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## All change in court reporting ?

Last week saw the end of Merrill Corporation's exclusive right (outside North America) to use the LiveNote realtime court reporting system, when the company's exclusivity licence expired. Graham Smith, who created LiveNote in 1990 and subsequently sold it to Thomson, has already announced a new court reporting service – called Opus 2 (020 3178 6180) – that will offer LiveNote based services in the UK and Asia-Pacific markets. In addition, at the end of this month litigation support specialist Legal Inc will launch its own Transcend realtime transcription service, based on a rival software system developed by LegalCraft. Legal Inc has still to announce details of its court reporting provisions. Undaunted by all this, Merrill point out that they still can and will continue to provide LiveNote based services, adding that the key element is not the software but having access to court reporters “and we have most of the best reporters in the world”.

- Merrill has promoted Sarah Andrews to the role of group managing director, international, with responsibility for global legal and financial services outside North America.

## Conveyancing down 26%

Our thanks to SDLT.co.uk for the following... Between 1st August 2007 (the introduction of HIPs) and 21st February 2008 (the credit crunch and Northern Rock) the total number of Stamp Duty Land Tax submissions made to the Inland Revenue was down 26% on the same period last year. Of course conveyancing always slumps after Christmas but how soon will it recover this summer?

## March's big deals

### Farrer & Co select Aderant

Aderant has announced that Farrer & Co had selected Aderant Expert as its new practice management system, to replace its incumbent LexisNexis Axxia software.

### Recommind win WF&W site

Watson Farley & Williams LLP is to roll out Recommind's flagship MindServer system to deliver global search facilities across internal systems and databases, as well as external resources, across the firms offices in Europe, North America and Asia.

### Eleven wins in one month for TFB

Technology for Business has secured 11 new orders for the supplier's Partner for Windows case and practice management software. The sites are Ziadies, HAS Law, Simon W Kennedy in Ireland, top 250 firm Challinors (who are swapping out Miles 33) and seven who are switching to TFB from IRIS Legal. The seven are Turners, Waugh & Co, Avon & Somerset Police, Goodman Harvey, Barrington & Sons, WB Legal and Herringtons. *See also page 2.*

### Wins and more betas for DPS

DPS Software has secured its first win for its new Outlook Office combined case and PMS. The order was placed by 150 user Stanley Tee LLP. DPS also has the software on beta test at three more firms: Shoosmiths, Taynton and Veale Wasbrough (which currently runs Civica PMS and Visualfiles case management).

### Wolferstans upgrade to Axxia dna

Wolferstans has become the first Axxia user to upgrade to the DNA system since Axxia was acquired by LexisNexis. Allan Carton of Inpractice was the consultant.

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## News in brief

### SAS Daniels launches own Wiki

Cheshire firm SAS Daniels has launched *i-room* – an internal wiki to help share information and support collaborative working between the firm's 160 staff located in five offices in the North-West.

### BLP pick Billback

Berwin Leighton Paisner has selected Billback to provide cost recovery systems for network print, copy and print room management at their London office.

### Addleshaw to deploy Tikit/Metastorm

Addleshaw Goddard is to deploy a client matter inception workflow automation system. It is based on Metastorm BPM technology and uses a 'process pod' developed by Tikit.

### RPost from Transam

Transam Microsystems (020 7427 2550) is now the primary UK reseller for the RPost registered email system – this allows users to receive a legally admissible receipt that a message has been read.

### Identity checking with Zylpha

Case management technology consultancy Zylpha (01962 875475) has launched a new anti-money laundering compliance system. Called identityPlus, it integrates Callcredit's CallML online identity checking and verification service with the file opening procedures of case management software such as Visualfiles.

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

### Firewall has StoneGate

McArdles has deployed a StoneGate firewall and virtual private network (VPN) from Stonesoft to link its four offices in the North-East over a secure telecoms and data network. The system will also deliver higher resilience for internet connectivity.

