Workshare and SkyDox merge

Workshare has joined forces with SkyDox, a provider of cloud-enabled file sharing, synchronisation and collaboration tools. The combination is supported by £20 million of growth capital investment from a UK investor group led by Scottish Equity Partners (SEP) and including Business Growth Fund (BGF).

The company says that by combining their respective capabilities, they will provide existing and future customers with a unique platform for policy-based, cloud-enabled file sharing and enterprise collaboration. “Mobile working, Bring Your Own Device (BYOD), Big Data and the cloud have created a demand for Web 2.0 applications that provide today’s knowledge workers with the features and functionality they expect while also addressing enterprise IP and data security requirements.”

This combination will allow Workshare to integrate its best-of-breed, policy-based document comparison and metadata removal application with SkyDox’s scalable, highly secure, cloud-enabled file sharing and collaboration platform.

The management team comprises executives drawn from both organisations, with SkyDox’s CEO Anthony Foy (no relation to Tony Foy of KnowHow Consulting) retained as CEO of the new business, which will be called Workshare. Scott Smull the former CEO of Workshare will continue to work with Workshare and will have multiple key executive responsibilities as part of the Executive Integration Team. Barrie Hadfield who originally co-founded Workshare and architected the current solution has been appointed CTO.

In a subsequent Insider interview, Barrie Hadfield said the initial market reaction to the merger had been “great” and the newly combined company was already embarked on its new business propositions. Hadfield said “product quality and innovation will be key features. We will be focussing on our customers, not our competitors.”

He said the company would be looking at both extending the concept policy – so it now also encompasses the exchange of data, whereas in most law firms it only applies to email. And to “the mobilisation of the application… the bigger story is delivering functionality to the iPad and iPhone”. In terms of implementing this strategy, Workshare plans to release new products and upgrades every two months over the next six months.

The first element will be changes to Workshare Protect so that instead of electronically transferring documents, users will send a link to that document. “It’s a first step into the cloud,” said Hadfield. The second step will be a mobile version of the application, complete with desktop synchronization. The first platform to be supported will be iOS for the iPhone and iPad, followed by Android. If there is sufficient demand (or in the case of RIM if it survives) this will be followed by versions for Windows Mobile and Blackberry.

Finally, scheduled for Q1 next year, there will be a platform release pulling all these elements together. “We are not going to be reinventing the wheel but we want to try to make things work better,” said Hadfield. “We’ll still be doing the same stuff but we’ll be doing it in different ways. More easily, frictionless and in collaborative environments.”

The new term begins

We’re back from the long vacation, fully rested and with more ideas and innovations on the delivery of legal IT information to our readers. We’ll be revealing further details over the coming weeks but in this issue you’ll see, reflecting current trends, we’ve started new sections on Risk & Compliance and Outsourcing.
All change at LexisNexis - Fraser on his plans

One of the big stories this summer was the news of Tim Cheadle’s resignation as general manager of LexisNexis Enterprise Solutions, the division responsible for the company’s legal software systems, including Axxia, Visualfiles and Interaction. Cheadle, who joined LexisNexis in 2008, initiated the project to develop the Nimbus legal ERP product, based on Microsoft AX Dynamics, to replace the legacy Axxia system.

The next progress report on the Nimbus project (as well as the launch of the Streamline Matter Management system) was scheduled to be given at the LexisNexis user conference this November however following Cheadle’s resignation, the event has been postponed until the spring of next year.

- Cheadle has been succeeded at LNES by Alan Fraser, who is probably best known in the legal IT world as a former president and CEO of Workshare (he resigned from that company in January 2010). We caught up with Fraser shortly after he moved into his new office at Halsbury House, in London’s Chancery Lane.

Fraser told us that he was “very excited” to be taking on the new role at LexisNexis, as it would allow him to draw upon his previous experiences of working for large corporations and working within the legal IT space. He said a further bonus was to be working in the UK again (he lived in London in the 1990s) and added that his family is in the process of relocating to the UK.

Turning to his new role with LNES, Fraser said he was not in favour of setting targets for his first 100 days or anything like that. “You don’t set targets before you get involved and get to know a business!” Instead, he said his number one priority was to learn everything about the business – and its customers. He added that during his first 18 months with Workshare, he visited 256 of that company’s customers at their offices to discuss their experiences and issues.

