

CHARLES CHRISTIAN'S

# LEGAL TECHNOLOGY INSIDER

THE SOURCE FOR INDEPENDENT LEGAL TECHNOLOGY NEWS, COMMENT AND ANALYSIS

## STAT PLUS AIMING TO BREAK INTO SYSTEMS

Stat Plus, the legal forms-to-stationery business, is rolling out a series of initiatives over the autumn that sees the company moving into the broader legal systems market.

At the end of this month (25th September) the company is launching PartnerNet. This is a speech processing system, based on Philips technology, allowing lawyers to produce dictation that can be converted into text on a real time basis or placed on a Windows network for automatic transcription and subsequent offline editing by a secretary. Although Stat Plus also sell conventional digital dictation systems, marketing director Philip Lawson says PartnerNet is the first "workable solution" for small to mid sized firms.

In addition, the company is rolling out a pay-as-you-go online conveyancing service. Called EasyConvey, it combines residential conveyancing workflow software with a product called TrackerMatter that automatically creates matter progress information and posts into to a secure web site where it can be accessed by a specific client.

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

■ Following the success of its earlier LegallSP.net venture, Stat Plus is also extending the scope of its online trading operations with the office supplies site StatDirect.com and e-legalbooks, an online law books source based on its long established Merediths bookshop business in Manchester.

[www.e-legalbooks.com](http://www.e-legalbooks.com)

## NEW LEGAL IT BUYERS GUIDE

The Legal Software Suppliers Association, the industry body whose members are responsible for installing some 70 percent of all legal systems now in use in legal offices in the UK, this week launches an interactive online IT buyers' guide for lawyers.

Called the LSSA Legal Technology Solution Finder, it provides an easy to use but comprehensive summary of what the legal technology industry currently has to offer lawyers, with products and services broken down by: supplier, brand name, target market, technology platform, product category - 33 categories covering everything from legal accounts to online legal services, and jurisdiction.

There is no charge for using the guide and the contents have been designed so locating information is a simple matter of clicking links on a web page. The guide, compiled by the publishers of Legal Technology Insider, can be accessed through the Legal Technology Online web site at:

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

## iMANAGE MOVES INTO DEALROOM MARKET

iManage is moving into the legal online dealrooms market with the latest e-business ready versions of its content and document software. These provide a "plug and play" approach to collaborative working, version control and remote access to an intranet by third-parties.

iManage UK head Tom Bird said new applications, particularly infoLook which creates an iManage interface to Microsoft Outlook, made it easy for law firms to add external users to a collaborative environment while still retaining overall control of the documents on the server.

■ Osborne Clarke has placed a major order for iManage. The firm says a key factor in the choice was the system's inherent support for collaborative working, so documents can be shared between the firm's branches and clients.

■ iManage has appointed KLA, ResSoft FirstStop and Metastorm as UK partners.

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## BEST OF BREED NOW THE NEW STANDARD ?

The best of breed approach to legal systems integration, long regarded as standard practice among large City firms with extensive inhouse IT resources, is now emerging as an increasingly popular option for the next tier down of commercial and regional firms that previously relied on just one IT supplier to meet all their software needs.

Solicitec, a long-time advocate of "partnership" deals, has just seen its SolCase case management software go live at Beachcroft Wansbroughs, in a joint implementation with an Elite PMS system; and at Henmans, where the firm chose SolCase rather than a case management application from its existing PMS supplier Axxia.

ResSoft, best known for its FirmControl PMS system, is also actively pursuing a "partner programme" with third party software companies. Deals announced to-date include links with DMS specialists iManage, Autonomy, who produce a portal-in-a-box knowledge management intranet, and Metastorm, who produce the e-work workflow/client relationship management system.

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## LIT SUPPORT - EXIT THE LAST OF THE INDEPENDENTS

Millnet, the financial printing-to-legal photocopying group, has acquired the Bowhawk litigation support services company for an undisclosed sum. The move follows Millnet's growing involvement in the legal document management business over the past three years - the company already has over 60 law firm clients and has recently been winning copying business from IGL.

Bowhawk's operations in Surrey have been relocated to Millnet's Worship Street offices in the City of London and will now trade as Millnet Legal Services (020 7422 8850). Bowhawk's founder Nigel Murray has also joined Millnet as a director of the new division. The distributor relationship with Oxford Law & Computing will also continue.

