LEGAL TECHNOLOGY INSIDER

LITIG to go it alone

At a meeting in London at the end of last month, the Legal IT Innovators Group (LITIG) decided to go it alone and set itself up as an independent, non-commercial body for senior IT professionals, such as IT directors, partners in charge and department heads, involved in the implementation, use and support of legal IT systems in the UK.

LITIG, which will focus on the strategic rather than operational issues facing mid-to-large sized law firms and inhouse legal departments, aims to campaign for standards, compatibility and ease of use of systems within the legal IT market place. And, although it envisages collaborating with other organisations, such as LSSA, in order to maintain its independence suppliers will not be eligible for membership.

The October meeting also agreed LITIG would be self-funded by subscription fees, currently set at £500 per person, and that "as a final statement of independence and to make it reflect the revised purpose," the group should select a new name.

The next meeting is scheduled to take place in late January at Eversheds offices in Birmingham. IT directors interested in learning more should contact LITIG coordinator David Robbins on 07803 281868.

The Insider web site

For the top legal technology news, jobs, links and information resources - visit the award winning Legal Technology Insider web site.

www.legaltechnology.com

Bar IT shock - ACE bought by Meridian

After years of intense and frequently bitter competition, last Friday (8 November) a deal was struck by Meridian Law to purchase Applied Computer Expertise (ACE), its arch-rival in the Bar legal systems market.

According to the statement issued by Meridian "ACE has been losing market share for some time and it has become apparent recently that a substantial amount of investment in ACE was going to be required. Consequently ACE started looking for potential buyers to salvage the situation and approached Meridian Law.

"Meridian Law is ideally suited to take on the role of acquirer, having some 10 months ago become a part of the Mountain Software Group and is in a financially strong position, with a wealth of experience in the Group to succeed where many other possible suitors may have failed."

Ian Knox, the managing director of the Mountain Software Group added "This is a fantastic opportunity and a step nearer to our goal of providing excellent software in every chambers throughout England and Wales. I strongly believe the acquisition will result in a solution that will reap many benefits for the Bar in both the short and long term."

Meridian Law says it intends to continue to work very closely with the Bar, chambers and the user groups to further develop its products and services and is now planning to combine the best elements of both packages in a single system.

ACE was formed by Rod Voyce in 1984 and very quickly established itself as the market leader in the supply of fee note billing, accounting, diary and case management systems for barristers chambers. However a diversification into practice management systems for solicitors, with its Infinity software, was less than successful and culminated in ACE announcing in December 1997 that it was pulling out of the market. In the years that followed ACE also saw its user base within the Bar erode away. Latest figures indicate Meridian Law is now the largest supplier with a 65% share of the chambers market.

Another new face enters the digital dictation market

There seems to be no let up in the digital dictation systems goldrush with this month seeing yet another new player set out its stall. The company is Lexacom (0870 777 3336) and it joins the legal market after cutting its teeth in the medical field. Its core products are Lexacom Talk for dictation and Lexacom Type for transcription and they can operate over a network or remotely, with dictation emailed in for transcription as file attachments.

In common with the competition, Lexacom also offer a workflow management application and there is now a new Lexacom Mobile module that allows you to use a PDA (running PocketPC 2002) to record and submit dictation without the need of a dedicated digital voice recorder.   **www.lexacom.co.uk**

News in brief

■ **LIT SUPPORT - CRACKER AT G3**
Litigation support bureau G3 Consulting (020 7787 2740) will now supply Advocate Solutions' Discovery Cracker system in the UK. Cracker is an electronic discovery application that can be used to create litigation databases complete with associated images, full text files and metadata from email systems and virtually any other electronic file format. Discovery Cracker data can then be exported into litigation support systems, including Ringtail CaseBook which is also supplied by G3 Consulting.

■ **POINTING AT ITNET**
Andrea Pointing, previously with Miles 33 and more recently at Axxia, has joined FM and outsourcing specialists ITNet as business development manager for the legal sector.