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

## DocsCorp acquire DocuComp

DocsCorp, a supplier best known for its work in the PDF and document production field, has acquired the US based redlining software specialist DocuComp. DocsCorp say that with this acquisition they have gained access to 'the most mature and sophisticated text comparison technology in the software industry'. DocuComp was launched in 1988 and, since the demise of CompareRite's redlining system, has been the only serious competitor for Workshare's DeltaView software.

DocsCorp say the acquisition of the DocuComp technologies will enable DocsCorp to build on the success of its own document comparison system (pdfDocs compareDocs) released in late 2007 'and underscores the company's commitment and resolve to develop a leading edge comparison tool for those seeking an alternative desktop or server-side solution.'

## 'Am I bovered?' says Adams

Actually IRIS Legal managing director Arlene Adams didn't say "am I bovered?" to reports that TFB had won some former Mountain sites but the implication was the same: "Whilst it is inevitable that any change of ownership, in terms of (PCG and JM) reseller agreements, will see a few customers embark on other paths, we are delighted the vast majority have chosen to remain with IRIS. The recent announcement of IRIS investing a further £5m in product development makes IRIS an obvious choice for forward thinking firms," said Adams. "The significant influx of new order signings, such as Minster Law, shows a firm belief that IRIS is the only supplier capable of protecting and future-proofing their IT investments."

- IRIS Legal has just reported winning two former Axxia sites, one of them is Dawson Hart – full details to follow.

## Insider 250 chart updated

The Insider has revised its top 250 chart to take account of the latest mergers and the changing fortunes of law firms, with 25 new entries, mainly in the firms 200 to 250 range. We are still filling in the gaps and, as ever, suppliers and firms are welcome to submit corrections and amendments. Copies of the chart can be downloaded free of charge from the Insider website. [www.legaltechnology.com](http://www.legaltechnology.com)

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## IRIS Legal notch up one £million in one month

IRIS Legal is reporting notching up over £1 million worth of business in February. The company has also, during the period November to February, signed up 47 further firms as subscribers to its Laserform electronic forms range. This includes one 24 fee earner practice that is subscribing to the entire Laserform library of 2200 forms.

- IRIS Legal has also embarked on a major recruitment drive for business analysts, quality managers, trainers, data migration experts, project managers and .NET developers, at salaries ranging from £24k to £45k. The vacancies are in West Yorkshire, Cheshire and Lincolnshire.

## Law London highlights divide

Last week's Law London event at Olympia highlighted the digital – and cultural – divide emerging between IT savvy and what can only be described as IT hopeless law firms. At the close of one seminar session, one member of the audience approached the speaker to say that while she agreed with everything he said, the biggest problem at her firm was the head of the accounts department. This individual would not let the practice introduce time recording for fee earners and was even preventing access to the firm's practice management system, so they didn't know whether it could support time recording – or even who supplied it. Apparently the partnership has put its technology projects on the back-burner until the head of accounts retires "in a few years time".

- Congratulations to SearchFlow for the best stand at Law London. Faced with a relatively dull-to-promote product (conveyancing search services) SearchFlow avoided the old cliché of grey men in grey suits staring at online search screens and opted instead for a Victorian-style sweetshop. Under a slogan of 'searches are sweeter with SearchFlow,' the stand featured rows of jars of brightly coloured boiled sweets and candies (real sweets it should be noted) colour coded to reflect the different types of searches available (flooding, radon, ground stability, contamination, chancel repairs etc). Full marks for such a imaginative approach.

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

- The Solicitors Group will be running two further events this year: Law Autumn (London) on 30th September & 1st October, and Law Autumn (NEC) on 15th & 16th October.

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

## News in brief

### Lovells outsource RSA security

Having long recognised that passwords alone are not enough to protect access to extranets and their Citrix virtual desktop platforms, Lovells introduced an RSA SecurID two factor authentication system. (2FA typically combines a password with a token, USB device or a passcode sent to mobile phone.) But as demand for 24/7 access grew, the firm found managing RSA authentication becoming increasingly resource hungry. Lovells' solution was to outsource the RSA operations to Signify (01223 472572) and use the company's 'in the cloud' authentication service over encrypted connections, while the firm's IT and HR administrators can still oversee the service through Signify's identity management web portal.

