mortgage schemes, the service also allows clients to place new instructions online. The site functions smoothly and efficiently and has an easy to navigate interface.

www.morton-fraser.com

■ Two more law firms are launching online "property shop" services. ARMSTRONG NEAL in Birmingham has New Pad and London solicitor MICHAEL GARSON, who runs the INDEPENDENT PROPERTY SELLING ORGANISATION (IPSO) is putting the finishing touches to his FIRStep site.

www.new-pad.com

www.firststep.co.uk

■ FOX WILLIAMS, in conjunction with accountants SMITH & WILLIAMSON, surveyors STRUTT & PARKER and the ROYAL BANK OF SCOTLAND, have launched a "law firms new to London" consortium that aims to provide US law firms with all the practical assistance they need to open a London office.

www.lawinlondon.com

■ DOTCOM DEAD POOL is not a place to visit if you have recently taken equity in lieu of fees in an internet start-up as the site contains all the latest (and no doubt actionable) gossip on which IT companies are most likely to go bust.

<http://.216.156.244.236>

INSIDER CONSILIO CONTENT DEAL

Legal Technology Media, the publisher of the Insider, is now supplying Semple Piggott Rochez, the publishers of the Consilio web-based magazine for law students newsletter, with a regular legal IT and internet law news feed based on the Legal Technology News.com service.

www.spr-consilio.com

EPOCH AND RSA TO SUPPLY LEGAL SERVICE

Epoch Software, the developer of Desktop Lawyer, has announced a partnership with FirstAssist, a wholly owned subsidiary of Royal & Sun Alliance, to launch a new subscription-based online legal service. Called LawAssure, it will offer unlimited provision of a range of "intelligent" legal documents, plus access to an online legal guide and legal telephone support services, in conjunction with FirstAssist's legal expenses insurance cover.

LawAssure, which will be marketed directly to the consumer and SME market through affinity groups and similar organisations, will offer subscribers a range of business and personal documents, covering most routine legal services requirements including wills, undefended divorce, confidentiality, employment, tenancy or copyright agreements, partnership deeds, acknowledgement of debt, sale of motor cars and shareholders agreements.

■ In a separate development, Epoch Software has raised £4.5million of second-round equity funding from institutional shareholders through a placing arranged by Durlacher. A further £0.5million will be raised from existing shareholders through a subscription offer.

Contributors to the round include Royal & Sun Alliance and Marshall Wace, a leading European hedge fund. Epoch will use the funds for "strategic development" and to expand into new markets as it moves towards an IPO planned to take place later this year.

NEW WEB SECURITY SERVICE

The IT services group Ramesys (0115 971 2000) is now marketing a portfolio of internet security products, including the Raptor firewall system, MIMEsweeper email and web content protection and I-Gear web access control software, bundled with an IBM NetFinity server. Prices, which include all consultancy, implementation, hardware and software for up to 250 users, start at £13,000.

www.ramesys.com/risc

LAWYERS ONLINE IN PASSING OFF DISPUTE

Rosie Houghton, the founder of the Lawyers Online.co.uk, says she is consulting with her legal advisers about the possibility of seeking an injunction, on the grounds of passing off, against a new internet legal services provider Lawyer Online.co.uk, which opened for business last week.

Although Lawyers Online began life as an ISP service for lawyers, over the last couple of years it has broadened its activities to include a free legal advice service for members of the public and a directory of law firms. The new arrival Lawyer Online is currently offering fixed cost legal advice for small businesses and an online divorce package.

LCD REVISITS CIVIL DOT JUSTICE STRATEGY

The Lord Chancellor's Department has just published a new strategy paper *Civil.justice.2000 - a vision of the civil justice system in the information age*. This follows on from the original "civil dot justice" consultation exercise the LCD commenced back in September 1998 but what has been achieved in the intervening 21 months? On first appearances the answer would appear to be "not a lot".

The new strategy paper still only addresses the vision thing and, with the exception of the Community Legal Service and its recently opened Just Ask! web portal, all we can look forward to in the near future is the start of a number of pilot projects under the Modernising the Civil Courts Programme (MCC). These include online information kiosks in shopping malls - well at least it will give vandals something new to wreck, and videoconferencing - despite the fact this technology has singularly failed to take off.