■ **ELITE - REVENUE UP, PROFITS FALL**
Elite has published its results for its third quarter to 30 September 2002. These reveal an increase in turnover to $19.3 million, compared with $18.5 million in Q3 2001, and total revenues for the year to-date up 13%, to $56.8 million, on last year. Net income for Q3 fell from $1.9 million in 2001 to $1.4 million however this was accounted for by a big increase in operating expenses, particularly R&D. Elite chairman and CEO Chris Poole predicts further growth in Q4, with a lot of sales still in the pipeline but warns that the overall economic situation remains "tough" and "affords a lack of visibility" regarding the future. The figures also reveal that during the last quarter over 40% of Elite's sales to new customers came from law firms based outside the United States.

■ **CRM MEETS THE SIMS**
Top 100 firms Mourant du Feu & Jeune and Gouldens are using the integrated client relationship management system within the TMA-SiMS practice management system to meet their marketing and CRM needs. Alan Thompson, of Thompson Moore Associates (01276 692260) the company behind the TMA-SiMS product, reckons that along with offering "a good embedded alternative to off the shelf CRM products" an additional benefit is "it gives access to all current and archived financial, time and billing data recorded in the core PMS system, something firms lack when using off the shelf products.

Hopkins use Seneca to manage white finger cases

Hopkins Solicitors, which has offices in Nottingham and Mansfield, is now using the Emis (0870 122 5525) Seneca contact and file management system to provide the IT framework for managing over 650 'vibration white finger' (VWF) industrial disease personal injury compensation claims. The firm has also integrated its digital dictation system with Seneca.

Seneca differs from most conventional case and matter management software in that along with workflow automation, it also handles document assembly, document management and offers scope for expanding into a knowledge management system, by linking through to both a firm's own precedents and external know-how sources, such as the personal injury law titles produced by the Emis group's electronic publishing division.

www.emisit.com

Workshare forms alliances

Workshare Technology, best known as the developer of the DeltaView and Synergy document content comparison and collaboration applications, has just formed distribution partnerships with two legal systems suppliers - Kramer Lee & Associates and the Anglo-Irish software developer Opsis, which has offices in Dublin, Belfast and Stamford.

KLA will be adding DeltaView and Synergy to the portfolio of products and services it already supplies to larger firms, while Opsis will, in the words of CTO Mike Butler, be using the Workshare products "to complement and enhance our Solicitor case management software to more fully meet our client's document management requirements."

Law firm gets in 2 txt messaging

Scottish law firm Digby Brown, which has offices in Edinburgh, Glasgow, Dundee and Glenrothes, is to install a new SMS text messaging system that will allow staff to send messages to their colleagues, clients and other offices. The firm will use 'group txt' software, part of the txttools range of SMS applications from Cy-nap Limited (0113 234 2111). Interestingly, the software is available free of charge and the only cost relates to sending text messages, for which Digby Brown will pay a standard rate.

Commenting on the project, the firm's systems manager Fraser Ewing said "We know from experience that a lot of communication is unnecessarily involved. Sometimes you need to simply impart a small piece of information to everyone in the firm. Using conventional means, this can be a laborious process. Text messaging very elegantly solves this problem for us. We had a case recently where over a period of days we had been trying to contact a client by every means possible, bar smoke signals. Then we sent him a text message and within four minutes he had called us."   **www.txttools.co.uk**

Thomson Snell sign up for business continuity

Thomson Snell & Passmore, one of the oldest firms in the country, has become the first to sign up for a new business continuity and disaster recovery service called Office-Shadow.

Office-Shadow, which was formed earlier this year, offers a range of services including crisis management planning, data security audit, off-site data backup, data replication, IT recovery and immediate access to fully equipped emergency office space. However according to one of its directors Mike Quinn (ex-AIM and more recently with Guardian IT) the key attraction is the company's focus on the SME market, whereas rival services aimed primarily at financial institutions have traditionally been too expensive for smaller organisations such as law firms.

Along with Thomson Snell & Passmore, three other solicitors practices have also signed up for Office-Shadow within the past couple of months. Quinn says that as well as the obvious intrinsic benefits of crisis management planning, more and more firms are reporting that their insurers are making business continuity plans a precondition of renewing insurance cover.

Office-Shadow is running two half day seminars on business continuity and disaster recovery at the Selfridges Conference Centre, in London, on 5 December. For details call 07004 742369.

www.office-shadow.com

Bill formatting - Whitehill gets some competition

For the last five years Whitehill Technologies' software has dominated the bill formatting market for firms wanting greater control over the way their invoices and financial reports are generated by their accounts systems. But, is this about to end?