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

### Ricoh now distributing Equitrac Pro 5

Ricoh UK is now distributing the Equitrac Professional 5 print tracking and cost recovery system in the UK legal market. EP5 will be available on Ricoh MFDs (multifunction devices) as either terminal based or embedded software systems

### eCopy for everyone launch

eCopy last week launched a portfolio of document imaging applications designed to make it easier to transform paper documents into an electronic format using office scanners and MFDs.

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

## Quote, unquote

"Coming so soon after the Locus deal, the purchase of Axxia is astounding and makes LexisNexis, in our region, look like a car smash on the motorway to retirement for tired technology companies." ...an Australian legal IT supplier on the activities of LexisNexis.



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## News in brief

### Skywire rebrands Whitehill One

Skywire Software, which last year acquired Whitehill Technologies, has rebranded Whitehill's flagship workflow system BPI for Legal, giving it the new name of Whitehill One. Given that Skywire is not a well known name in the legal market, whereas Whitehill was, this must be one of the smartest rebranding exercises we've seen for a long time. Whitehill One will be distributed in the UK by Saturn 27.

### New consultancy down-under

Janders Dean International (+61 (2) 8003 6710) the new Sydney-based law firm management and IT consultancy formed by Justin North (ex-Elite, ex-Baker Robbins) and others last year, has recruited Bevan Read as a director. Read, was originally with Visualfiles Australia and later an associate director of the LexisNexis total solutions group, following the acquisition of Visualfiles. North says he sees Janders Dean becoming the "mini Baker Robbins" of the APAC market.

<http://janderdeanleadership.blogspot.com>

### Manchester prefers Converge-IT

Coverge-IT (0870 770 0790) has been appointed preferred IT services partner by the Legal Buying Group, which the Manchester Law Society runs on behalf of its members.

### TFLP says hello to SOS VP

The newly formed Towcester Family Law Practice (TFLP) has opted for the Virtual Practices SaaS service from SOS to handle its accounts requirements rather than install and run an inhouse IT system.

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

## Opinion: Do embedded systems make the grade?

As cost recovery and office equipment vendors try to trigger upgrade cycles of older products and differentiate themselves from their competitors with new 'embedded' solutions for multi-function devices (MFD), law firms are faced with new factors to consider when evaluating their cost recovery control terminal options. All the largest MFD manufacturers, in cooperation with major cost recovery vendors, offer some level of cost recovery functionality through the control panel of their newer models. The challenge for firms is to cut through the hype and understand the benefits and challenges of implementing an embedded cost recovery terminal solution versus a traditional hardware based solution. The following questions will help...

- Will existing control terminals work with the new MFD? Why bother with the time, cost and disruption for users of an upgrade if existing terminals are compatible – often all that is necessary is a new interface cable.
- Will there be issues with other embedded solutions such as eCopy? Cost recovery vendors typically get certified by an equipment manufacturer for their solution. Rarely are the various embedded solutions certified in tandem with each other.
- Is the embedded solution backward compatible? It may not make sense to go the embedded terminal route with a new MFD and introduce a new interface for users to deal with, if the majority of other equipment still uses traditional terminals.
- Can existing card-based user authentication devices be used? If your existing system uses card readers, are they compatible with the new embedded solutions?
- What are the terms of the embedded licence? Ensure the licence is portable between compatible models from the same manufacturer in case a loaner is used or a model is upgraded. Get your cost recovery provider to specify in writing the terms of portability between equipment ➔

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⇒ from different vendors. A small fee for reconfiguring the system may be justified but not an entire licence fee.

