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nFlow identify demand for DDS 2.0

On the strength of their current round-Britain roadshow, DDS vendor nFlow say they have been pleasantly surprised by the 'overwhelmingly positive' reception their Version 5.0 second generation digital dictation system has received. The primary aim of the roadshow was to show the new v5.0, Microsoft .NET based system – which is currently being beta tested by a number of larger UK firms, including Burges Salmon – to existing nFlow customers. However nFlow sales & marketing director Rob Lancashire told the Insider the sessions had also helped initiate discussions "with a number of firms currently using competing solutions, who are considering migrating to nFlow v5.0. In fact one such leading UK law firm has already signed an agreement with us for the new system." Version 5.0 will commence shipping in October.

Competitors still plucking the petals off the IRIS user base

The summer saw no let up in competitors' attacks on the IRIS Legal user base. Norfolk firm Greenland Houchen Pomeroy ordered a 90-user Liberate system from Linetime to replace its current IRIS AIM system, practice manager James Knight commented that "We had lost confidence in our current suppliers." Kirby Simcox in Bristol has awarded SOS a contract worth approximately £100k to replace its IRIS Mountain system with a 60-user SOS system. And TFB has brought its total of IRIS wins to over 20, with orders from 30-user Willisroft & Co in Bradford, 24-Maitland Walker in Somerset and 75 user Barwells.

- IRIS has notified the Insider of a number of new wins however they came in too late to carry in this issue.

September's big deals

DLA pick Eclipse as market leader

DLA Piper is to roll out an Eclipse Proclaim case management system to 150 users to handle defendant personal injury work. DLA's CIO Daniel Pollock said "Proclaim stood out to us as a market leading offering, being best fit for ease of use, process management and integration with our strategic partners and case referrers. The fact Eclipse is based in West Yorkshire is an added bonus for us."

Busy summer and big sites for AlphaLaw

AlphaLaw has reported a busy summer with wins at Cripps Harries Hall and Thring Townsend Lee & Pemberton for its Claim IT software. Other wins include Freemans and Tanner & Taylor with its Vantage PMS, plus London firms Archers and Hafiz & Haque, as well as the London office of Italian lawyers Studio Legal Lombardo with its Esprit software.

Pinsent Masons choose Solcara

Pinsent Masons has selected Solcara Solsearch to provide part of its knowledge management platform. Solcara has also formed an innovative revenue sharing partnership with the WS Society in Scotland to create The Signet Online. The deal means WS Society members enjoy search technology they would otherwise be unable to afford – and Solcara reaches a new sector of the legal market.

Phoenix secures its 20th DocsCorp site


Taylor Wessing, Winckworth Sherwood and McGrigors have all ordered pdfDocs through Phoenix Business Solutions (bringing Phoenix's total number of DocsCorp sites to 20) to handle document comparison and metadata management.

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New product launches

pdfDocs upgrades to 3.1

DocsCorp has launched an upgrade to its document comparison software. The new version – pdfDocs compareDocs 3.1 – adds support for the Microsoft Office 2007 docx file format, as well as better handling of tables, headers and footers.

www.docscorp.com

Research Monitor V3 released

Priory Solutions has released version 3 of its Research Monitor cost recovery plus access control and reporting system for managing and measuring the usage of online information resources within law firms. US practice Blank Rome LLP has already selected Research Monitor to replace its current Onelog system.

www.priorysolutions.com

Litigation support news

Hobs Legal partner with Anacomp

Anacomp, the company behind the widely used CaseLogistix litigation support software, has followed up its recent deals in the UK market with Datalex and Legal Inc by announcing a new partnership with Hobs Legal Docs.

And file review for all ?

Legal Inc is the latest UK litigation support services supplier to try to devise a pricing model that will appeal to smaller firms. Called INCLUSIVE, it offers electronic file review, including the scanning and coding of paper documents, but with pricing based on the number of lever arch files rather than gigabytes of information. Prices start at £600 a month for a 5 lever arch file matter, plus a £500 set-up fee.