SoftDesign (020 8293 3123) - the company was last in the news in February when it took over the old MIL/Management Interface business - has just reported two more sales for its own Bill Formatting & Reporting system to Berrymans Lace Mawer and Hextalls (previously Hextall Erskine). Both firms will be running the software, which was developed by SoftDesign in conjunction with Lewis Silkin in conjunction with the Axxia accounts systems.

Phil Heath of SoftDesign says that along with greater control over formatting, the simplified routines for the maintenance and creation of bill packs means firms should be able to bill their clients in a more timely manner, which in turn benefits cash flow.

The rival Whitehill Technologies' systems are available in the UK through Axxia and Tikit's Aurra Consulting subsidiary. Recent implementations of Whitehill by Aurra include Ince & Co and Allen & Overy on Elite and Ward Hadaway on CMS Open.

■ Aurra, which now positions itself as a "back office legal technology consultancy" has revamped its web site which now carries a lot of useful advice about that currently very hot topic: how to get the most out of your practice management system.

www.aurra.co.uk

News in brief

■ **MSS MAJOR WIN & UPGRADES**
Geo Post, the international transportation and parcel distributor that owns Parceline, Interlink Express and Interlink Ireland, has selected AlphaLaw-debt software from legal systems supplier MSS (01252 371121) to provide the technology platform for the group's new debt collection and query resolution processes.

In other developments at MSS, the company has released Version 1.7 of its AlphaLaw-vantage practice management system - new features include a new credit control module, HotDocs document production and support for the latest CDS criminal legal aid system requirements. The latest version of the MSS conveyancing case management system now also supports the NLIS channel provider TM Property Services.

■ **CASE & LEXCEL CONSULTANCY TIP**
The Ideas People (TIP) is a new consultancy formed by former practising solicitor Craig Jones to provide firms with advice and assistance on the development and implementation of case and Lexcel management systems. Before setting up TIP (07941 800674), Jones was with the legal systems supplier Videss, where he helped develop the company's personal injury case management system. TIP also works on web site design projects for law firms.

www.tipconsultancy.co.uk

Looking for IT staff ?

Looking for IT staff, including positions in sales, development, web services, know-how, library services, support and training? Then post your vacancies free of charge to the Jobs Board on the Insider web site by emailing the details to *jobs@legaltechnology.com*

■ This week's top jobs include: **Smith Bernal Wordwave** is looking for a new sales director. And a "leading London firm" is looking for a Hummingbird applications developer, two legal applications developers, a legal business analyst and an operations support analyst on salaries ranging from £28K to £45K. We also have some new job vacancies for librarians and KM specialists. For details of these and other vacancies visit the Jobs Board at **www.legaltechnology.com**

Solo software supplier dies

The Insider has just learned that Jim Strachan, the developer of the Strongbox accounts and time recording system for sole practitioners and very small firms, died a fortnight ago. Although Strachan's company, James Strachan & Co, sold the rights to the Windows version of the software to Peapod Solutions, who subsequently redeveloped it on a 32-bit platform and now sell it as part of their LEGALOffice suite, Strachan continued to support a number of users of the original DOS version of his system up until his death.

News in brief

■ **NEW HEAD FOR BILLBACK UK**
Billback Systems (020 7246 9999) has relocated one of its directors, Eldean Ward, from its Sydney, Australia office to run the company's UK and European operations. Ward will head the marketing effort for the new iBillback suite of cost recovery applications. Ward says iBillback differs from rival products like Copitrak and Equitrac in that it is a Java and browser based application running on SQL. Insider sources report that iBillback is currently being implemented at two top 10 City firms.

■ **NEW EQUITY RELEASE CD**
Michael Kaye of Kaye Tesler & Co, one of the better known practising solicitors-as-an-IT innovator, has published a new CD-based CPD training course on equity release mechanisms that allow the elderly to access some of the capital tied up in their homes. The new CD follows an earlier course on e-conveyancing and a further CD on money laundering is now under development. For more details call 020 8809 6756.

Keep up with the news

Keep up with the latest news between issues of the Insider by subscribing to our free ezine the *Legal Technology Insider Newswire*. It is delivered direct to your desktop as a plain text email. To be added to the distribution list, send a note of your email address, including the word 'News' in the header, to
news@legaltechnology.com

OurBase KM system has granite foundations

The Granite & Comfrey KM consultancy (now part of the Tikit Group) provided the design and advisory services needed to help build Richards Butler's new and highly rated 'ouRBase' knowledge management system.