- Will the embedded solution cost less than a traditional terminal? Since there is not any 'cost of goods' for an embedded licence (other than perhaps a small fee from the equipment manufacturer) and the firm does not retain ownership of the embedded licence, the cost *should* be significantly less than a traditional terminal.
- As there is no potential hardware failure cost for a vendor to factor into their pricing, is the rate for support less than was charged for hardware-based terminals?
- Does the embedded terminal offer complete terminal functionality? Verify all the functionality (such as search, history, favourites, next job and interrupt) that your users currently employ is available with the embedded solution.
- Is the user interface common across all hardware? If your firm uses MFDs from different manufacturers, the last thing you want is the chaos of multiple user interfaces. Even within the product lines of a single manufacturer there may be a variety of control panel interfaces.
- Is the functionality common across all hardware vendors? As there is no standardisation among equipment manufacturers, it is possible that not all of the functionality available in one MFD is available in another.
- If your firm is planning to implement scanning at walk-up MFDs and scan tracking is critical, ensure the embedded solution can accommodate not only the scanning of a document but also the destination (email, network folder) if this is necessary.
- Will the smaller screen pose problems in terms of accessibility for employees? There is a major difference between the user interfaces on hardware based terminals and the new embedded solutions not only in terms of lighting and onscreen character size but also in mounting options to accommodate different levels of user mobility.

The best advice is to walk before you run. Do a proof of concept to ensure that vendors can deliver what they promise and aren't selling futures. A proof of concept will also let you gauge user acceptance in a controlled environment. Caveat emptor.

...Randy Henderson, Moddocs, [www.moddocs.ca](http://www.moddocs.ca)

## Two new names in the conveyancing sector

Two new names (technically one new one plus an older one with such a low profile as to be off the radar) have appeared within the conveyancing market:

The first is Conveyancing Systems & Solutions (07814 348627) which was set up by Warner Goodman's former head of technical developments for conveyancing Beth de Montjoie Rudolf (and yes, her surname does cause her problems when she tries to book taxis at Xmas) to work with law firms, systems suppliers and other stakeholders in the property industry. Beth de Montjoie, who wrote the conveyancing workflows for Warner Goodman's Videss case management system, sees her company's role as helping to develop processes and protocols to streamline and improve the profitability of conveyancing work. [www.conveyancingsystems.co.uk](http://www.conveyancingsystems.co.uk)

The second company is Landscape Software (01753 740102) who, despite very little marketing to the outside world, has over the last couple of years built up an impressive portfolio of top 100 type firms using its electronic SDLT submission software. Effectively Landscape is one of the two big players in the SDLT forms market today – the other is SDLT.co.uk (there are also 12 other smaller players). But, whereas SDLT.co.uk has tended to focus on alliances and integrations with case management software suppliers, Landscape's work has often involved bespoke integration projects with firms running document management software. When we asked Landscape's Adrian Dixon which systems his company's software could be integrated with, he replied "whatever the customer has, we haven't anything that we couldn't interface to so far."

[www.landscape-software.com](http://www.landscape-software.com)



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## People & Places

### New board member at nFlow

Alison Fish has been promoted to the board of digital dictation specialists nFlow Software, where she will take up the role of new projects director.

### Microsystems appoints Breen for Europe

Microsystems has launched a European operation and appointed Matt Breen as European Business Manager. Breen will lead Microsystems' sales operations for D3, Knowledge Partnership and precedent clean-up projects. Breen joins from Tikit where, among other things, he was the business development manager for Microsystems sales.

### New appointments at Saturn 27

Recently formed Saturn 27 consultancy has appointed Sarah Worsfold-Smithies as business group manager for CRM.

Worsfold is a veteran of the legal CRM scene, most recently as business development manager for Interface Software's Interaction system. The Saturn 27 CRM team also includes Interaction specialist Sarah Thomas and former Farrer & Co database manager Sandra Clare Day.

- Saturn 27 has also opened an Edinburgh office, to be headed by Paul Ryan, who joins from Simpson & Marwick. He can be contacted on 0131 247 7425.

### New consultant at Opsis

Rachel Speed has joined legal systems vendor Opsis as a legal consultant. She has extensive experience of conveyancing, most recently with EAD Solicitors in Liverpool, and one of her first tasks will be to add commercial and plot sales case types to the Opsis conveyancing system.