Fraser said it was likely to be towards the end of the year before any changes to strategy were announced (which is another reason why this year’s Enterprise Solutions User Conference has been rescheduled from this November to next March) but he felt there were three constituencies that had to be addressed.

The first was LNES customers needed to get value for money from their investments in LexisNexis systems and that their expectations had to be managed, with full transparency. The second was LNES employees needed a clear roadmap for the business and its technologies. And the third was LexisNexis (and its parent Reed Elsevier) who also needed a return on their investments in the Enterprise Solutions business.

Finally, Fraser said his experiences with Workshare had made him “appreciate the power of the legal IT community. It is unique in business as to the way users share ideas and experiences – and provide feedback and input to suppliers.”

- Following his resignation, Tim Cheadle told the Insider he was initially taking some time out to spend with his young family but expected to return to the legal IT sector in due course.
It has been a good summer for Eclipse Legal Systems with wins for the company’s Proclaim case and practice management system at: Belfast firm Paschal J O’Hare Solicitors, who are taking Proclaim conveyancing, probate and personal injury case modules; recently rebranded personal injury specialists Beacon Law (previously Sprostons) who will also be integrating Proclaim with a Blazie JAWS scripting system for two visually impaired partners; and Questus, which operates a fixed fee ‘white label’ personal injury claims processing services for other law firms.

Mimecast are also very happy, having signed up 50 new law firm customers over the past six months, with recent deals including Foot Anstey, SJ Berwin, Russell Cooke, Weightmans and Kingsley Napley. The company now has 130 of the Insider Top 200 firms using its services, as well as a growing number of barristers chambers and The Bar Council. But as Thereza Snyman, the head of IT at Kingsley Napley comments “The question is not why would you have Mimecast but why wouldn’t you have it?”

Litéra announced two UK wins over the summer – at Birketts LLP who swapped out a legacy document comparison system in favour of Change-Pro TDC, and at the fast-growing UK document production and dictation transcription services company Document Direct.

TikitTFB also had two wins for its Partner for Windows case and practice management system at 80-user David Gray Solicitors LLP in the North-East – the firm is also taking DocsCorp PDF applications; and 70-user Lancashire lawyers Southerns Solicitors. Southerns is one of the oldest firms in the region and can trace its origins back to 1792.

It has also been one of the best summers for several years for IRIS Legal with the company announcing £700,000 of deals through a combination of upgrades and competitive swapouts among law firms, and including a £360k deal with St Philips Chambers, the third largest

barristers set in the UK. The IRIS law firm wins include Norfolk start-up Venator Legal, Horsey Lightly, Straw & Pearce, Appleby Hope & Matthews, plus swapouts at Neves Scott in Kent, dropping Practice Osprey in favour of IRIS Law Business, and Merseyside firm MWT Solicitors moving from Cognito to ILB.

Following recent wins at two of the largest barristers chambers in the UK, IRIS Legal has released IRIS Meridian Law Connected (MLC) 3.0. New features include enhanced email integrated, streamlined workflows, real-time bespoke report creation and enhanced marketing tools.

Linklaters has selected LexisNexis Interaction as its preferred CRM tool to be deployed across all the firm’s locations. The firm previously ran a SAP CRM application.

DLA Piper has entered into a 5 year strategic partnership with HighQ to use a portfolio of HighQ products to create a client-centric communications and collaboration platform.
More wins & deals

Mills & Reeve is the latest law firm to complete a rollout of a Copitrak cost recovery system. The firm has already deployed the Copitrak Eclipse and Scan products across six offices and the next phase is to roll out Copitrak Print and Secure Print to 800 users.

South Wales law firm QualitySolicitors Devonalds has selected SOS Connect to replace its legacy case management software. The firm already runs an SOS accounts system and will also use Connect to create a CRM platform.

Lewis Silkin LLP has deployed TotalView for Legal from BA Insight to sit on the firm’s Microsoft SharePoint and FAST DMS platform to make it simpler for users to search and pull together content from SharePoint, email and other databases.

With a new management team and new vision in place, OchreSoft has announced the first of what it promises will be a string of law firm deals. The firm is Thrings LLP which is taking the Intelliiworks Conveyancing cloud-based system for its residential and general property teams.