2009 IT awards launched

The 2009 Legal Technology Awards (no relation to the Insider) are now open for nominations. The key dates to note are nominations close in one month's time on the 24th October and the awards ceremony will be held at the Royal Lancaster Hotel in London on 29th January. This year there are 26 categories in the awards (so brace yourselves for a long night) and there will also be a re-run of the controversial *Dragon's Den* style presentations and vendor shoot-out on the day of the awards.

www.legaltechnologyawards.co.uk

RPC win rewards for ReWord

Congratulations to Reynolds Porter Chamberlain – particularly the IT team headed by Julie Berry and Simon Kilgour, who heads the reinsurance practice – for winning the technology award at the annual British Insurance Awards earlier this summer with their ReWord reinsurance contracts clause review system. ReWord uses a web content management system from Open Text's RedDot division. *For first report see Insider 203, November 2007.*

Lexis team up with DocsCorp to create document bundling

LexisNexis Visualfiles and PDF workflow specialists DocsCorp have announced a project to jointly develop a document bundling module for the UK legal market. According to LexisNexis vice president for strategy and workflow solutions Edouard Tavernier, the objective is to help law firms and inhouse legal departments to overcome the issues associated with manually importing and collating large volumes of case relevant documentation into bundles and then formatting and indexing them for electronic presentation and printing in accordance with the relevant procedural rules.

The planned module will work both as a standalone solution and as an integrated module with Visualfiles. Users will be able to create PDFs from any application, combine multiple documents into a single PDF, markup PDFs with drawings and annotations, as well as redact sensitive information.

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CRM4Legal - life after Tilling

So what happened to Client Profiles' CRM4Legal operations in the UK after the departure in April this year of Paul Tilling, who left to join LexisNexis Interaction? The answer, it transpires, is 'business as usual'. The Insider caught up with Client Profiles' president & CEO Whit McLissac and Michael White, who heads the CRM4Legal division, at this summer's ILTA conference. They explained that after reviewing alternative routes to market, including direct sales, they decided to focus on partnerships, eventually selecting Vodafone subsidiary (and Microsoft Dynamics CRM partner of the year) Aspective in the UK.

Following Reed Smith's decision to go with Microsoft Dynamics CRM (a decision White is keen to stress was made in the firm's London office) two more UK firms – Ashfords and Withy King – have now selected CRM4Legal and Aspective to provide their CRM platform. In addition, Client Profiles has also been working with TFB on a version of CRM4Legal suitable for mid-sized practices, with implementation underway at three firms.

- In continental Europe, Client Profiles has a partnership with Timesoft in the Netherlands, which has already seen three of the top five largest Dutch firms, plus one Belgian firm, sign up as CRM4Legal sites.
- In a separate development, Aspective has implemented a Microsoft Dynamics CRM project, in conjunction with Experian who handled the data cleansing, to create a custom-built practice-wide CRM system – called *engage* – for ASB Law in the south of England. The system has been integrated with the firm's current LexisNexis Axxia PMS.

www.aspective.com

Payne to be at Tikit 'Word' day

Payne Consulting's CEO Donna Payne, one of the legal IT world's leading authorities on Microsoft Word, will be the keynote speaker at Tikit's upcoming Word Excellence Day on 24th October. The programme includes Robert Webb talking about Clifford Chance's experiences of deploying Office 2007 and a product shoot out between DocsCorp and Workshare. For details email rebecca.dealty@tikit.com

New wins

Three more sign-up for Microsystems

Three more firms – Ashurst, Mishcon de Reya and Reynolds Porter Chamberlain – have purchased Microsystems' 'first draft to final delivery' software for their document authoring environments.

Sprecher Grier goes with Mimecast

Sprecher Grier Halberstram has switched from a hosted service operated through its ISP to a web-based email management service (including security, continuity and archiving) provided by Mimecast.