Too much space is devoted to the issue of making core legal information freely available to the public by either the long awaited Statute Law Database or initiatives such as BAILII. Fascinating though this topic may be, it has been doing the rounds for the last 20 years. And, in a worrying aside, paragraph 3.44 warns that using IT to create "virtual courts" is "likely to become more difficult" in the short-term because of the "public hearing" requirements of the Human Rights Act 1998, which come into effect in October.

On a positive note, the LCD has recognised that it needs to adopt a more realistic approach as to how it implements and funds any new projects. Taking on board Public Accounts Committee criticism identifying "over ambitious scoping and big bang implementations as key causes of failure," future projects will adopt a "phased, modular and incremental approach". And, we also have a clearer picture of what the civil justice system is trying to achieve.

According to the strategy paper the law should provide "a fence at the top of the cliff" to stop people falling over "rather than an ambulance at the bottom" to pick up the pieces - a comment that is pure Richard Susskind.

Overall verdict: Nice try, there are some interesting ideas here. Sadly the reader is left feeling this is largely an exercise in political spin to promote the current administration's enthusiasm for "joined up government". The government talks about wanting to make "a real difference" but on this showing there is still no real commitment.

■ Copies of the strategy paper can be obtained from the LCD's IT Unit (020 7210 8571) as well as on the web.

www.open.gov.uk/lcd

MICROSOFT - IN NEXT ISSUE

The next issue of the Insider (No.105) will carry a full report and analysis of the implications of Microsoft's recently announced "dot-net" initiative and what, if anything, it could mean to the legal technology market.

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 email format. To subscribe send an email, headed "Watching Brief" and containing your email address, to:

info@legaltechnology.org

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 email 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 email:

info@legaltechnology.org

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■ EMAIL HOAX AND VIRUS ALERT

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www.legaltechnology.org

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THE NEXT ISSUE

The next issue of Legal Technology Insider - No. 105 - will be published on Wednesday 26th July, 2000.

NEWS IN BRIEF

■ INTERACTION BREAKS THE 200 BARRIER

Interface Software last week saw the 200th site go live with its InterAction customer relationship management system for legal practices and other professional services firms. The first version of InterFace was rolled out in late 1996.

■ ALL CHANGE IN THE SALES OFFICE

Axxia Systems has reorganised and expanded its sales department with Derek Gee joining the company from software distributor WickHill as Axxia's first sales development manager. Stephen Mather, who joins Axxia from Hays DX, becomes the new regional sales manager for London and the South East. Andrea Pointing is promoted from major accounts manager to regional sales manager for the North and West.

Yesterday (4th July) also saw the official opening of Axxia's new Sheffield office at the Wentworth Business Park, Tankersley. Michael Napier, the senior partner of Irwin Mitchell, cut the ribbon.

■ SUPPLIER MAKES RESOLUTION TO CHANGE

As part of an ongoing rebranding and repositioning exercise Resolution Software (020 7421 4140) has formally changed its name to ResSoft Limited.

■ ELECTRONIC TRANSFER PILOT UNDERWAY

The Court Service's bulk processing centre in Northampton has begun a pilot scheme to test a new electronic transfer system for handling claims for money judgments and warrants. The centre, which processes 54 percent of all county court claims for money, says the new system is intended to be "easier, quicker and cheaper" than the current procedure, which involves law firms sending tapes and disks via couriers and the post. Thomas Higgins & Co on Merseyside and Geoffrey Parker-Bourne in Stratford-upon-Avon are participating in the pilot for the service, which is expected to be available from later this year.

■ THREE MEN AND A BOAT

In a novel example of mixing business with pleasure, later this summer legal IT consultant Michael McDonald will be visiting Linetime chairman John Burrill by narrowboat. McDonald intends to call on Burrill, who lives by the side of the Leeds & Liverpool Canal, when his barge has negotiated the Bingley Five Rise locks. McDonald says he was talked into taking the trip by his dentist "who always suggests the trip when I'm in his chair with a mouthful of dental paraphernalia and takes the grunt as acceptance!"

KEEP UP WITH THE IT NEWS

To keep up with the latest legal IT news between issues of the Insider, visit the Legal Technology News.com web site.

www.legaltechnologynews.com