Carter Moore Solicitors has selected DPS Software as its new PMS supplier. The firm is taking accounts plus crime, personal injury and employment case management modules.

Home Counties law firm Blaser Mills has chosen a 120 user Prescient+ system from Norwel to replace its legacy IRIS AIM Evolution PMS. Managing partner Jonathan Lilley said a key factor was Norwel’s “clear commitment to building a longer term relationship” with the firm.

Microsystems has secured three more wins for its 3BClean system in the UK at Brabners Chaffe Street, Leigh Day & Co and Stronachs LLP.

Legal Technology Insider (256) September 2012
Risk & Compliance

New COLP & COFA toolset Eclipse Legal Systems is set to launch a COLP and COFA toolset to help firms comply with the new SRA regulatory regime that comes into effect in January. The Eclipse compliance toolset will be a fully integrated feature of the Proclaim case and practice management system.

Nine down – 191 to go Meanwhile the current COLP & COFA systems market leader Riliance reports that since launching just under one year ago, it now has 9 of The Insider 200 law firms using its systems. They are Ward Hadaway, Shakespeare, Sackers, Veale Wasborough Vizards, Boyes Turner, Rosenblatt, FCB Manby Bowdler, Brachers and Tollers.

• We will shortly be adding a Risk & Compliance column to the Insider 200 chart.

Frayman win at SNR Denton SNR Denton UK LLP has selected the Frayman Group’s Compliguard Flow and Compliguard Analyze applications to upgrade its new business intake workflows and conflicts management.

Panel selection biggest threat to conveyancing? A survey conducted over the summer by SearchFlow has found that solicitors believe the top five threats to their conveyancing practices over the next 12 months are:
• Panel selection - 28%
• Weak property market - 22%
• Increasing cost of insurance - 15%
• Competition from ABS - 14%
• Commoditisation of legal services - 12%
**EMEA news**

**Canon to buy I.R.I.S.** Canon has announced plans to launch, via its subsidiary Canon Europa NV, a voluntary and conditional public takeover bid in cash for all shares, warrants and stock options of I.R.I.S. Group SA*. The bid relates to all shares issued by I.R.I.S. which are not already held by Canon. (The company has held a 17% stake since 2009.) The bid offers a price of €44.50 per share. Canon says the bid is part of its plan to develop its long standing strategy to offer customers end-to-end office solutions and to develop a more consultancy based sales approach.

*I.R.I.S. is no relation to IRIS Legal in the UK.

**Crawling into Nijmegen** Leading Dutch law firm Poelmann van den Broek has selected the DocsCorp contentCrawler system to enhance the searchability of image-based documents stored on its Autonomy iManage DMS. The sales process was managed by DocsCorp local partner dFlow.

**Better handle on IP management** The Roche pharmaceuticals group has selected Thomson IP Manager from Thomson Reuters to manage its intellectual property assets portfolio. Roche said that with 12 patent group sites in Asia, Europe and the US, the company needed a global solution that could coordinate the management of IP rights as well as protect patents acquired during the course of corporate mergers and acquisitions.

https://thomsonipmanagement.com

**Ediscovery vendor expands Euro ops** First Advantage Litigation Consulting has expanded its operations in Europe with the opening of new offices and data centres in Frankfurt (the company has had an office in Munich since 2007) and in Zurich to provide forensics, ediscovery and managed review services.

www.fadvlit.com

**Check out Office 365 for Czech firms** With Prague currently vying to become the legal heart of central Europe (see also LawTech Europe Congress story) readers who speak Czech may like to check out AVE Soft, which is now offering systems for law firms based on Microsoft Office 365 and the Windows Azure cloud.

www.avesoft.cz

**Intralinks opens in Amsterdam** Intralinks has opened a new office in Amsterdam to provide a continental European hub for M&A customers wanting to use the Intralinks Dealspace offering. The new office can offer services in six languages.