Hodge Jones & Allen go 2FA route

To ensure 24/7 secure remote access to email and client data, Hodge Jones & Allen has deployed an RSA SecurID two factor authentication (2FA) hosted service provided by Signify (01223 472572). The Signify 2FA service combines user name + password logins with a one time passcode generated by a 'token'. IT manager Celina Ho said "we used to run an RSA solution inhouse but it was a hassle to manage and maintain." The service also covers typists working flexibly from home needing to access the firm's digital dictation system.

www.signify.net

Herbert Smith protect with Workshare

Herbert Smith has selected Workshare Protect to reduce the risk of 'data leakage' through the inadvertent disclosure of sensitive metadata.

Solnick replaces three systems with SOS

London-based Solnick LLP is replacing three legacy systems and standardising on SOS Connect to handle time recording and practice management in a deal worth approximately £40k.

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Corporate news in brief

Two new Saturn 27 partnerships

Fast growing consultancy Saturn 27 has announced two new partnerships over the summer months. The first was a non-exclusive deal with Aderant (Saturn 27 already work with Elite) which followed on from the consultancy working with the offshore firm Maples & Calder on an e-billing project. The second partnership is with Handshake Software and will see Saturn 27 introducing products based on Handshake's toolkit for Microsoft Office Sharepoint Server into the UK legal arena.

TFB partner with Taskers consultants

TFB plc (now part of the Tikit Group) has announced a partnership with Taskers Law Management Consulting, which will see TFB users and prospects being offered the consultancy's services on broader strategic planning, management, productivity, HR, risk and profitability issues.

www.multi-tasker.co.uk

Ten years after... Copitrak rebrands

As cost recovery specialist Copitrak enters its second decade of operations in the UK, the company has revamped its logo and branding to support a repositioning of the company's products and activities. These include 'bringing Googlesque simplicity' to application interfaces, a 'green' waste initiative and a 'global partner' strategy offering anytime, anywhere support.

Tikit now approved DocAuto trainers

DocAuto, a leading provider of utilities and add-ins for Interwoven Worksite, has announced that its exclusive UK partner Tikit is now also an authorised training centre for the DocAuto Workspace Manager product.

How green is my IT ?

The cost of M&A due diligence

According to Merrill DataSite, who specialise in providing virtual data rooms, the amount of air travel associated with the average European cross-border M&A deal, at the due diligence stage, amounts to 5 flights per individual – or £19,500 per deal. Over 12 months this adds up to £110m and contributes 98,000 tonnes of carbon dioxide to the environment. Merrill (no relation to Merrill Lynch) also estimate the average non-digital due diligence stage involves 20,000 pages of paper – making a total of about 112 million pages over the course of a year.

Virtualisation leads to actual savings

Itopia Consulting are holding a series of seminars (the next is in London on October 9) talking about virtualisation strategies for law firms. This includes a case study on an Addleshaw Goddard project that saw the firm consolidate its number of physical server boxes from 60 down to 10. This is estimated to have saved them £150k in hardware and sliced around £20,000 off their annual energy bill.

www.itopiaconsulting.com

BLP go environmental with MeetingZone

Berwin Leighton Paisner has deployed a MeetingZone CityDesk audio conferencing solution at its offices. Along with delivering a better approach to setting up and running audio conferences than the firm's legacy system, it also helps BLP meet its environmental policy targets. This includes encouraging staff to use technology, such as audio, web and video conferencing, instead of travelling.

www.meetingzone.com

Zero tolerance wins prizes

Ellesmere Port & Neston Boro Council's use of its Civica Legal system contributed towards its legal department being highly commended in this year's LGC Awards for promoting the council's community strategy. Part of the success is attributed to using to Civica to create a virtually paperless legal department, with electronic files and workflows replacing paper, which the department has been cutting back on since announcing a 'zero tolerance' of paper policy back in 2004.

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Has Bighand identified a way into the US market ?