Founded in 1993, and relaunched in the spring of 1999 after the original business went into voluntary liquidation following a dispute with the taxman, Bowhawk was one of the pioneers of litigation support services in the UK and the last of the independents still in business following the takeovers of Legal Technologies and Elliott Slone.

■ Elsewhere within the litigation support market, Mark Burrows is now with Sellers Legal Services following the closure of his old company Combined Solutions Group (CSG). His responsibilities include marketing, where he takes over from Deborah Putsman who has left Sellers to set up her own legal IT and litigation support PR and marketing agency WriteWord UK.

■ Valid Information, the developers of the R/KYV litigation and document management system, is now working on an XML interface to the software.

## CITY NEWS IN BRIEF

■ **KEYSTONE SOFTWARE** last week applied to move up from the Alternative Investment Market (AIM) to the Official List so it can trade on the London Stock Exchange's main market for listed securities.

■ Online legal forms publisher **EVERYFORM** has appointed Edinburgh investment bankers **NOBLES** to advise on raising funding for its next phase of expansion. Since its launch last October EveryForm has attracted some 8500 users representing over 27 percent of UK law firms. Originally a subsidiary of CAPSOFT UK, EveryForm is in the process of being demerged. The company raises revenue through the sales of maintenance services by email and CD-Rom. Nobles has been tasked with raising between £2 and £3 million to fund the next phase of expansion.

■ **EPOCH SOFTWARE**, the company behind the **DESKTOP LAWYER** service, is expected to announce details of its IPO within the next few weeks. The company is refusing to comment on reports that it has acquired the US D-I-Y legal site **MY LAWYER.COM** however MyLawyer's founder and CEO **RICHARD GRANAT** recently told the US legal press that "After encountering the (Epoch) service, I think its best to merge and join them - their services can't be beat".

■ **STAT PLUS**, the legal stationery and online services group has reported a 12 percent increase in sales to £12.6million for the first six months of this year. The Stock Exchange listed company is in the throes of a management buyout that will see it lose its public quote and return to the private sector.

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## DOMAINS FOR SALE

A number of top legal domain names are available for sale. The list includes: uklawyers.com, virtualchambers.co.uk, propertylitigation.com, iplawyers.co.uk, internet-lawyers.co.uk, netlawyers.co.uk and e-commerce-lawyers.co.uk.

Substantial offers are invited, email to:

**legaldomains@kaltons.co.uk**

## NEW CASE SYSTEM FOR LSC LAWYERS

In one of the most low profile launches we have ever seen, legal publishers Jordans and software house Anya Designs have launched an all-new case management system for lawyers handling civil and criminal LSC (legal aid) work.

Called CaseKeeper, the system costs £999 per site and includes time recording with audit trails, LSC billing guides, case management checklists, fee earner and office diaries, LAFQAS-required file management and budgeting reports plus the full electronic texts of Jordans *Family Court Practice* (the Red Book), *Civil Court Service* and *Magistrates Court Criminal Practice*.

Anya's Christina Gribbin said ease of use was the key feature, with the Microsoft Access-based product designed from the outset as an off-the-shelf package requiring no on site training. For a free demo disk email:

[sales@anya-designs.demon.co.uk](mailto:sales@anya-designs.demon.co.uk)

## SAY IT AIN'T SO, JO

Last week Lernout & Hauspie launched new versions of its L&H VoiceXpress and Dragon NaturallySpeaking speech recognition products in the UK. The change to VoiceXpress version 5 most likely to excite users is the introduction of a "disfluency filter" that eliminates the "ahhs" and "umms" most people make during dictation. The new release of the Dragon product, also version 5, includes a "quick correct" feature to speed proof reading and new voice commands to control internet browsing and email navigation.

Sadly the new product announcements have coincided with one of the worst periods in the company's history with its share price falling after the resignation of both its CEO Gaston Bastiaens and its marketing vice president.

Company co-founder Jo Lernout said the resignations had nothing to do with the controversy surrounding allegations of "discrepancies" in sales to customers in South Korea. But L&H, which last month retained KPMG to perform a special audit of its financial results, is facing at least seven class actions in the United States brought by shareholders alleging the company did inflate revenues. L&H also faces litigation in its recently acquired Dragon division, which is being sued by the UK speech recognition software company AllVoice for alleged patent infringement.

