

CHARLES CHRISTIAN'S

# LEGAL TECHNOLOGY INSIDER

THE SOURCE FOR INDEPENDENT LEGAL TECHNOLOGY NEWS, COMMENT AND ANALYSIS

## SKADDEN ARPS SIGNS NETWORK FM DEAL

New York-based Skadden Arps Slate Meagher & Flom, one of the world's biggest law firms, last week signed a facilities management contract that will see the management and running of its global wide area network outsourced to Genosys Technology Management.

Skadden Arps said the deal, which runs for three years, would give the firm "much more flexibility to negotiate bandwidth and hardware purchase agreements, as we will no longer be tied to a single provider. It will also give our IT professionals more freedom to focus on strategic projects."

Genosys is currently involved in talks about similar FM deals with three other "large" American law firms. In addition the Insider understands that a major Australian law firm is now also investigating outsourcing and pondering the issue of whether it is "inevitable that the law firm inhouse legal IT department will die?"

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

## PcW TO BACK FIRSTLAW

FirstLAW, the world's first fully regulated, online-only solicitors practice, has secured investment funding and additional support facilities from the venture capital group PricewaterhouseCoopers Incubator.

FirstLAW's founder Anthony Armitage said the collaboration with PwC would "pave the way for the rapid expansion of the FirstLAW business model during 2001. We aim to be the preferred business-to-business exchange for legal services operating globally." FirstLAW's non-executive chairman David McIntosh is the serving vice president of the English Law Society.

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

## SUSSKIND BOOK OUT NOW

Richard Susskind's new book *Transforming the Law* (Oxford University Press) was formally launched at a reception last month attended by the UK legal world's great and good, including most of the Court of Appeal.

While Susskind is keen to stress that concepts such as 'disintermediation', 'commoditisation' and the 'latent legal market' are merely his "vision" of what may happen within the legal services industry over the next 15 years, we suspect the 'Susskind grid' and 'eight strategies for the future' will soon become the standard methodology for many law firms planning to deliver legal services online.

## BREAKING NEWS

### ■ LEGAL TECH BIRMINGHAM ON WAY

American Lawyer Media, which runs the highly successful LegalTech series of exhibitions and conferences - including this October's LegalTech London, has purchased the rights to the Solicitors National Legal Office & Legal Services Exhibition from Nationwide Exhibitions. Under the deal Nationwide will remain responsible for organising next month's Solicitors event, which is sponsored by the *Law Society Gazette* and takes place at the Birmingham NEC (March 13-15). ALM has also bought the rights to the National Accountancy Exhibition.

### ■ DAY CALLS IT A DAY

Gary Day, who for the past five years was almost single handedly responsible for running the English Law Society's IT information service for members, has resigned. As well as being the one consistent element among the ever changing cast of bureaucrats and policy hobby horses at Chancery Lane, his departure also casts a shadow over the future of the *Software Solutions Guide*, which was one of the few successes the Law Society has enjoyed on the IT front since the High Street Starter Kit debacle.

**LEGAL TECHNOLOGY INSIDER**

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

To keep up with the latest developments in legal technology and new media law between issues of this newsletter visit the Legal Technology Insider web site.

Along with regularly updated news and daily reports from the Out-Law.Com service, there are web bookmarks, a diary of legal IT events, the latest virus reports, an archive of back issues of the Insider, extensive search facilities plus portal links to the LSSA, Solution Finder, Infolaw, UKLIT and ILCA web sites.

## AIM ROLLS OUT ITS NEW POSTROOM

AIM has launched a new digital case file facility, called PostRoom, that allows incoming correspondence to be attached to the appropriate client or matter file. The system can handle both email messages and scanned images of conventional post for storage within a single electronic inbox. Fee earners have the option of being automatically notified when new mail has arrived and all documents can be date stamped with their arrival time.

Although AIM see PostRoom as an enhancement for case management users, the new application has also been designed to operate alongside conventional document management systems, so as to maintain the integrity of any practice wide DMS product that may be in use.

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

## CMS CUTS IMPLEMENT TIMES

Dutch law firm Loyens Loeff & Nolst has implemented and gone live with a CMS Open practice management system in just three weeks. Derek Giles, on secondment from HCS in Australia to work with CMS European distributor Timesoft Hansco, says "the pace is frantic" in continental Europe with law firms queuing up to implement CMS systems.