It's a well-known business maxim that the United States is a graveyard for UK tech companies but has Bighand identified a way in? The company has been active in that market since 2006 but instead of the usual ploy of opening a minimally-resourced office, attending a couple of trade shows and appointing the first distributor they find in the phone book, Bighand has been focusing upon building a genuine presence. According to the North American subsidiary's president & CEO Steve Butterworth (a Brit who has relocated "lock, stock and barrel" to Chicago with his family – his latest child was born there so he now has an American citizen in the family) Bighand has made a "major investment" in, as well as a long term commitment to, the American market.

Bighand Inc now has both a direct sales force (the total American staff complement currently stands at 13) and a reseller network. However Butterworth says two key factors were, firstly, making the effort to understand the market – not least the fact that while Canadian firms have a similar approach to dictation as their UK counterparts, among larger US firms, self-typing is the norm so their lawyers are looking for a different value proposition. And, secondly, by ensuring Bighand became an active player in the US legal IT market and became 'part of the scenery.' In this respect they have certainly succeeded. At last month's ILTA conference in Texas, Bighand's breakfast reception was attended by three times as many delegates as they'd hoped for – the coup of announcing an implementation of Bighand digital dictation on an Apple iPhone was an added draw. And, as one of their American competitors put it "What is it with these guys, they are everywhere!"

DDS news in brief

Philips launch new Blackberry dictation system

Philips has released SpeechExec Enterprise 2.5 for Blackberry, a new addition to its software portfolio that allows SpeechExec sites to support Blackberrys as digital dictation devices. ➔

Cornwall CC selects Crescendo DDS

The legal services department of Cornwall County Council has selected Crescendo's DigiScribe-XL digital dictation system to support the operations of 60 fee earners and support staff. The authority is using Philips 9600 digital recorder hardware.

Howard Kennedy goes virtual

In what it believed to be a world-first, Howard Kennedy has just completed the implementation of a Bighand digital dictation workflow system using VMWare's Virtual Desktop Infrastructure. The firm's head of IT John Rogers said "VDI was opening up new ways of working," and that the Bighand integration "meant lawyers can now work just as well away from the office as when they are here". The VDI system also supports access to Voicepath's outsourced transcription service.

- Property consultants Bruton Knowles say they have cut their annual bill for temps by over £22k (6 temps at £380 a week for 10 weeks) as a direct result of installing Bighand across their UK network of offices.

Patent attorneys pick nFlow

UK and European patent attorneys J A Kemp & Co has selected nFlow to supply its new digital dictation system. When fully deployed it will be used by over 100 staff across the firm's offices in London, Oxford and Munich.

SpeechWrite now supporting

SpeechWrite (0121 236 2626) has extended its digital dictation offering with the addition of support for Blackberry and Windows Mobile devices, so users can now use them as dictation recorders.

www.speechwrite.com





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Editorial: Time for vendors to rethink ?

Talk to any legal IT vendor today and you will hear grumbles about the declining effectiveness of their traditional marketing methods, particularly exhibitions, road shows and telesales. But, while it is easy (very easy) to pin the blame on short-term scapegoats (such as dozy telesales staff and unimaginative event organisers) a more fundamental question needs asking, namely has the world moved on and vendors now need to rethink their whole approach to marketing?

What we have seen over the past 30 years has been a prevalence of 'interruption based' marketing, with prospects being 'interrupted' from their day jobs by mailshots, telephone cold-calling (both increasingly neutered by secretaries and PAs) and having to attend events. The theory among marketeers is we are now moving into the era of 'permission based' marketing, where instead of bombarding prospects with marketing materials they don't want, materials are made available in a format prospects can access at their own time of choosing and convenience.

Good examples of these include podcasts, webinars and videocasts. They allow audiences to access them when they want – and are increasingly being used as an alternative way of making first contact with prospects. True, they are not cheap – and it's currently like the Wild West out there trying to sort the good webinar production companies from the rest. But there again, look at all the money vendors have wasted in the past on such things as glossy brochures that go straight in the bin without being opened?