## READER OFFER 10% DISCOUNT

Legal Technology Insider subscribers can enjoy 10 percent off the price of attending IQPC's E-Legal Services conference at the beginning of December. The event, which will be looking at optimising web sites and developing fully interactive online legal services, takes place on 7th & 8th December at the Hilton London St Ermins. For details please contact IQPC Customer Services on 020 7368 9300.

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

## NEWS IN BRIEF

■ **AXXIA SYSTEMS** has won its first major order for case management software incorporating its E-Tran electronic information transfer system. The order was placed by the trade union T&G. Because E-Tran exchanges data in XML format, the T&G will be able to use the system both to manage its own workload and to send electronic instructions, including case inception data, to third-party case management systems used by panel firms.

In another Axxia deal, **WEIGHTMANS** is to become one of the UK's first law firms to extend case management to the entire practice, with Axxia's Case Manager product being rolled out to over 400 fee earning and support staff.

■ **CLARKE WILLMOTT & CLARKE** has installed a Galaxy Legal practice management system from **SANDERSON IT SYSTEMS**. The order includes new conveyancing software for the firm's volume conveyancing department to replace its old InControl system. Sanderson IT has also supplied a new unified messaging system to City firm **RICHARDS BUTLER**.

■ As part of an IT infrastructure upgrade Liverpool commercial and insurance practice **JST MACKINTOSH** has installed SolCase case management software from **SOLICITEC**. The implementation includes the SolCase Online product which will be used to support the firm's planned 24/7 internet based services.

■ **MOUNTAIN SOFTWARE** has launched a new personal injury work fee earner support module and begun rolling out its first web-enabled applications. These include an online conveyancing quote system and an ASP (application service provider) system for small firms.

## SITUATIONS VACANT

**MILES 33** - a leading supplier of Practice and Credit Management Systems is looking to appoint a number of sales executives. Applicants should email a CV and covering letter to:

[jeanh@miles33.co.uk](mailto:jeanh@miles33.co.uk)

## CONSULTANCY - THE BIG SHAKE-UP HITS UK

One of the biggest news stories of the long vacation was that Neil Cameron (widely rated as the UK's most influential independent legal IT consultant - he has worked with 16 of the top 20 City of London law firms) was quitting the consultancy business to become the product strategy director at legal systems supplier Keystone. Cameron joined Keystone with immediate effect but is meeting existing speaking and consulting commitments already scheduled for the remainder of this year.

Cameron said he had received a number of offers in the past to join software vendors but Keystone was the first he had seriously considered. "Keystone's combination of vision and branding is unique in the marketplace," he said. "After 20 years 'opining' about how practice management systems should work, this is an irresistible opportunity to put my money where my mouth is."

As the new post means the closure of the Neil Cameron Consultancy business, Cameron has recommended that his existing clients should consider Tikit, the integration and implementation company, for their future consulting needs. He also said he had a high regard for Tikit and hoped to be instrumental in encouraging Keystone and Tikit to develop a formal partnership agreement.

Hard on the heels of Cameron's move, Tikit announced the formation of a business consultancy group to provide law firm clients with strategic advice on all aspects of IT related planning, as well as implementation. Tikit has already carried out integration projects with a number of legal PMS systems including Elite, CMS and Axxia.

Cameron's departure is good news for Keystone, good news for Tikit and also good news for Andrew Levison at Baker Robbins which, apart from Tikit, is now the only major consultancy left serving the UK legal market. But Levison is also keen to stress that while his team will be undertaking a broader range of services, including systems implementation and e-commerce consultancy work, Baker Robbins will remain independent of vendors and never be a product reseller. "This," says Levison, "allows us to objectively seek the best solution and differentiates us from many other technology consulting companies."

■ Baker Robbins has now moved into its new London offices at 126-134 Baker Street, W1M 1FH (020 7224 2030).

## OVER DUE AND OVER BUDGET

*American Lawyer* magazine reports that Baker & McKenzie has spent over \$25 million on the implementation of its new IMPACT (Information Management Program & Communications Technology) system that was scheduled to cost just \$6-to-\$9 million and be up and running by July 1999. Since then the firm has had over 100 outside consultants working on the project but by July this year it was still not running in some of the firm's US offices.

## PEOPLE & PLACES

■ Document and content management software provider iMANAGE has appointed ANGELA RUSSELL as its UK marketing executive.

■ PERFECT SOFTWARE has become the latest UK legal systems supplier to join the LEGAL SOFTWARE SUPPLIERS ASSOCIATION (LSSA).