In related developments: Deloitte & Touche Outsourcing in the USA has signed an ASP deal with Solution 6 that will see Deloitte offering CMS Open to its clients on an application services provider basis. In the UK, Kent-based Brachers (215 staff including 21 partners) has ordered CMS as its new practice management system.

## RESSOFT ENDS ON A HIGH

Legal systems supplier ResSoft ended the year 2000 on a high by clinching two major knowledge management deals in December. The most significant involved Freshfields Bruckhaus Deringer taking a global licence to run a KM system based on Autonomy software. The other deal involved the leading German firm Hengeler Mueller Weitzel Wirtz signing up for a KM project that will initially be based on the iManage document management and InfoCommerce collaboration portal, quickly followed by an integration with Autonomy.

## NEW FACES AT INTERFACE

Interface Software has appointed Gordon Adams as its new managing director with responsibility for international sales and operations. He takes over from Mitch Grossbach, whose relaxed manner undoubtedly helped win a lot of fans for the InterAction CRM system in the UK. Grossbach remains with Interface but has now returned to his native San Francisco. Interface has appointed Dan Von Weihe ([dvonweihe@interfacesoftware.com](mailto:dvonweihe@interfacesoftware.com)) as its UK sales manager.

## NEWS IN BRIEF

### ■ LOSSES INCREASE AT iMANAGE

Document management systems specialist iManage has reported a loss for its trading year ended 31 December 2000. Although turnover hit \$30 million, up 62 percent from \$18.6 million last year, the company posted a net loss of \$9.1 million, compared with a loss of just \$2.8 million in 1999. The company blamed the "slowdown in overall IT spending".

It has also emerged that iManage has signed a distribution agreement with Autonomy. One consequence of this is likely to be that the existing Verity search engine embedded in iManage will be replaced by the rival Autonomy system. The move is not only good news for Autonomy but also good news for ResSoft, which is Autonomy's main reseller and implementation partner in the UK and European legal IT markets.

### ■ IRISH BUY LATEST DOCS

William Fry, the fourth largest law firm in Ireland, has placed a 200 licence order for a Hummingbird PowerDOCS and DOCSFusion document management system. The order means four out of the top five law firms in Ireland have now invested in Hummingbird document management products. Meanwhile back in the UK, both Pinsent Curtis and MacFarlanes have recently placed orders for PowerDOCS and DOCSFusion systems as upgrades to their existing document management infrastructures.

### ■ FORSTER MOVES ON

Stephen Forster has departed from the Truemist/Marketeer exhibitions and PR group, which was probably best known in the legal market for running the old SOLEX event at the Barbican.

### ■ KOMMUNICATE ADDS SMS

Kommunicate is now the UK distributor for Short Message Server, a system that can support SMS messaging to mobile phones and pagers via a server on a LAN.

### ■ NEW CONSULTANT FOR ELITE

Elite has appointed David Langdon, who was previously with Nabarro Nathanson, as its new non-financial products consultant/trainer for Europe.

## METICULUS SETS DMS PRICE CHALLENGE

Meticulus Solutions (01249 700050), which at the end of last year said it would enter the document management systems market with a "high function, cost effective DMS aimed squarely at small and medium sized law firms", has now released details of its pricing structure. The system will cost from £190 per seat to buy (or £10 per seat per month to rent) with no hidden extras such as server licences. There is also an ASP option on its way.

In terms of technology, users must have NT Server, 32 bit Windows on the desktop and SQL Server 7.0 however the software can handle both Word and WordPerfect. The Insider has tested the software and while it has no delusions about competing with knowledge management systems, in terms of straightforward DMS functionality the Meticulus product represents a viable, bargain priced alternative to the Worldox, iManage and PC Docs systems. There is a free 30 day demo version available on the web.

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

■ Hopes that Microsoft might introduce an entry level DMS have been dashed by the release of the beta version of its Tahoe product. Now called Sharepoint Portal Server and due to go on sale this autumn, the system has moved into the knowledge management arena and is being promoted as an off-the-shelf solution for organisations wanting to develop intranets, extranet portals and virtual dealrooms. (See also page 6.) A Sharepoint download is at:

[www.microsoft.com/sharepoint/](http://www.microsoft.com/sharepoint/)

## TIMESLICE TO SHIP WINSCRIBE

Timeslice has become a distributor for the WinScribe LAN dictation and document processing system. The system is based on Philips digital dictation technology and lets users manage transcription across a PC network. Users can also submit dictation over mobile or touch-tone phones.