...Charles Christian

Thought Leader: Choosing your ideal solution - the role of virtualisation

by Tony Moxham, Technical Operations Director, nFlow Ltd

Whether it's a new purchase or a system refresh review it is considered good practice to thoroughly evaluate and test IT products before making a purchase decision. While it is a sound objective, setting aside the time and resources to run effective evaluations is not always as easy as it sounds. There can be significant financial cost associated with product comparison and compatibility testing, and on a more emotional level there is the sheer hassle factor. So, is there an easier way round these stumbling blocks, and can organisations operate an efficient approach to evaluation that provides the insight required to avoid costly mistakes?

One concept rapidly gaining popularity for product evaluation is virtualisation, creating a virtual machine to simulate the existing computing environment from where products can be safely and effectively tested. This also runs hand in hand with the increased popularity of virtualising live servers, making the process of product evaluation in a virtualised environment a natural evolution.

A virtualised system can be a test environment and exist on a live network simultaneously with minimum risk. And if all goes wrong, a virtual environment can easily be rolled back leaving no footprint. The options for establishing such an approach are quite broad, in that a firm can put the onus on the supplier to set up the virtual test system, removing cost from the firm.

In some regards, this presents the supplier with an equally useful opportunity, in that they are given the chance to set up the system in their own time without interrupting a firm's own IT staff. This also isolates the supplier from a firm's live systems and data, avoiding the need to give suppliers the administration access otherwise required.

When a selection is made, the successful supplier can move more quickly to a fully live setup. For the firms, it reduces the overhead required to run a test project alone, which can be a great advantage. Technically, the cost of setup is a lower than installing on a live system and any 'test' products can be removed leaving no footprint. ➔

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⇒ One leading accountancy firm adopted this approach in evaluating its options for digital dictation solutions. The situation presented a complex multi-office IT infrastructure using thin client technology, and a range of suppliers claiming their technology would perform best. After short-listing two systems, both had their core server technology virtualised using VMWare. The client component of the system was an imaged Hewlett Packard XPe thin client terminal. The firm was able to test performance of both applications in a virtually live environment without affecting users in any way.

On a technical level, they were able to artificially load bandwidth to identify the effect on the solution of quality of service applied for both VoIP and Citrix traffic, which was a vital consideration for them. As a 'contest', each supplier had one day to demonstrate performance and the purchaser got the opportunity to check which system met their business requirements most effectively. The end result was the selection of nFlow as best dictation technology, which is now running throughout that practice today.

So, without the cost and hassle of installing a solution on a live pilot environment or the cost of maintaining a testing environment, virtualisation can offer a range of practical and useful benefits as well as a simple and effective way of checking out the sales claims about product superiority.

Any firm thinking of heading down this route should bear in mind a few key considerations:

- Shortlist three preferred suppliers to create good competition
- Specify a virtualisation technology you are comfortable with and understand.
- Specify a testing protocol built on the firm's business and technical requirements
- Give the protocol and relevant images to the supplier
- Specify a limited period in which the supplier will carry out testing. To avoid disruption, this could even be at the suppliers' premises.
- Insist the supplier provides configuration specifications so implementation on the live system can be considered and planned.

I'll leave you to draw your own conclusions as to whether suppliers, who are not keen on meeting these virtualisation requirements, are the ones with the weaker technology.

• **Prior to joining the nFlow board, Tony Moxham held senior posts in law firms including IT manager.**

EMEA news

Another Elite 3E site goes live

United Arab Emirates-based Al Tamimi & Co – one of the largest, non affiliated law firms in the Middle East – has gone live with Elite 3E. General manager Kevin Hall said the decision to implement 3E was a key component in a major upgrade of MIS systems to support expansion, which over the last few years has seen the firm double its number of fee-earners.

Interwoven sans frontières

Yigal Arnon & Co, one of the largest law firms in Israel, has just signed contracts with Interwoven to implement its Worksite DMS, as have Flick Gocke Schaumburg in Germany and two top 10 Swedish firms Cederquist and Lindahl. In addition, top 3 Norwegian firm Thommessen is swapping out an old Hummingbird DMS in favour of Interwoven. Thommessen is a long-time Hummingbird user and back in 2004 based its practice-wide knowledge management system on Hummingbird.