■ CHARLOTTE PACHE has joined SMITH BERNAL, where she will head the Casetrack online law reports team as publishing manager. She was previously with Scottish legal publisher W.GREEN. Smith Bernal's Casetrack service has also forged an alliance with CRIMINAL LAW WEEK LTD to produce a new online case reports service for criminal lawyers.

[www.criminal-law.co.uk](http://www.criminal-law.co.uk)

■ CAROL BYRNE has left JACKSONS to join HEMPSONS as the firm's new head of IT. Both firms are AXXIA users.

■ Legal system distributor SYSTEMATIC CORPORATE SOLUTIONS has changed its name to SYSCORP LIMITED.

■ Law firm and IT staff recruitment specialist LONGBRIDGE has opened a Manchester office (0161 400 2025) to keep pace with the city's growing legal market. The Longbridge team includes lawyers ED PARRY and EMMA POTTS.

## WHERE ARE THEY NOW ?

Chris Robinson, the developer of the original Solpack accounts system for small firms of solicitors - it was big in the early-to-mid 1980s when CP/M still ruled the world - popped up on the radar screen earlier this month.

After selling the Solpack business to Kalamazoo in 1989, he went back to college to study marketing and now offers marketing services to ISVs and VARs. In addition, he teaches advanced motorcycling on a voluntary basis and has written a book on the subject. His marketing business can be found at:

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

## GOING UNDER DOWN UNDER

Legalmart, the portal that described itself as Australia's answer to Desktop Lawyer and just three months ago was claiming it was about to launch the world's first online D-I-Y conveyancing service, is facing collapse with debts of A\$100,000 and a burn rate of A\$500 a day following disagreements with its financial backers GS Technology Capital. Legalmart's eight staff have been laid off without notice and founder Peter Janssen is now trying to sell its hardware and find a buyer for the business. According to the *Sydney Morning Herald*, Janssen has already spent A\$250,000 on infrastructure but needs another A\$250,000 to establish the service. After 12 months trading Legalmart is reported to have generated just A\$4000 in revenue.

## PUBLISHING NEWS IN BRIEF

■ Legal marketing consultant KIM TASSO has a new book out *Selling Skills for Professionals* that covers such issues as determining prices in a competitive tendering situation, as well as developing relationships with existing clients. The book is available from HAWKSMERE, price £99, call 020 7881 1815 for details. Tasso, who has spent the last couple of years advising law firms on their e-business strategies, has also launched a new web site at:

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

■ Scots legal publisher W.GREEN has launched a revised version of its web site. The site includes a discussion forum, online access to the *Scottish Parliament Law Review* and a secure e-commerce facility for buying books online.

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

■ BUTTERWORTHS LEXIS DIRECT has announced it is to partner with SEMPLE PIGGOT ROCHEZ, publishers of the world's first online law courses, to provide focused and flexible training direct to lawyers' desktops. The service, called CPD Direct, will be available through Butterworths LEXIS Direct. The joint venture will provide advanced level courses to qualified practitioners, solicitors and barristers, who will be able to access the service from anywhere in the world. Commenting on the deal SPR chief executive MIKE SEMPLE PIGGOT said: "Lawyers no longer have to take time out to sit in conference rooms and because the course is delivered in bite-sized chunks, they do not have to do it all at once, cutting into valuable office time." Courses will be based around a series of thirty minute multimedia lectures and include detailed course material in PDF and electronic format with multiple choice exercises.

■ SWEET & MAXWELL has added new features to WESTLAW UK, including more advanced search facilities and a 9:00am update to its current awareness service. Sweet's research indicates 75 percent of Westlaw UK users are law firms and 19 percent are academic institutions.

## LEGAL TECHNOLOGY EVENTS DIARY

■ SEPTEMBER 19 & 20, LONDON. Improving Profitability - one day conference plus workshop at Lord's on law firm financial management. Speakers include 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 20, MANCHESTER & LEEDS. First of a series of presentations focusing on client access and web based solutions from Kramer Lee & Associates in association with DMS systems supplier iManage. There also seminars in Birmingham and Bristol on the 21st and London on the 26th September. For details call KLA on 01268 584666.

■ 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](http://www.events.lawsociety.org.uk)

SEPTEMBER 26, LONDON. Law Summit 2000. One day conference at RIBA on business development strategies for law firms. Strong focus on e-commerce. Speakers include Richard Susskind and Mark Ford of Clifford Chance. Fees from £595 + VAT. For details call Strategic Business Events on 020 7733 3700.