Timeslice and its sister company City Computers have published their consolidated results for the year 2000. The group made a profit of £203,000 on a turnover of £1.2 million. It also has £750,000 cash in the bank and a freehold property recently valued at £800,000.

## OYEZ BID CLEARED BY OFT

The Office of Fair Trading has cleared the way for OyezStraker to complete its takeover of the rival Stat Plus legal stationery and services group. The OFT said that as there were no barriers to market entry, it was unnecessary to refer the deal to the Competition Commission. The combined Oyez/Stat Plus group has a turnover of £125 million - approximately two-thirds coming from the legal sector. The integration of the two businesses has only just begun but one immediate consequence is that Stat Plus will no longer be selling Laserform electronic legal forms. Customers will instead be offered the OyezForms range.

## NEWS IN BRIEF

### ■ SCOTS EXPAND CASE SYSTEM

Leading Scottish law firm Morton Fraser is to expand its case management infrastructure by rolling out the system across the whole firm. The firm already runs Axxia's Case Manager software and the latest move will take the total number of users from 90 to 130, including all fee earning and support staff.

### ■ CHALLINORS SETS PRECEDENT

West Midlands solicitors Challinors Lyon Clark has completed the implementation of a Miles 33 Precedent accounts and practice management system. The 21 partner firm employs 130 fee earning and support staff in three offices in and around the Birmingham area.

Miles 33 has also published its latest accounts for the year to 30 September 2000. Although turnover was down by seven percent, pre-tax profits were up 25 percent to £1.96 million, compared with £1.57 million in 1999. This is the seventh consecutive year of growth since the MBO in 1994 and leaves Miles sitting on a cash balance of £7 million.

### ■ WOMBLING OFF TO OTHER FIRMS

North Carolina lawyers Womble Carlyle, widely regarded as the most advanced US law firm in terms of running its IT operations as a profit centre, has spun off its software products and support service activities as a separate business. Called FirmLogic, it will offer litigation support, software and web development plus management and IT consultancy services to other law firms and corporate inhouse legal departments.

### ■ CLT PUBLISHING CHANGES HANDS

EMIS, a medical and legal information systems company, has bought Central Law Training's publishing arm CLT Professional Publishing. The business will now trade as EMIS Professional Publishing and produce practitioner newsletters in print, CD and online formats. EMIS is also beta testing a new case management system, called Seneca, at a number of solicitors practices before a full launch later this year. The Seneca system is based around knowledge and document management applications.

## EPOCH IN ONLINE LAW DEAL WITH INSURER

Epoch Software, the company behind the Desktop Lawyer service, has launched a new pre-paid legal assistance scheme in conjunction with the Royal & SunAlliance insurance group.

Called LawAssure, it will offer subscribers unlimited access to a range of downloadable legal documents, an internet-based layman's guide to the law, unmetred access to a call centre-style telephone based 'legal support service' and legal expenses insurance. The service is available in two versions: consumers pay £99 pa (+ VAT) while small businesses pay £399 (+ VAT). Epoch is launching a similar service in the United States in association with the legal expenses insurer ARAG and the MyLawyer.com portal.

LawAssure say the scheme fits in both with the Lord Chancellor's Department's latest civil courts consultation paper (**see side-bar**), which hopes to encourage small claims to be made over the internet, and the earlier LCD *civil dot justice* consultation paper. The latter states that "The implications for the business of general legal practitioners are especially far-reaching if their clients or customers currently question or doubt value being delivered or added by the traditional legal advisory service. Into this category will fall, for example, the drafting of a wide range of standard contracts and agreements. Traditional legal service will be displaced by online document assembly."

According to Epoch's co-founder Richard Cohen: "Historically, cost has prevented many individuals and businesses from protecting themselves. But now the availability of unlimited legal information and accompanying intelligent legal documents means that users have a ready solution to deal with their everyday contractual and regulatory affairs. The combination of cutting-edge technology to deliver an affordable legal service, along with the human touch of personal advice poses a real challenge for the high street solicitor."