Timesoft/Aderant win at Nysingh

Top 20 Netherlands law firm and notaries Nysingh has chosen Timesoft to implement the firm's new Aderant Expert practice management system.

www.timesoft.nl

Keyhouse taking Axxia Irish sites

Republic of Ireland-based legal software supplier Keyhouse has been selected by Dillon Eustace to replace its old Axxia accounts and time recording software with Keyhouse's own SAM4 practice management system. Other recent competitive swap outs include Regan McEntee & Partners dropping Harvest Accounts for Keyhouse, and Dundon Callanan converting from SafeLaw accounts to Keyhouse SAM.

www.keyhouse.ie



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People & Places

Flying a fourth kite

3Kites Consulting has added a fourth consultant to its ranks: Cathy Waring, who has over 20 years' experience of the legal IT sector, including two stints with Clifford Chance and working for Workshare as director of product management. Waring's new position at 3Kites ties in with the launch of the consultancy's business analysis and project management service.

Expansion at Recommend London

Simon Price's team at the London offices of Recommend has now grown to five, with the recruitment of Mark Callahan (previously a senior consultant with Yospace) as an additional member of the consulting and support team.

www.3kites.com

Gone, gone, gone

We're sad to report that Rhonwyn Learner, who has been so ably looking after marketing at DPS Software in recent months, has left the company to return to Australia. What, couldn't face the thought of a British winter? And Helen Dibble, the long-time inhouse marketing manager for Solcara, has gone over to the dark side by joining PR agency Eulogy. According to its website, Eulogy spend Friday nights in the local pub and every first Thursday holds 'Thirsty Thursday' team building events.

Roscow moves to IntApp

Jon Roscow, who until earlier this summer was the general manager for Billback's UK operations, has quit the company and moved to IntApp, to take up the new post of general manager for EMEA. He can be contacted on 020 8675 5019.

www.intapp.com

Acuo picks up the pieces from EJS fallout

Back in October last year (Insider 202) we reported on a new business intelligence (BI) system – called Law Cube – we'd seen demonstrated by EJS UK in Glasgow. The product, based on Microsoft ProClarity, had been designed as an add-on for Pilgrim Lawsoft. Earlier this year internal issues within EJS saw the company purchased and subsequently liquidated by its new owners. As part of the shake-up, some of the former directors acquired the IP rights to the Law Cube software from the liquidators PKF and brought it within an Anglo-Icelandic software business called Acuo Consulting (0141 204 2678) which specialises in Microsoft ERP, BI and Sharepoint technologies.

Acuo are now working on a new version of Law Cube – called Law3 – which initially is aimed at the Lawsoft market and will be previewed at the Law London event at Olympia next week. Managing director Hamilton Forbes told the Insider that the Acuo team were redeveloping the system around MOSS and Excel Pivot tables, as an alternative to ProClarity, and was confident that not only would it be a more commercially attractive system but also yield substantial performance benefits, with reporting times cut from over two hours to 10-15 minutes 'so firms get up-to-the-hour rather than up-to-the-day' information.

Meanwhile another former director of EJS – Vickilynn Clark – has formed her own BI software company, Decision Solutions, which is also offering a Law Cube successor product, called Legal-i. When we asked Ms Clark what the IP position was regarding Legal-i, as the rights to EJS software had presumably been transferred to the liquidators PKF, she emailed "They are claiming that, however it's an irrelevance because they have no BI resource to go to market or implement. Decision Solutions have created their own superior OLAP BI cubes in Legal-i so there is no problem with copyright." Acuo say they strongly disagree with this interpretation of events and are consulting their lawyers on the most appropriate response. We'll report developments as soon as we have them.

www.acuo.is

www.decisionsolutions.co.uk



News in brief

Tikit classification manager now integrates with IUS

Tikit this week announced the integration of its Classification Manager information taxonomy platform into Interwoven’s Universal Search (IUS) package. Classification Manager comes pre-configured with nine different taxonomies, to make it ‘plug and play’ in a legal or regulatory environment.