Commenting on his involvement with the project, Granite & Comfrey managing director Derek Sturdy said "Richards Butler's ouRBase is an original project in the sense that it was never driven by the technology but instead harnessed technology alongside paralegal skills, PSL skills and information skills to deliver a knowledge service to the lawyers.

"This interdisciplinary approach has had some clear benefits, especially in two areas: good buy-in from both users and those who contribute alike, because all were involved; and harnessing the lawyers' knowledge (including PSL knowledge) to data structures which facilitate updating - the key issue for ongoing value in a legal knowledge management system."

Nabarros to roll out DDS

Nabarro Nathanson is to implement BigHand's TotalSpeech software firm wide. The system will be rolled out to over 650 users in the London, Sheffield and Reading before the end of the year. Commenting on the project, Nabarro Nathanson chief information officer Nick Taylor-Delahoy said "The pilot was an overwhelming success. It led immediately to greater secretarial efficiency, a marked increase in work sharing, and a tangible improvement in the turnaround time of documents."

DDS seminars & events diary

■ NOVEMBER 19, LEEDS. Voice Technology for Professionals seminar at the Crowne Plaza, Wellington Street. The event is organised by speech recognition & digital dictation specialists VoicePower, for details call 01943 468 000.

■ NOVEMBER 19, BIRMINGHAM. Digital dictation seminar organised by Stat Plus Speech Processing Solutions at the Orange Studio, 7 Cannon Street. Starts with breakfast at 9:00am. There will be a further Stat Plus seminar on 19 December in Exeter. For details call 020 8254 5112.

■ NOVEMBER 28, LONDON. Legal Technology Insider is hosting its Digital Dictation Question Time, in association with nFlow Software, at the offices of Reynolds Porter Chamberlain. Starts at 6:00pm. Book a seat online at **www.nflow.co.uk/events**

■ DECEMBER 3, LONDON. Digital dictation & workflow management briefing organised by WinScribe UK at the Hotel Russell, Russell Square. Two sessions - 10:30am to 12:30pm and 2:00pm to 4:00pm. For details call 0118 984 2133.

New products & services

■ **NFLOW DIGITAL DICTATION ENTERPRISE SERVER**
nFlow Software (01245 463377) is now shipping a new Enterprise Server for its DictaFlow digital dictation workflow software. The new architecture will allow firms to distribute dictation storage in such a way as to greatly optimise LAN and WAN traffic whilst significantly reducing cost of system deployment and management by requiring only one database server. The Enterprise server will also allow firms to take greater advantage of new NAS/SAN technologies.

nFlow's technical manager Jim Park said "The new server came about as a result of listening to the issues raised by firms that have been reviewing the digital dictation technology market. For example, we were told that one of the biggest IT costs for law firms, with two or more offices, is the WAN. The Enterprise server will mean dictation sound files travel over the WAN only when they absolutely have to. This is opposed to some other systems where dictations travel to or from a single server for every transaction. The benefit is the system can be presented and managed centrally as a complete enterprise solution across multiple geographical locations whilst optimising the cost of sound file transport around the network."

■ **LOVELLS TAKES NEW FM SERVICE FOR HELP DESK**
As part of the recent move into its new Atlantic House offices, Lovells invested in the CAFM Explorer system from FMx Limited (01293 560056). CAFM - or computer aided facilities management - is a Windows-based product that can be used to help automate different aspects of the management of an organisation's internal facilities such as room booking, space management and asset tracking. It is worth noting that FM is being used here in the context of internal management processes and should not be confused with outsourcing.

Lovells is currently using CAFM in conjunction with its help desk operations but is investigating further applications, as are Davies Arnold Cooper, Withers and Clyde & Co. CAFM runs on an Access database (a SQL Server version is available) controlled by a Windows Explorer 'tree' view. Prices start from £500.

www.cafmexplorer.com

■ **NEW KM SYSTEM NOW SHIPPING**
Kcentrix Software (01291 641715) this week launched its new Kcentrix knowledge management system at the KM Europe event at the Alexandra Palace in London. Kcentrix is based on a product originally developed for a law firm to deliver advice, guidance and documents online.