It all makes frightening reading for High Street firms but is it just hype or does LawAssure represent a real threat?

On the price front, while the legal expenses insurance element will not cover every eventuality, LawAssure quote a recent study by the Institute of Chartered Accountants suggesting that a business employing up to 50 staff can expect to pay £8000 a year on just routine legal advice and compliance with red tape. On these figures, the small business package would seem to represent excellent value for money, bearing in mind you cannot buy very much conventional legal advice from a High Street firm for £400.

But, on a more positive note, online legal services have now been around long enough in the UK to generate data about their effectiveness. And the evidence suggests the Lord Chancellor's Department may be guilty of wishful thinking in its enthusiasm for 'virtual' legal services. Real people with real problems, it seems, still prefer real lawyers.

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

## CIVIL COURTS GET PROMISE OF NEW IT

Last month the Lord Chancellor's Department was talking about its plans to invest over £90 million on technology to provide "a more joined up criminal justice system". This month it is the turn of the civil courts, with the Court Service publishing a consultation paper on its plans titled *Modernising the Civil Courts*.

Introducing the consultation paper, LCD junior minister David Lock MP said the structure of the civil courts and the way they work "while entirely appropriate for the time of Dickens... no longer serves modern day society".

The consultation paper envisages using technology to give people direct access to court services "from their own homes, the library, workplace and even the supermarket" via email, 24/7 call centres, public kiosks and interactive digital television (iDTV).

The proposals range from 'virtual courts' that permit small claims cases to be processed over the internet through to providing the judiciary and court staff with better IT systems and on to the bricks and mortar option of restructuring the courts network, so that courts are physically located where they best serve regional needs, population distribution and transport networks "rather than historical accident".

In addition to the videoconference pilot already running in Leeds and Cardiff, the Court Service is also embarking on a series of pilot projects, beginning this week with a scheme at Preston County Court allowing parties to email the judge with their interim applications. This will be followed by a information kiosks pilot allowing members of the public to use touch screen terminals to access advice and court forms from libraries in Telford - it will also include a videolink to a local Citizens Advice Bureau. Over the next year another pilot will provide consumers and small businesses with a web based service for issuing claims, judgments and warrants online.

■ The consultation ends on 21st April 2001. Copies of the consultation paper are on the Court Service web site.

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

## COREL GOES BACK TO WP BASICS

After months of management turmoil, Corel has completed its "corporate review" and announced a "blueprint for the future" that it hopes will return the company to a position of commercial strength and profitability. Cutting through the management consultancy gobbledegook, Corel has effectively announced it will get out of the Linux operating systems market - a smart move as all the evidence suggests interest in Linux has already peaked - and concentrate on two areas of software applications, namely CorelDRAW creative products and WordPerfect wordprocessing.

In the case of WordPerfect, Corel seems to have finally woken up to the fact it still has a loyal user base among the legal profession and says it is "committed" to ensuring forthcoming upgrades place a priority on meeting the particular wordprocessing needs of this market. The company is also talking about "rewarding customer loyalty through preferred pricing and licensing options".

Last week also saw Corel publish its results for the year ending 30 November 2000. Although still bad - a loss of \$55.3 million on a turnover of \$157.5 million, the company is sitting on nearly \$130 million in cash and has cut overheads by \$10 million a quarter.

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## SITUATIONS VACANT

London based legal systems supplier Timeslice reports that following the successful launch of its new Lawman2000 practice management system, plus the re-organisation and expansion of its operations, the company is looking to fill three vacancies in its sales & marketing department.

The posts are: Sales director: the successful candidate should have at least five years experience selling legal software and managing a sales department - package £100K. Sales executive: at least two years experience selling legal software - package £60K. Marketing assistant & administrator: up to £20K. Please email CVs in the strictest confidence to [personnel@timeslice.co.uk](mailto:personnel@timeslice.co.uk)

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## NEW CRIME BLOCK CONTRACT SYSTEM LAUNCHED

Mountain Software has completed a major development project to ensure its systems are compatible with the new criminal block contracting regime that comes into effect in April. The accounts software has been amended to handle the unique file number and quality standard requirements for designated fee earners. This will be issued as a free upgrade to users on maintenance agreements. In addition, the old magistrates court billing module will be replaced by a new criminal block contracting module. This will record time under the fixed fee structure and produce the new CDS6 and CDS7 forms. Prices start at £1000 + VAT.