Computer driving licence for Goldsmith Williams

In a new approach to IT training, Goldsmith Williams has teamed up with Liverpool Hope University’s Learn Direct Centre to provide training towards the *European Computer Driving Licence* (ECDL) for 100 of its staff, as a way of enhancing its staff’s levels of computing skills.

Ringrose Law expand with Syscap PIFF

Over the past two years Ringrose Law, which has five offices across Lincolnshire, has used two PIFF (professional interim finance facilities) generated by finance provider Syscap to help fund its IT and office systems requirements.

- PIFFs operate in a similar way to bank overdrafts, allowing firms to draw down funds up to an agreed limit on capital projects over 12 months before being converted into a fixed term finance agreement.

Halliwells meet support SLAs with Hornbill

Halliwells reports that since implementing a Hornbill Supportworks ITSM to help manage its IT support desk operations, it has improved its SLA (service level agreements) success rate from 60% to 92%.

www.hornbill.com

Keystone Law opts for powwows now - wow

London-based Keystone Law has selected a telephone conferencing service from Powwownow to provide clients of the firm’s network of fee earners around the country with a ‘low-cost, no booking and no fuss’ conference calling facility. Clients pay just the cost of an 0870 call (6.7p per minute) for dialling into conference calls as the firm does not have any conference call set-up costs – as it would with other services – to recharge to the client.

www.powwownow.co.uk

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Time for IT vendors to make a stand ?

Over the past few months the Insider has heard from vendors complaining about the way the Islington Legal IT show is run (we hear this every year), the organisation of the Legal Technology Awards, the format of English Law Society's *Software Solutions Guide* (we also hear grumbles about this every year), the pricing and structure of the Legal IT Forum and, this year, even the normally blameless Institute of Legal Cashiers & Administrators has come in for criticism over its annual Software User Award. So, has the time come for oppressed legal IT vendors to make a stand and either put-up or shut-up? If they are unhappy, why not complain direct to the organisers or co-ordinate a boycott? There is even a trade body, the Legal Software Suppliers Association, to provide a unified lobbying voice.

FWBS move into non-legal

The National Counties Building Society has placed an order with FWBS to implement its Matter Centre system. Meanwhile private bank Hampshire Trust is already deploying Matter Centre, after a selection process than came down to a run off between Visualfiles and FWBS.

- As part of a 200 seat FWBS rollout at Brachers (*first reported in Insider 197, April 2007*), the integration between Matter Centre and Bighand digital dictation is now live. The project also includes integration with Aderant and eCopy on a firm-wide basis.

Gossip Central

Announcing the Haslam-Hemming dynasty

Congratulations to Ann Hemming and Andrew Haslam who got married last Friday (19th) to create their own little legal IT consulting dynasty.

What we did in our holidays

Which supplier marketing director went on the flume at a waterpark with his children, survived a 50-foot near vertical descent, and then slipped on a step in the toddlers pool, spraining his ankle and lower back?

Launches & Previews

Is email leaving you at risk ?

Recommind and InTapp are holding a breakfast briefing (starts 9:00am) on 3rd October at Merchant Taylors Hall in London on the subject of information risk management and whether email is leaving law firms exposed to risk. To book a place email ashley.peck@recommind.com

InTechnology invite you to compare

Managed services specialist InTechnology will be at this year's Legal IT Forum (15 & 16 October) to launch a free network cost comparison system. Called NetCheck, this reviews incumbent network and comms provider costs and compares them with alternatives. In a recent trial with a top 100 firm, InTechnology say NetCheck identified potential savings of £100k over the life of a five year contract. The service can also evaluate costs across international offices. For more details email mark.halpin@intechnology.com

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Next issue...

The next issue of the Insider (No. 213) will be published on October 23, 2008. The editorial deadline is October 20. In the meantime keep up with the latest news by visiting our blog at www.theorangerag.com



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