According to Kcentrix founder David Cornwell, the software "automates the creation, maintenance and delivery of decision trees to encourage a self help knowledge sharing structure" by interacting with the user through standard web pages. Using Kcentrix's Q&A style advice sessions, firms should be able to give their fee earners, staff and clients access to the information they need without searching through reams of FAQs (frequently asked questions) or relevancy ranked search results.

www.kcentrixsoftware.com

Legal technology events diary

■ NOVEMBER 20, BRISTOL. Laserform Open Day seminar looking at how to increase billing and avoid negligence claims. The guest speaker is Insider editor Charles Christian and the event qualifies for 4 CPD hours. The times are 9:00am to 1:30pm and the event includes refreshments. For details call Laserform on 01925 750020 or visit
www.laserform.co.uk

■ NOVEMBER 20, BIRMINGHAM. Law firm knowledge management one day conference - speakers include Catherine Hearn of Irwin Mitchell, Michael Maher of Eversheds, Heather Robinson of Bevan Ashford and Vicky Foster of Pinsent Curtis Biddle. The event is organised by TFPL (020 7251 5522) and the delegate fee is a very reasonable £225 + VAT. More details are at
www.tfpl.com

■ NOVEMBER 20, LONDON. Free seminar on the use of the PISCES EDI standard in the commercial property market. The speakers include Danny Freedman from Dundas & Wilson. The event is organised by Calvis and takes place at the Chancery Court Hotel in Holborn. Starts 9:15am and ends with lunch at 1:00pm. To book a place call Viviane Morris on 01748 813900.

■ NOVEMBER 21, BIRMINGHAM. Law Society Law Management Section's annual conference 2002 at the Hilton Metropole. This increasingly popular event runs from 9:00am to 5:00pm and qualifies for 5 CPD hours. Fees from £130 + VAT. For details call Paul Seymour on 020 7316 5572.
www.lms.lawsociety.org.uk

■ NOVEMBER 21, LONDON. Records Management Forum centred on LegalKEY's Record Management and integration with PMS and user experiences. For details call Kramer Lee & Associates on 01268 494500.
www.kramerlee.com

■ NOVEMBER 28, LONDON. Document Management - the contrasting architectures. Seminar focusing on DMS comparisons and customer's perspective. For details call Kramer Lee & Associates on 01268 494500.
www.kramerlee.com

Check in for a new web site at the Law Cafe

The Law Cafe is a new company that has been set up to design professional looking web sites for smaller law firms. Prices start at £500 and this includes one year's web site hosting, email forwarding and a site maintenance deal, so firms can update the content of their sites on a monthly basis. A .co.uk domain name is also included at no extra cost for those firms who have yet to register one. Firms can choose from over 260 different designs and colour-schemes, with new sites going online within one week of an order being placed. For more details email Lee Harris at *info@thelawcafe.co.uk* or visit

www.thelawcafe.co.uk

News in brief

■ **ONESEARCH AIMS TO SIMPLIFY**
Confused by NLIS ? As an alternative have a look at the Onesearch Direct (0800 052 0117) service, which has been providing local searches for Scottish solicitors since 1992 and is now expanding into the rest of the UK. The service promises local search results within three days for a flat fee of £100, with searches charged on account on a no sale, no fee basis.
 www.onesearchdirect.co.uk

■ **NEW HEALTH & SAFETY EXTRANET**
Ashurst Morris Crisp's environmental and health & safety group has launched a new extranet-based information service. The service, which is free of charge to clients, provides access to news, publications and advice summaries on different aspects of developments in UK, European and international environmental and health & safety law. Academics, consultants and other organisations who are not formal clients of Ashursts can access the site for a nominal fee.
www.environment.ashursts.com

Web site searches

The Insider web site has upgraded its search engine facilities to provide more tightly focussed results from searches of the Insider newsletter and Newswire archives. The archive is searchable as far back as 1997.
www.legaltechnology.com

Brief Place aims to beat the crush at the Bar

This month saw the launch of a new online service - Brief Place - that is intended to improve the efficiency of barristers' chambers in England and Wales by providing them with a central forum in which to exchange court appointments information.