## LEGAL TECHNOLOGY EVENTS DIARY

■ FEBRUARY 14, LONDON. Visions & Strategies for Knowledge Management in the Professional Services Industry. Free half day seminar hosted by Perceptive Technology and Microsoft at the Tower Room, London Underwriting Centre. Starts 9:30am. Speakers include Andrew Levison from Baker Robbins, Paul Broomfield of Microsoft and David Main of law firm Morgan Cole. To register for this event call 0870 166 6661, quoting reference 295.

■ FEBRUARY 20 & 21, LONDON. The Lawyer Information Systems for Lawyers annual conference at the Marriott Hotel. This year the event will be focussing on legal e-business strategies and portal based solutions. Tickets from £827 + VAT, for details call Centaur Conferences on 020 7970 4770.

■ MARCH 13-to-15, BIRMINGHAM NEC. Solicitors - the National Legal Office & Legal Services Exhibition. Three day exhibition of both IT and more general legal office services. Sponsored by the *Law Society Gazette*. Times: 10:00am to 6:00pm (Thursday 15th until 4:00pm). Admission is free. For further details or to pre-register for tickets call Nationwide Exhibitions on 0117 907 1000.

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

■ MARCH 15 & 16, LONDON. Knowledge Management for the Legal Profession. Two day conference on KM that will be looking at the people and cultural issues associated with knowledge management projects, as well as the technology. The event is organised by *Managing Partner* magazine, for details call 020 8785 2700

[www.kmmagazine.com/Events](http://www.kmmagazine.com/Events)

■ MARCH 26 & 27, FOREST OF ARDEN, ACUA (AIM Computer Users Association) National Conference. Two day event at the Marriott Forest of Arden Hotel, near the Birmingham NEC. The event qualifies for 12 CPD points, the full delegate rate (including accommodation is £340 +VAT or £295 if you book before the end of February. For details call 01789 296096.

## VIRTUAL DEALROOMS HIT THE MARKET

A few months ago the Insider predicted that virtual dealroom-type products would become *the* hot technology this year - and so it is proving, with six new systems being announced over the past couple of weeks. For prospective users this is excellent news as the competition can only help force prices down. (See also Tahoe story on page 3)

■ Legal market newcomers PeopleDoc (this is a UK based company backed by the 3i venture capital group) used this week's Legal IT show as an opportunity to launch their new virtual dealroom system. It is available either as an ASP service or can be installed and managed within a firm. The company claims the system's use of 'reusable transaction frameworks' means law firms "can have a customised virtual deal room up and running within days."

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

■ US-based Aspen Grove launched its Aspen Workflow product at the recent LegalTech New York show. Aspen say it is an ideal system for corporate legal departments instructing multiple law firms as they can build a common workflow extranet that each firm is able to access.

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

■ Systems integrator Ramesys is using its relationship with Documentum as the foundation for launching a range of new document, case and knowledge management products that, among other things, will allow law firms to offer client extranet, dealroom, and online document assembly services.

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

■ Earlier this week KnowHow Systems (the company's software has been used for over a year by Berwin Leighton in its Be-Legal online legal service) launched its new Java and XML based KcentriX online document assembly and delivery system. We hope to have a full report next time.

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

■ Another newcomer to the legal systems market is Geodesia with its WorkRooms extranet application. The system uses standard Microsoft Office tools and, according to chief executive Peter Rouse, its approach is to provide a 'temporal view' so users can see the 'story' of how a matter has progressed and evolved.

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

■ And, finally, LegalPulse, the recently launched web-based free legal advice and document download service, is planning a 'Client Room' extranet link for law firms and their clients that will allow information to be stored, retrieved and replicated for processing offline.

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

## WEB NEWS IN BRIEF

### ■ NEW COSTS & BUDGETS SITE

LegalBudgets.com, which went live at the end of last month, is a new site offering advice and assistance for law firms considering alternatives to the hourly rate for their billing structures. The site contains extracts from Law Society professional conduct rules relating to budgets, articles on the latest cases on costs and a precedent for a legal budget.