**Using Elite data in Word** Cape Town-based XpressDox has developed an integration app that allows users of Thomson Reuters Elite to export practice management information into Microsoft Word via document automation technology. XpressDox CEO Chris Pearson says users don’t need to learn XpressDox as it operates in the background “as the glue between Elite data and Word”. XpressDox is available globally.

www.xpressdox.com ...continued on page 7
Dirkwzager gets Bighand  Another major Dutch law firm – Dirkwzager – has just implemented Bighand v4.2 digital dictation workflow software and smartphone apps to facilitate more flexible working practices for lawyers and secretaries. The firm’s head of ICT (and developer of the LegalKnowledgePortal.com) Jeroen Zweers said “Mobility is one of the key issues we are facing today. Bighand fits in with our thinking about a virtual world.”

Swiss Re gets Recommind ediscovery  The Swiss Re Group has deployed the Recommind Axcelerate Review & Analysis solution inhouse to help address enterprise information management, information governance and ediscovery challenges. The insurer will use Axcelerate to enhance its early case assessment, culling and first-pass document reviews in litigation, arbitration and regulatory investigations.

Legal IT featured jobs

Sales Consultant OTE circa £80k – Eclipse Legal  Joining our successful sales team, the role requires full coverage of the sales process from generating leads through to managing ongoing relationships and successfully closing. Possessing a solid track-record of selling to senior buyers, you will be target-driven and determined to succeed, capable of generating new opportunities from scratch. The role is office-based at our Bradford premises. Country-wide travel will be required.

A market-leading remuneration structure is on offer for exceptional candidates: OTE package circa £80k (uncapped) dependent upon experience and drive + car allowance (after qualifying period) + market-leading commission structure. For further details or to submit a CV email darren.gower@eclipselegal.co.uk

Looking for a few good men – or women  DocsCorp is looking for 2 x Marketing Managers to join its growing worldwide team – one for its London office, and one for its US office. Reporting directly to the Marketing Director, you will be responsible for implementing the regional marketing plan to assist local sales teams. Please email marketing@docscorp.com for details.
Outsourcing news

STILL OUTSOURCING Telford law firm Martin Kaye has just extended what it believes to be one of the sector’s longest running outsourcing arrangements for another five years. The firm, one of the first in the UK to outsource, contracted with e-know.net in 2002 after the collapse of The Hub, its original outsourcing partner. Since then Martin Kaye has renewed with e-know.net in 2005, 2008 and again this year with an option through until 2017. This year will also see a move to Microsoft Windows 7 and Office 2010 and an upgrade of the firm’s LexisNexis Axxia PMS database from Informix to SQL Server.

STILL OUTSOURCING TOO Another UK pioneer of outsourcing – Clarke Willmott in the South-West – has just embarked on its fourth phase of outsourcing since 1999 by switching suppliers and awarding the Tikit Group a three year contract to manage the firm’s IT services. Clarke Willmott’s IT director Iain Hepburn said it was the firm’s established best practice to look at the outsourcing market every three-to-four years and review the options available in terms of cost and enhanced service offerings.

Following the most recent review the firm decided to switch from its incumbent outsourcing service supplier to Tikit. Hepburn said “The major advantage Tikit had was their extensive track record in the legal and professional services sector. They understand our business and the specialised legal software applications we use.” Tikit is now providing Clarke Willmott with a range of IT outsourcing services, including Microsoft Active Directory, Exchange and SQL Server platform support, along with 1st line helpdesk and 2nd and 3rd level support.

The deal means Clarke Willmott is now Tikit’s biggest law firm outsourcing client to-date. Hepburn adding “Even during the first month, you couldn’t tell there was a change. Thanks to Tikit, the transition between outsourcing service providers was seamless.”

So why is Clarke Willmott such an enthusiastic adopter of outsourcing? Hepburn explains that although the firm still retains its own small team of developers and analysts “The business advantage of outsourcing is it lets the inhouse team focus purely on projects that will deliver benefits to the firm’s lawyers and clients, whilst the job of keeping the lights on is outsourced. In a competitive market, my team can wholly focus on business issues, which in recent years has seen the firm develop a wide range of bespoke case management and business automation workflows, without the distraction of dealing with the plain vanilla infrastructure problems associated with mergers, acquisitions and growth.”