## Readers' poll – what flavour of Office ?

For our latest readers' poll we set out to discover which were the most widely used versions of Microsoft Office in use in law offices today. With great relief we are able to report nobody is using (or at least nobody admits to using) anything earlier than Office 2000. So goodbye Office 95 and 97. We were also pleased to see the most widely used version – used by over half the participants in the survey – is Office 2003. And, a by no means shabby take-up of Office 2007. Here are the results showing the percentages of respondents using each version of Office...

– Office 2000 (9.0)	19.4%
– Office XP (10.0)	15.3%
– Office 2003 (11.0)	52.8%
– Office 2007 (12.0)	12.5%

- You're charging us how much a day? We've had a number of readers complain about the widely divergent prices suppliers are charging for training, implementation and other consultancy services, with rates varying from £350 to £2000 per day so for our next survey we are trying to discover what is the going rate. As ever, all responses are entirely confidential. You can find the survey link on the right of the [www.legaltechnology.com](http://www.legaltechnology.com) home page.

## Insider featured job

LexisNexis is recruiting for a Strategic Alliances Manager. The candidate will identify, structure and support LexisNexis alliances and partnerships throughout the world, exclusive of North America, for InterAction, Martindale-Hubbell & Redwood Analytics. They will be responsible for developing strategic objectives and programme requirements, delivering coordinated partnership activities and managing partner certifications. Applicants should have experience in alliances or third-party business partnerships, strong communications skills and the ability to effectively influence others. Applicants should submit their CVs via email to Daniel Von Weihe at [daniel.vonweihe@lexisnexis.com](mailto:daniel.vonweihe@lexisnexis.com)

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## Digital dictation news in brief

### Dickinson Manser integrate nFlow DDS with Axxia

Dickinson Manser, which has two offices along the South Coast, has rolled out an nFlow digital dictation system. The rollout included linking the firm's satellite office to the nFlow DDS via Citrix and a joint development project with LexisNexis Axxia to create a live matter look-up integration between the DDS and an Axxia unix PMS. The latter allows fee earners to simply and accurately attach live and validated matter information to each dictation.

### New hardware – Grundig

Hooray, a choice. You are no longer limited to digital recorders that are only black, blue or silver in colour. Grundig has just launched a limited edition version of its Digta 415 recorder that harks back to the first summer of love with a floral pattern on a mellow yellow and orange casing. The pricing is the same as for the regular edition.

### New hardware – Philips 9500

Philips has launched a new recorder – the Digital Pocket Memo 9500. This is a professional device that, in terms of pricing, comes in below the flagship 9600 and is being pitched by Philips as the ideal recorder for analogue users looking to switch to digital “at an appealing price”.

### Winscribe OnDemand equals DDS means SaaS

We know, too many acronyms but Winscribe last week launched an OnDemand SaaS (software as a service) version of its digital dictation system (DDS). If this sounds of interest – and it should do – contact Winscribe for details of the free test drive offer, so you can try the service before you sign up for it.

[www.winscribe.com/testdrive](http://www.winscribe.com/testdrive)

### Welsh and Irish go with Loasys

Sixty-user Neath, South Wales, firm Hutchinson Thomas has ordered a digital dictation and background speech processing system from LOASys to replace its existing Philips DDS. Cork solicitors Mcquire Desmond have also swapped out a DDS (in their case Winscribe) in favour of LOASys and its easy migration to speech recognition.

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

## More people & places

### Promotion at TM Property

Online search provider TM Property Service has promoted Paul Albone to its board as commercial director. Since joining the company in 2002, Albone has managed the development of TM's IT system, which has seen search volumes increase from 150 to 1500 per hour. Albone is also a non-executive director of the PISCES board.

### Secure in a new home

SecureOffice, who supply hosted off-the-peg intranet and client portal systems, have moved to new offices at The Abbey, Preston Road, Yeovil BA20 2EN. The phone number is 0870 486 1906.

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

### Cross town traffic

Lightspeed Systems Europe, the UK outlet for the Total Traffic Control system, has moved to new offices at Longcroft House, 2-8 Victoria Avenue, London EC2M 4NS. The phone number is 020 3206 1240.