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

### ■ HSE GOES DOTCOM

The Health & Safety Executive (HSE) and legal publishers Butterworths Tolley last week launched a new site designed to help employers meet their responsibilities under health and safety legislation. Called HSEDirect, it contains the full texts of Acts, regulations and approved codes of practice and has been designed to make the site as user friendly as possible. For example searches can be carried out by topic, by Boolean word searching, or using a 'natural language' facility. Pricing options include: single user annual subscriptions, multiuser licences and 24 hour 'day tickets'.

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

### ■ DIRECT LAW GETS WEBBY

Epoch Software has launched a new version of its DirectLAW ecommerce system for law firms. The enhancements include a new web browser interface to make it simpler for clients to download and assemble documents online.

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

### ■ DOOM AND GLOOM AT THE DOME

So who uses a web site offering advice on employment law issues and providing referrals to law firms specialising in unfair dismissal and redundancy work? According to one sharp-eyed Insider reader, who visited the Millennium Dome at Greenwich just before Christmas, the answer is employees of the Millennium Dome. Looking around the Dome's Technology Zone, he was amused to see that not only were all the PCs on display being used by the Dome's own staff to surf the net but that their favourite destinations were web sites offering help with employment law problems.

# LEGAL HIT LIST TOP 25

Our latest chart rankings for the UK's busiest legal web sites is based on the quarterly traffic figures for Q4 2000.

Interactive Lawyer is still the busiest site but it is worth noting that if the Law Society combined its three sites within one portal, it would hit the Number 1 spot. Desktop Lawyer had problems with traffic logging software in October, so its figures are lower than might be expected and, as a result of installing new monitoring software, Butterworths discovered it was under recording its traffic.

With the exception of DLA, law firms continue to make a relatively poor showing. Insider research suggests this is because many firms have still to appreciate the link between web sites and marketing and, as a result, are either inadequately promoting sites or else not monitoring their performance. Whatever the explanation, it means these firms effectively waste what money they currently are spending on internet projects. The full chart, including a breakdown by site category, can be found on the web at:

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

1. (1) interactive-lawyer/LAWTEL ([www.interactive-lawyer.com](http://www.interactive-lawyer.com))  
Page Views 5.82 million - Sessions 159,606
2. (2) Butterworths LEXIS Direct ([www.butterworths.com](http://www.butterworths.com))  
Page Views 5.5 million - Sessions 581,381
3. (4) International Centre for Commercial Law ([www.icclaw.com](http://www.icclaw.com))  
Page Views 2.83 million - Sessions 286,860
4. (3) Solicitors Online ([www.solicitors-online.com](http://www.solicitors-online.com))  
Page Views 2.75 million - Sessions 115,461
5. (5) Law Society ([www.lawsociety.org.uk](http://www.lawsociety.org.uk))  
Page Views 2.11 million - Sessions 227,059
6. (-) Law Department Network/PLC ([www.lawdepartment.net](http://www.lawdepartment.net))  
Page Views 1.96 million - Sessions 3294
7. (6) Lord Chancellor's Department ([www.open.gov.uk/lcd](http://www.open.gov.uk/lcd))  
Page Views 1.22 million - Sessions 93,976
8. (7) Smith Bernal Casetrack ([www.casetrack.com](http://www.casetrack.com))  
Page Views 1.21 million - Sessions 92,660
9. (9) Law Society Gazette Online ([www.lawgazette.co.uk](http://www.lawgazette.co.uk))  
Page Views 997,597 - Sessions 108,000
10. (8) LegalCV ([www.legalcv.com](http://www.legalcv.com))  
Page Views 901,577 - Sessions 94,442
11. (12) Delia Venables Legal Resources ([www.venables.co.uk](http://www.venables.co.uk))
12. (14) Sweet & Maxwell ([www.sweetandmaxwell.co.uk](http://www.sweetandmaxwell.co.uk))
13. (17) DLA Solicitors ([www.dla.com](http://www.dla.com))
14. (19) Employment Solicitors ([www.employment-solicitors.co.uk](http://www.employment-solicitors.co.uk))
15. (16) EveryForm ([www.everyform.net](http://www.everyform.net))
16. (18) Divorce Online ([www.divorce-online.co.uk](http://www.divorce-online.co.uk))
17. (15) Desktop Lawyer ([www.desktoplawyer.co.uk](http://www.desktoplawyer.co.uk))
18. (-) elexica ([www.elexica.com](http://www.elexica.com))
19. (21) Personal Injury Network ([www.accidentcompensation.com](http://www.accidentcompensation.com))
20. (25) Family Solicitors Network ([www.family-solicitors.co.uk](http://www.family-solicitors.co.uk))
21. (-) Legal Technology Online ([www.legaltechnology.org](http://www.legaltechnology.org))
22. (23) Law on the Web ([www.lawontheweb.co.uk](http://www.lawontheweb.co.uk))
23. (-) Lawyers Online ([www.lawyersonline.co.uk](http://www.lawyersonline.co.uk))
24. (13) Employment Law ([www.emplaw.co.uk](http://www.emplaw.co.uk))
25. (-) Infolaw ([www.infolaw.co.uk](http://www.infolaw.co.uk))