VIRTUAL SERVICE FOR VIRTUAL FIRM London-based start-up Berlad Graham LLP, which plans to become an ABS later this year, is one of a growing number of ‘virtual practices’ that operate without a conventional, fully staffed office function. From day one the firm’s IT software and legal cashiering services have been provided by Virtual Practices, a division of Solicitors Own Software.

SPEEDY SRA AUDIT London law firm The Law Department reports that since moving to a Quill Pinpoint Interactive outsourced cashiering service, the time taken for an SRA-accredited accountant to carry out an annual audit has dropped from two days to half a day. Cambridge law firm Bendall Roberts has also recently moved over to using Quill Pinpoint’s Interactive cashiering service.

News in brief

Award nomination The Blackpearl system from K2 has been nominated as a finalist in the DM Document Management Awards in the Workflow/ BPM product category.
www.k2.com

Why search still matters If you think Recommind is all about ediscovery, think again as there is an excellent article here – Concept over Keywords – by Simon Price on why enterprise search technology still matters for law firms.

How secure is your data? Barry Cochrane of EMEA Software Solutions has been in touch to say he is now helping mySecureDelivery launch its services in the UK. We will have an article on the blog later this month about the company.
www.mysecuredelivery.com
Looking for a Workshare alternative... the choice is clear
Earlier this summer LexisNexis announced the launch of their comprehensive LexisPSL service for lawyers, covering 25 practice areas. LexisPSL combines the practice notes, time-saving tools, precedents and checklists required for contemporary legal practice, with direct links through to the primary law and the authoritative industry standard titles for which LexisNexis is known. Practitioners can instantly navigate from the What and How of the law to the Why, with materials from key texts including Halsbury’s, Butterworth’s and Tolley, as well as specialist legal magazines and journals.

Commenting on the project Christian Fleck, LexisNexis UK Managing Director, said: “Just as Halsbury’s Laws became the definitive legal encyclopaedia in the 20th century, we aim to make LexisPSL the definitive tool for lawyers in the 21st century. We are very proud to be the market leader in legal information since 1818, and LexisPSL is the exciting next step on this journey.”

So, good news for LexisNexis and, since the original announcement was made, the publisher has added a corporate and financial suite to LexisPSL, including a Market Tracker Alerts feature. And, last month south-east law firm Clarkson Wright & Jakes became one of the first firms to sign up for the full suite of LexisNexis services, including LexisPSL, Lexis Library and the Lexis Smart document automation tool.

It all supports LexisNexis UK director of legal markets Nick West’s contention that by being able to offer the complete package of legal content, PSL know-how and tools, including calculators, precedents and automated forms, it is well placed to take on the packaged know-how sector’s current market leader PLC.

Not surprisingly the Practical Law Company disagrees, with PLC director Jeremy Tobias-Tarsh telling the Insider that LexisNexis is mistaken if they think PSL is a challenge to PLC. “We are the first source of research for 100% of the Top 100 UK law firms, as well as 80% of the UK top 500 and 75% of the AmLaw 200 in the US. Know-how is not about the law but how lawyers think about things and get things done. The question to ask Lexis is whether the depth is in their PSL area or in their content area. We think the latter and view the PSL initiative as an attempt to add value to and rescue their library business.”

Tarsh believes having everything you need within one application – as LexisPSL does – is no longer a selling point as the growing trend for lawyers is to work in a multiscreen environment, where it is much easier to work on multiple applications and cut and paste between them. He adds that whereas PLC once used to try to co-exist with Lexis, now the publisher is taking on PLC’s core business with PSL, PLC is planning to take on the Lexis core business by offering legal content, both in association with Westlaw and other publishers, and by way of the provision of free primary legislation.

In fact this seems to be a recurring theme within the LexisNexis realm: having decided to move out of straight content and into applications, it is challenging other players in this sector who rather than being pushovers, are fighting back.

PLC is one example in the know-how sector but in the related field of client relationship marketing (or know-who) the acquisition of the Interaction system appears to have given the CRM market the biggest stimulus to innovation it has enjoyed in a decade.

For example both Tikit and Aderant are now directly challenging Interaction with their own respective Connect and CRM4Legal applications, while Thomson Reuters Elite (possibly needled by Lexis claims that its new Nimbus ERP system could one day challenge the Elite PMS) has said it is committed to creating a viable alternative to Interaction, so Elite users would never ever again need to buy from Lexis.