### PureTech expands staff and services

PureTech Marketing has taken on two additional consultants – Briony McKenzie, previously marketing manager at Phoenix Business Solutions, and Vidushi Patel. The agency has also launched a new graphics service to help with brand development and website design.

### Browne Jacobson takes gold

Browne Jacobson has become a gold member of the Help Desk Institute (HDI). The firm joined HDI in 2007 to support its introduction of ITIL and set standards and best practice within its service desk.

[www.hdi-europe.com](http://www.hdi-europe.com)

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## Everyone loves MOSS

Interest in Microsoft Office Sharepoint Server (MOSS) continues to grow. Calvis, which originally made its name in the property software market, last week announced it is to 'focus more of its resource on the provision and deployment of Microsoft technologies such as MOSS.'

Commenting on the 'rationale behind the realignment' Calvis executive director Chris Lees said "In the last 12 months we have received several instructions to advise and implement Sharepoint solutions. This led us to consider our options and the viability of specialising in Microsoft technologies. Technology has to be put in a business context otherwise the end result is open to criticism. We felt that given the current state of the market and the opportunities that exist, it was a prudent move to change direction."

- Calvis say they will be looking to recruit more consultants with Microsoft expertise. [www.calvis.com](http://www.calvis.com)

Also focusing on MOSS in the legal sector is ClearPeople Ltd (08701 999910) which recently launched the Wisdom DMF (Document Management Framework) for Sharepoint. This is a MOSS add-on that the company is pitching as an 'extremely viable alternative to traditional document management systems'. ClearPeople's technical director Gabriel Karawani adds: "Wisdom DMF provides an opportunity for professional services firms to gain a direct return on investment. This is achieved by enabling superior document management functionality while avoiding the usage changes and costs associated with conventional DM systems."

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

## Fresh on the radar

### New comms provider targeting legal

NEC Philips Unified Solutions (01223 468254) is a provider of unified communications systems that can combine voice, data, mobile and video. Legal market customers include Simmons & Simmons, Browne Jacobson, Slaughter & May and Norton Rose, while the projects the company has handled include fixed telephony across multiple sites, IT virtualisation and Novell to Microsoft migrations. For further details email Rob Stirling on [robert.stirling@nec-philips.co.uk](mailto:robert.stirling@nec-philips.co.uk)

### New products for document formatting and control

Nick Hilsden (blast from the past, used to be with Avenue Legal Systems) has been in touch to say that, after successful trials with a local law firm, Portsmouth-based DocumentGENie (0845 458 8548) has launched two new products. These are FormatGENie, which allows users to manage the format and house style of downloaded legal forms within Microsoft Word; and, ShareGENie, a simple document management system that lets users share and collaborate on documents without losing the version control you get when copies are emailed to other users.

[www.document-genie.com](http://www.document-genie.com)

### Bringing SaaS to the market

e-know.net (01952 236236), which has been in the hosted services business since the late 1990s, has now developed a number of SaaS (software as a service) offerings for small and mid-sized law firms. These include QuickStart, a hosted service over Citrix for breakaway and start-up firms that delivers Microsoft Office, Exchange and Outlook plus the firm's choice of practice management system, for a starting price of £99 per user per month. QuickStart also has built in disaster recovery facilities, with data stored on mirrored sites, and additional applications can be added to the SaaS portfolio for a small increase in monthly charges. Michael Pickford of the e-know.net sales team says QuickStart would suit firms in the 5-to-20 user bracket.

The company also offers messageub, a complete email hosting services (everything from Microsoft Exchange through to unified messaging, support for mobile ➔



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⇒ devices plus anti-spam and anti-virus utilities) that gives firms ‘corporate class’ email without the distraction of having to run their own email infrastructure. The company is now offering a ‘try before you buy’ option (call messagehub on 01952 236200 for details) to provide firms with a way of assessing hosted email as a real alternative to running an in-house email infrastructure. You can also find a price comparison chart on The Orange Rag blog.