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**Privacy policy:** We do not sell or disclose the names, addresses or contact details of our subscribers. We are registered under the Data Protection Act 1998.

## ALLVOICE WINS L&H COURT ORDER

The UK's AllVoice Computing, which over the past three years has been waging a David & Goliath-like campaign of litigation against the giants of the speech recognition industry it claims have infringed its patent rights, has won a key court ruling in its dispute with Lernout & Hauspie. Although L&H has filed for Chapter 11 protection from its creditors, a US bankruptcy court last month ruled that AllVoice was exempt from the general stay on litigation against L&H and is Dragon systems subsidiary.

Meanwhile the L&H soap opera continues with the last couple of weeks seeing the chief executive John Duerden, previously with L&H subsidiary Dictaphone, forced out of office and off the board in what appears to have been a coup mounted by Belgian board members. But, there is also good news. The court has extended the deadline for holding a shareholders' EGM until 1st May and the company claims it has "reached a preliminary agreement on \$60 million in rescue financing".

## BLOODY SUNDAY SYSTEMS WIN SCL ANNUAL IT AWARD

The consortium responsible for putting together the courtroom presentation technology and litigation support infrastructure backing Lord Saville's inquiry into the 1972 Bloody Sunday shootings in Londonderry has won this year's Society for Computers & Law IT award.

The consortium was headed by ICL and included Smith Bernal, with its Livenote real time transcription system, and OyezStraker's litigation support subsidiary Legal Technologies. The award was presented by David Lock MP, the junior minister at the Lord Chancellor's Department.

The undoubted star of the Bloody Sunday IT show, which makes this technology stand out from all other evidence presentation systems in use in the UK, is a 3D virtual reality recreation of 1972 Londonderry. According to Lord Saville, along with speeding up proceedings, the 3D graphics provide an impartial aid to witnesses - as distinct from being just one side's reconstruction of events.

The runners up for the award were the 2Ends online CPD system, Perceptive Technology's Mentor knowledge management product, the IRIS XML-based knowledge management system from Interface Software and the BAMB welfare benefits system from Ferret Information Systems.

Here on the Insider we thought BAMB (Benefits Advice in Multi Media since you ask) was the most interesting of all this year's entries. The software provides an easy to operate calculator for working out welfare benefits, tax credits and similar entitlements, that supports any one of up to twelve different languages and can be accessed via the web, a PC network or even a touch screen terminal as part of a public information kiosk.

## NEWS IN BRIEF

■ **ORDERS UP AS SHARES GO DOWN**  
Minter Ellison, one of Australia's largest law firms, has just signed contracts to implement Keystone as its practice management system throughout its Australian office network. Keystone has also secured orders for its PMS system from two more US law firms - 165 lawyer Gordon Thomas Honeywell in Seattle and 65 lawyer Selman Breitman in LA. That's the good news. The bad news is the value of Keystone shares suddenly fell by 17 percent last month as investors finally woke up to the warning the company made in its interim results announcement before Christmas, about the general post Y2K sluggishness of the legal IT market.

■ **LONDON BRIDGE PROFITS FALL**  
London Bridge Software, the credit risk and CRM systems company formed by Gordon Crawford, reported a 34 percent fall in pre-tax profits for the year 2000. A number of factors were blamed, including the poor performance of its Vectus 'business origination' software which began life as the Hatton Blue case management system. Crawford, who recently stood down as chief executive - he remains the chairman, is probably better known in the legal world for his previous business Charterhouse. This specialised in Wang and IBM-based legal accounts and debt collection systems.

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