Add in further challenges to Lexis content in the US by Bloomberg and Google Scholar – some US firms reckon they can now conduct 80% of their legal research using free sources. Plus the potential for the iTunesification of legal content (why buy the whole book when you only want one chapter) and we are back where we began. Is LexisNexis taking on the World – or is the World about to take on LexisNexis?
**Six new websites to check**

**Legal Trip Advisor?** David Sprake has launched a reviews and testimonials site for solicitors, with firms’ rankings based on the ratings they get from their clients. Unlike some similar sites, firms have the option to remove reviews they object to, leave their own responses or even withdraw from the site altogether.

[www.solicitor.info](http://www.solicitor.info)

**Vendor website revamps** Both SOS and Linetime have launched new-look websites, with Linetime going for a new layout and branding, while SOS has expanded the range of resources on offer.

[www.soslegal.co.uk](http://www.soslegal.co.uk)
[www.linetime.co.uk](http://www.linetime.co.uk)

**Right-to-buy help** North West solicitors Tandem Law has launched a site for council home buyers across the UK who may have been the victims of professional negligence, including charging excessive fees by brokers and solicitors involved in arranging their mortgage finance.

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

**Live chat on PI** Insurance brokers JLT Specialty has added an instant chat function to its site, to make it easier for solicitors to discuss professional indemnity cover requirements and concerns.

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

**Online wills – from Canada to UK** Dynamic Legal Forms of Canada has launched its Will-O-Matic online will creation system in the UK. The system sells direct to the public, with custom tailored wills available from £49.

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

**Ediscovery: from 616 to 41**

It started out as an ordinary IP litigation case but when ediscovery specialists Hobs Legal Docs were called in to collect the relevant data, they found it totalled 616Gb, which surprised both the Manchester-based law firm and their client. However after using the Clearwell 7.1 Ediscovery Platform, to filter the data and document types, Hobs were able to reduce the relevant data by 93.4% to a mere 41Gb in less than 48 hours.
Legal IT events news

LAWTECH FUTURES 2013 - 30 April, London
With an even larger audience expected following the confirmation Ray Kurzweil is being flown in from the US to deliver the keynote, the list of exhibitors is now beginning to look like a Who's Who of the legal IT world. Vendors confirmed to exhibit at the LawTech Futures 2013 include Nexum, LexisNexis, Opus 2, Aderant, Tikit, Blue Car Technologies, Winscribe, Litéra, Mimecast, K2, Workshare, ConvergeOne, Copitrak, Nilec Solutions, E-know.net, NAC, nQueue Billback, Prosperoware, DPS Software, Lexacom, Informance, NetDocuments, Chrome River, Xeretec, Access, Avantstar, ITs Onelog, Saturn27 and Kutana. With over 50% of exhibition space already sold, Darren Armstrong of Netlaw Media is confident all exhibition space will be sold before the end of the year.

www.lawtechfutures.com

LAWTECH EUROPE - 12 November, Prague
The programme for LawTech Europe is complete, with three conference strands: electronic evidence/ediscovery, computer forensics and legal technology. Richard Susskind will be providing the opening keynote and there will also be an address by Czech Republic supreme public prosecutor Pavel Zeman.

www.lawtecheuropecongress.com

VQ FORUM - 14 November, Stockholm
The VQ Forum event is being held jointly with The Law Firm of The Year (Sw. Årets Advokatbyrå), Sweden's largest survey of buyers of business law service. “The aim,” says Helena, “is to make this event The legal happening of the year in Scandinavia, with a combination of interesting presentations and discussions during the day and a lavish gala in the evening.”

www.vquab.se

Fresh on the radar

ALWAYS ON, ALWAYS VISIBLE Eclipse Legal Systems has announced details of its upcoming TouchPoint system, which it describes as a device independent, ‘always on, always visible’ interactive experience for legal service providers, using realtime data from the Eclipse Proclaim case and practice management system. Functionality will include contact management, social media aggregation, visual KPI presentation, targeted news feeds and blogging, with a Windows 8 feel and support for the BYOD environment including smartphones and iPads.