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

■ SEPTEMBER 28 & 29 London. Part of Laserform's autumn series of seminars take place around England until early November. The London event takes place at The Law Society. For details email:

[marketing@laserform.co.uk](mailto:marketing@laserform.co.uk)

■ OCTOBER 3-to-5, LONDON. E-commerce for the Legal Profession two day conference plus optional workshop at the Kensington Palace Hotel. For details call the Ark Group on 020 8785 2700.

## BERWIN LEIGHTON OPT FOR FULL DISCLOSURE

Berwin Leighton has just redesigned and relaunched its web site with a clear interface, colour-coding to identify different sections and the most comprehensive listing of clients, plus major transactions and projects, we have ever seen on a law firm web site.

Earlier this summer the firm and accountants Deloitte & Touche joined an e-commerce venture with e-business specialist WorldPlay to develop a new multi-disciplinary tax advice service for small-to-medium sized businesses (SMEs). Called Be-Professional (Berwin Leighton's initial online legal service offering was called Be-Legal) the new service, which is scheduled to launch in October, will provide a range of interactive tax and data protection advice guides. Berwin and Deloitte are reported to be jointly investing a total of £5 million in the project. Pricing for the Be-Professional service has still to be announced but existing users of WorldPlay's services can already access a subset of the system for £50 per quarter.

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

[www.t@xandlegal.com](mailto:t@xandlegal.com)

■ Other legal e-business sites launched in recent weeks include Martineau Johnson's Go4dosh designed to match high-tech businesses with venture capitalists and Donns' personal injury service offering clients online access to files.

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

## HELLO - ANYONE OUT THERE ?

This autumn sees the sixth anniversary of the first UK law firm web site going live - for the record it was Jeffrey Green Russell. But what has happened since 1994? In her latest trawl of the market, well-known legal internet commentator Delia Venables reports that there are now 895 law firms in England & Wales with web sites.

The good news is this is double the number of two years ago. The bad news is that with a total of 8524 active law firms in the country, this still leaves nearly 90 percent of the profession excluded from the growing market for online legal services and at risk of seeing their bread-and-butter work being lost to the likes of Desktop Lawyer.

In political circles there is a growing awareness of a potential "digital divide" between internet-savvy members of society and a disenfranchised underclass. On the strength of the Venables figures it looks as if the legal profession now also has its own digital underclass.

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

■ Does the web work? West of England law firm Clarke Willmott & Clarke certainly think so. Director of business development Hilary Gladwell reports that within a couple of weeks of relaunching their web site, with a new "client focussed" design, the firm had secured three new clients who say they were initially drawn to the firm by the site.

[www.cw-c.co.uk](http://www.cw-c.co.uk)

## LEGAL PORTAL BUSINESS BOOMING

The summer has seen a boom in the market for legal portals, with established players such as Lawyers Online and LawZONE facing increased competition from both generalist and specialist sites.

West Midlands law firm Armstrong Neal has launched UKLegalWorld.co.uk backed by investment funding by HSBC bank. The site is intended to provide a one-stop portal for both lawyers (who will have access to members only facilities) and the public wanting general legal advice and information. There is no charge for lawyers to join the service and, as part of an initial promotion, family practitioners can receive free software to help with pensions calculations. The portal's main revenue stream will be advertising from firms using the site to market their services.

Staying with marketing oriented web portals, Full Force Marketing, UK market leaders in the legal referrals sector, have rolled out three new services. These are: JournoLaw - offering advice on media related legal problems, Legal-Talk - a moderated lawyer-only discussion forum, and Cyber-Lawyer. This last product is an out-of-the-box intranet system for law firms wanting to create their own internal staff information portals. Full Force reckon the product enables law firms to build an intranet for half the cost of comparable methods. There is a demo version available on the web.

Finally, last week saw the launch of a specialist company law portal for lawyers, accountants, students and business users. Called the Company Law Club, it features a library - access is free of charge - containing an extensive company law database, plus links to other company law sites and companies forms facilities. There will also be regular updates on the latest legislation and case law developments, plus "meeting rooms" offering online discussion forums. The site will also sell a number of services including company formations.