The concept behind the service is to provide a comprehensive a court listing (including Magistrates, Crown and County Courts) showing which chambers have barristers attending a particular court on any given day. So, for example, when chambers are trying to find counsel to cover a case at Highgate Magistrates Court, instead of making dozens of "have you got anyone to cover" calls to other sets, they can find counsel already at that court with one search of the Brief Place web site.

Brief Place began life as a phone based service but ensuring the information it contained was up to date proved problematic as chambers appointment diaries can change by the hour. At this point Meridian Law, the market leaders in Bar IT systems, became involved and redesigned the software so non-sensitive information from chambers diaries (such as court details, court numbers and contact information for chambers) could be collected automatically from chambers' clerking systems servers several times a day and uploaded on to the Brief Place site.

Meridian Law is planning further enhancements that will allow users of the rival ACE system - *see also front page* - to also automatically post diary information on to Brief Place.

Brief Place is one of three similar services. The first was FreeBar.com but this now appears to be moribund. The second, which also launched earlier this month, is CourtDiary from Law & World Wide Web Specialists, a company set up by Paper Buildings clerk Robin Driscoll. Unlike Brief Place, CourtDiary is free to use however clerks have to manually key in all the court and diary appointments data they want posting onto the site.
www.briefplace.co.uk
www.courtdiary.co.uk

New face in online news filtering

Software developer Solcara has launched a new news filtering system that it hopes will help firms keep on top of the growing number of online information services now feeding content into their offices.

Called InTheNews, like the rival Vrisko NewsTracker system (now used by Linklaters and Baker & Mckenzie) it can access content from a number of specialised providers however Solcara's professional services director Robert Martin believes InTheNews is more flexible as it can also analyse and filter results and then cluster items from multiple sources around identified topics such as, for example, a particular merger story.

The system is based on the company's press & PR software product Solcara Press Bureau which is already in use with three of the UK's largest police forces, including the Metropolitan Police. For details call 01895 820950.   **www.solcara.com**

Osborne Clarke crack down on email abuse

We are all familiar with the problem of external email abuse, such as spam, but what about internally generated junk mail? One firm that has tackled the problem is Osborne Clarke, which recently implemented the MailMeter email management system from Waterford Technologies.

Head of technology Nathan Hayes said the firm had wanted a non-invasive system that would enable them "to enforce our email usage policy from a position of knowledge rather than guesswork, stamping out both internal and external email abuse." He cites as an example a situation where MailMeter highlighted some conversation pairs within the firm who were sending as many as 80 non-work related emails to each other during a day. "Before implementing MailMeter, we were not in a position to take any action to prevent the abuse. However we now have demonstrable evidence of misuse which means that, if necessary, we can challenge offenders who are not adhering to the guidelines stipulated in our email usage policy."

Hayes adds that MailMeter is a non-invasive system as it does not actually read the content of emails but instead generates summary information on email headers, attachments and the domain names to which emails are being sent and received from "enabling us to enforce email best-practice without alienating our staff or infringing their rights."

MailMeter software costs in the region of £8300 for a 900-user licence and is available on a free seven-day evaluation basis.

www.waterfordtechnologies.co.uk

Email management news in brief

■ **ALWAYS ON EMAIL FOR PDA USERS**
The London office of US firm Dorsey & Whitney has been field testing the Duality always-on email system from Commtag (01223 353535). This allows users when out of the office to receive, process and send emails with attachments, in real time, from PDAs such as the Compaq iPAQ. To ensure security between the user's office PC and the PDA, in case the latter is lost or stolen, Duality also offers an encryption system that locks down access to all information when the PDA goes into 'sleep' mode until the user re-enters the security log-in routine.

www.commtag.com

■ **KVS RELEASES ENTERPRISE VAULT VERSION 4.0**
KVS (0118 927 3800) last week launched Enterprise Vault 4.0, the latest version of its email management and archiving system Microsoft Exchange and SharePoint Portal Server platforms. New features include: accessing corporate email vaults offline for laptop workers, new APIs for exploiting external storage capabilities as well as file system archiving for file server content, SDKs to support the Microsoft .NET framework and scalability designed to support in excess of 100,000 users.

www.kvsinc.com

Subscriptions to the Insider

Legal Technology Insider is published every three weeks and is available only on subscription. UK rates: one year @ £115 for 15 issues or two years @ £190 for 30 issues. Rest of World £135 pa or £230 for 2 years. Payment in £Sterling - we accept credit cards.