[www.e-know.net](http://www.e-know.net)  
[www.messagehub.co.uk](http://www.messagehub.co.uk)

**Populaw launches FirstDraft**

Populaw (020 7234 3627) – a company set up by former Ashurst lawyer Jason Cawley – has launched FirstDraft, a hosted service designed to provide law firms and business with a ‘highly affordable, smarter way’ to draft legal documents. Based on the DealBuilder document assembly system from Business Integrity, FirstDraft offers a range of online document templates and then captures the terms of the transaction via a simple online questionnaire before automatically assembling the contract. Customers have the option of using Populaw’s ready-automated generic content or having their own documentation automated on a bespoke basis.

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

**Another week, another search engine**

Like London buses, new enterprise search engines arrive in pairs. This week we have two new offerings – the first is Sinequa CS, which harks back to the corporate sector and is described as a cost effective system ‘based on a patented semantic and linguistic technology, providing out of the box secured application connections and built-in high availability architecture for robust scalable deployments, providing the optimum platform for enterprise search and navigation’. (Phew!)

And we’ve also got Flax from Cambridge-based Lemur Consulting (08700 118334). This is an open source enterprise search system that will run on Windows, Linux and Mac platforms. Being open source and licensed under the GPL (general public licence) there are no software licence fees and the source code is freely available. Lemur has also released a corporate intranet search application, called Flax Basic, that is available for download free of charge from the web.

[www.sinequa.com](http://www.sinequa.com)  
[www.flax.co.uk](http://www.flax.co.uk)  
[www.lemurconsulting.com](http://www.lemurconsulting.com)

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## Second big Spanish win for SAP

Following on from last summer's report that the Spanish law firm Garrigues had decided to implement SAP as its new practice management system, comes news of a second big Iberian legal win for the supplier. This time the firm is Cuatrecasas (22 offices, 193 partners and 1368 fee earners) that is ordering SAP to handle finance, practice management, analytics, HR, workflow and elements of CRM. SAP say the contract was won 'in a competitive engagement' against the Thomson Elite 3E product.

## Land Registry and Revenue "best mates" – official

The press office at the Land Registry has asked if we could publish the following comment... "In response to the editorial 'Don't mention the HIPs' in the January edition of the Insider and the reference to a power struggle between Land Registry and HMRC over setting the agenda for e-conveyancing, we feel compelled to ask what power struggle? The fact is that both organisations continue to work closely together to develop the SDLT component of e-conveyancing within the scope of the necessary IT work already well underway." The comment is signed jointly by Alasdair Lewis, Head of Strategy & Business Transformation Programme at the Land Registry and Alison Thomas, acting Director of Stamp Taxes, HMRC.

We showed this to Archie Courage of SDLT.co.uk, who regularly attends meetings between government agencies and the software supplier community. He said that, to his knowledge, neither of the two signatories had ever attended these meetings over the past couple of years, otherwise they would realise just how non-joined up their operations are. Courage cites the University of Northumbria conveyancing conference last year, when Jim Ferguson, the then Stamps Office director, asked "why is the difference relevant" when it was pointed out that HMRC and HMLR seemed to have different policies when it came to compatibility with the PISCES XML standard.

## A nice place to work

Congratulations to Sweet & Maxwell for winning *Computer Weekly's* 'Best Places to Work in IT 2008' award in the business and professional services category.

## 30 years ago today...

Last week Aderant celebrated the 30th anniversary of the founding of the original company that was to become the core of a practice management business whose software is now used by over 580 organisations worldwide. It was on the 12th March 1978 that Custom Management Systems Inc – later CMS Data, later part of PC Docs, later part of Solution 6 and now part of Aderant – first opened its doors to customers in Tallahassee.

## Netscape RIP, age 14

With effect from 1st March this year, AOL has discontinued support for the Netscape Navigator browser. Launched in 1994, it gave many people their first experience of surfing the web. Unfortunately Navigator lost the subsequent browser wars with Microsoft Internet Explorer, with the result that its market share fell from 90% to 0.6% earlier this year. The nostalgic might like to know that you can add a Navigator style 'skin' to the Firefox browser.

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