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

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

[www.legal-talk.co.uk](http://www.legal-talk.co.uk)

[www.cyber-lawyer.co.uk](http://www.cyber-lawyer.co.uk)

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

# ANDERSEN LEGAL SCOTTISH ARM TO OPEN DEALROOM

Scottish law firm Dundas & Wilson, part of the Andersen Legal worldwide network, is the latest practice to develop its own online dealroom service for its clients. Called Dealsight, the service, scheduled to launch this autumn, uses technology that has already been tried and tested by Andersen Legal Australia and Rajah & Tann in Singapore.

The service uses Lotus Notes QuickPlace software and can be accessed via a standard Netscape or Microsoft Internet Explorer browser. An online demonstration of the service's capabilities can be found at:

[www.andersenlegal.com/dealsight](http://www.andersenlegal.com/dealsight)

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## WORDPERFECT - YET MORE BAD NEWS

Yet more troubles for WordPerfect, the one time darling of the legal wordprocessing set, with August seeing the resignation of Michael Cowpland, the man who founded the company 15 years ago and was its chairman, president and chief executive. James Baillie, a lawyer with the Toronto law firm Torys, succeeds as chairman and the company's vice president Derek Burney will act as interim chief executive until a permanent replacement for Mr Cowpland can be recruited.

Mr Cowpland, who remains a director and technology adviser to the company, said his resignation had nothing to do with his forthcoming trial on insider trading charges - he denies the allegations. And he also denied, at the news conference where he announced his resignation, that Corel was up for sale.

■ Corel has also announced that will no longer support the Macintosh version of WordPerfect - not a big loss in the UK where few lawyers use Apple Macs but a significant blow to the North American legal sector where Macintosh has a growing market share.

■ Die-hard WordPerfect fans can take heart from the fact the Corel WordPerfect User Group is actually growing in the UK and will be holding its next meeting from 6:30pm on 27th September at 25 Lincoln's Inn Fields, London WC2. The session will include a presentation on macros by Terry Elwell of LegalDocs UK and a preview of WordPerfect 10. For details call Ailsa on 020 781 8000.

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

## WHAT'S SEVEN-OF-NINE GOT TO DO WITH IT ?

One of the more off-the-wall sessions at the Microsoft Legal IT Directors briefing, held in London earlier this summer, was the presentation by Workshare Technology's Barrie Hadfield, who managed to use Margaret Thatcher, Nelson Mandela and the glamorous Borg Seven-of-Nine, from the TV series "Star Trek Voyager", as illustrations of the way document management and collaborative working systems were evolving in law firms.

An unusual approach but also clearly successful as the Anglo-American company has managed to sell over 60,000 user licences for its DeltaView document comparison software, widely rated as the natural successor to the old CompareRite system, since it was launched in January. UK law firms to have already installed the system include Lovells, Freshfields, Eversheds and Clifford Chance.

■ Workshare will launch an enhanced version of the system - DeltaView Premier - later this year. In case you were wondering, Margaret Thatcher represented the past, Nelson Mandela the present and Seven-of-Nine the future.

[www.workshare.net](http://www.workshare.net)

## BREAKING NEWS

■ DAVID KEMP QC, the author of *Kemp & Kemp* and a member of the Ogden Tables working party, is working with his publishers SWEET & MAXWELL on the development of software to handle the damages calculations, including the loss of future financial support multiplier, under the Fatal Accident Act.

■ On September 28th and 29th at Olympia in London, MICROSOFT will be hosting a major presentation of its new .NET product strategy. The first day - Realising the .NET Vision - is aimed at IT directors, while the second day - Microsoft .NET Enterprise Servers - will focus on some of the new products Microsoft is bringing out, including SQL 2000 and Exchange 2000, make up Microsoft's server family for quickly building and managing integrated web enabled enterprises.

■ The INSIDER has picked up rumblings that the HIGH COURT is planning a new practice direction requiring law firms to submit itemized bills for disbursements in an electronic format. This will be along the lines of a similar US ruling a few years ago that said lawyers can onward bill clients for faxes, phones, photocopies and couriers etc but only if they present a hotel-type bill of all charges accurately recorded with a full audit trail. The American idea was to allow recharging providing it was done scientifically and that the practise of "weighing the file" was no longer satisfactory for the client when it came to charging office costs and neither was a blanket percentage added on to the bill for incidental office costs. Such a move would be good news for cost recovery suppliers but bad news for those firms that have been larding it on.

## THE NEXT ISSUE

The next issue of Legal Technology Insider - No. 107 - will be published on Wednesday 27 September. Until then, keep up with the latest news reports with Legal Technology News.com, available both on the web and via email.

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