■ **To subscribe or to apply for a free trial subscription:** copy, complete & return this form to: Legal Technology Insider, Ferndale House, Harling Road, North Lopham, Diss, Norfolk IP22 2NQ, UK

✂---

Name...

Firm/Organisation..

....

Address...

....

....

.... Post/Zip Code.............................

Phone Number...

Email...

Tick boxes or complete as appropriate:
■ Three free issues trial subscription ☐
■ I enclose my cheque for £ ....
(payable to Legal Technology Insider) for one year ☐ or two years ☐ subscription.
Send receipt ☐   Please invoice me ☐
Purchase Order No..
■ Please charge my:
Visa ☐   MasterCard ☐   Amex ☐
Name on Credit Card:

....

Credit Card No:

....

Expiry Date: /

Today's Date ....

Signed...

Red letter day for email

Meticulus Solutions (01249 700050), the company behind the Meticulist document management system, has launched a new secure email system called RedLetter. In common with competitors such as DespatchBox DDX and the Deltaseal SoliciTrack system, RedLetter uses a poste restante architecture, with the message remaining on the sender's server and only being released after the intended recipient has responded with a password. There are however two important differentiators: RedLetter is based on a Linux platform and is being sold as an 'appliance' with the hardware and software bundled together in one box that just has be connected to a network.

Pricing starts at a guide price of £50 per seat, RedLetter requires no changes to either the sender or recipient's existing email infrastructure - it worked perfectly here on the Insider despite the fact we use Apple Mac hardware and Eudora as an email client - and it tracks not only when a message has been received but also when the recipient was first notified that there was a message waiting for collection.

For details email ***info@redletteremail.com*** A white paper is also available via the downloads link on the Insider web site.

www.redletteremail.com

Allen & Overy to rollout I-many

Allen & Overy is to standardise its credit control and debt collection procedures at its 26 offices around the world by rolling out the I-many Collections & Disputes system. The firm has been using the Windows version of I-many in its London, Amsterdam and Hong Kong offices for nearly three years and is now upgrading to the new web-based multilingual version. I-many's London operations (020 7936 2828) are located at the offices of the old Beaver Corporation, which it acquired some years ago.

Insider TLA competition result

Our recent competition to find an amusing TLA (three letter acronym) for digital dictation systems threw up DDT - as in 'digital dictation technology, kills all known secretarial ratios dead,' as well as the politically incorrect BRO - 'battleaxe removal option' from one lawyer (male) and the apt response from an IT director (female) who suggested EMU - 'even men can use it'. In the event we went for TTY - 'talk to yourself' from Steve Williams, the technical director at Perceptive Technology.

When it came to the best TLA to replace the widely used but rather lame DDS although a number of entries along the lines of S2P (speech to paper) were almost there, the clear winner, in that it could apply equally to speech recognition as well as digital dictation, was STM - 'speech transcription management' from Stephen Jardine, the IT manager at Winkworth Sherwood.

Our thanks to everyone who participated and bottles of champagne, courtesy of our competition sponsors nFlow Software, will shortly be on the way to the winners.

Peapod survives near death experience

Peapod Solutions, best known in the legal market for its solicitors accounts and PrintaFORM electronic forms software, but now also starting to make headway in the digital dictation arena with the DigiScribe system, has survived a corporate near death experience after it was reported that its parent company, the E-Initiative Group, was going into administration on 16 October.

In fact Peapod's management successfully negotiated a buyout from E-Initiative a fortnight earlier (on 4 October) when they acquired the name, business, goodwill, assets, contracts and liabilities of the old Peapod company. Other than a change of address (*see below*) and company registration number, there have been no changes to the management or personnel who remain the same.

In a businesses for sale notice that was published in the *Financial Times*, E-Initiative, which also had a internet firewall and security systems distribution division, was described as having a turnover of £7m and recurring revenues of £2.5m pa. E-Initiative's problems are widely reckoned to have been caused by over-ambitious expansion plans for the firewall arm in Continental Europe.

Peapod Solutions' new address is: Unit 1, Castle Business Village, Station Road, Hampton, Middx TW12 2BX. The new phone number is 0807 380 1122.