NEW LOOK MILAN Prosperoware has released v2.5 of its Milan product suite for iManage Worksite. The release provides a web-based alternative to Worksite database administration, including the ability to perform ad-hoc bulk refiling without tying up the desktop for hours.

www.prosperoware.com

PDF PRO IS 6 Nuance Communications has released eCopy PDF Pro Office 6, the latest version of its PDF management application. The new version includes scanning and PDF workflow integration with networked MFPs (multifunction printers) plus the ability to save and open PDFs in cloud services such as Evernote and Dropbox. There is also a Dragon Notes function allowing users to add notes to files via speech recognition.
Channel news

Open Text + Blue Car  Blue Car Technologies has become an OpenText global partner. The two companies already have a number of legal sector customers in common, including the European Court of Human Rights.

Peppermint tee-off with 2e2  The ICT services provider 2e2 has joined the Peppermint Technology partner academy programme. Peppermint say 2e2, which has worked with firms as large as Linklaters, will add a degree of scalability to the Peppermint offering that will appeal to bigger firms.

Aquarium is watertight  Insurance claims technology vendor Aquarium Software is working with security specialists Panoplia on qualifying for ISO 27001 accreditation. Aquarium say its ‘elastic computing’ model, which allows its services to expand and contract with customers’ business fluctuations “dovetails with the ISO standard”.

People & Places

The women’s legal IT networking group LiliConnect held its latest networking evening at the Andaz Hotel in London at the beginning of September. The event’s focus was on Diversity and Inclusion, with three speakers – Hazel Oliver of Lewis Silkin, Daniel Winterfeldt of CMS Cameron McKenna and Alison Mackay of Primonovo all providing challenging and, in some instances, humorous perspectives on diversity in the workplace. The event, which was also a fundraiser for the Breakthrough Breast Cancer charity, was sponsored by Bytes Software Services and Charles Street Solutions. www.liliconnect.com

It’s good luck to IT services provider Plan-Net plc which is currently short-listed for three industry awards: Shared Service Centre of the Year in the National Outsourcing Association Awards and both IT Department of the Year and IT Service & Support Professional of the Year in the UK IT Industry Awards. And it’s congratulations to Quill Pinpoint which has become the first legal IT vendor to ever win the Institute of Legal Finance & Management (ILFM*) Solicitors Software Users Award for a second time. *The ILFM was formerly known as the ILCA.

SearchFlow has recruited four new sales account executives: Jon Marsh (commercial property) plus regional account execs Jennifer Searle (South West), Tracey Lodge (South East) and Sonia Kaye (Central). NetDocuments is continuing its European expansion with the appointment of James Davies, previously applications development manager at Norton Rose, as Technical Director EMEA. Yorkshire-based IT support specialist P2 Technologies has added Paul Hodgson to its support engineer team.

Bristol-based Iken Business has relocated to new premises at 11th Floor (West Wing), Lewins Place, Lewins Mead, Bristol BS1 2NR. The switchboard number remains 08448 933910.
Tikit sees increased demand for own software

In its interim trading results for the first half of 2012, the AIM-listed Tikit Group reported that while revenues were only marginally up on last year, pre-tax profits were up by 5.5%. In his statement, Group chairman Mike McGoun said a key factor in this growth came from sales of Tikit’s own software applications, which also generated higher margin recurring revenues from support contracts.

McGoun singled out the Tikit Template Management System, Carpe Diem time recording, TFB Partner for Windows and TikitConnect CRM products as success stories, adding that the loss of the LexisNexis Interaction reseller agreement in May 2011 had had little impact as the revenues from that were quickly replaced by higher margin revenues from Tikit owned software. Sales of the HP iManage DMS were also up with Tikit securing wins in the accountancy sector, as well as the UK and European law firms market.

Vital Statistics: 40%

A recent survey conducted by the English Law Society’s Law Management Section reports that 40% of law firms were experiencing increased cash-flow pressures, partners in 12% of firms had been forced to introduce new capital to ease cash-flow issues and one-third of firms were “actively” discussing mergers with other firms.

10 years ago today . . .

September 2002 saw the Tikit group acquire Derek Sturdy’s Granite & Comfrey knowledge management consultancy. Videss, now part of IRIS Legal, said outsourced IT services were the future of legal IT. A&O’s then IT director Dave Burwell said matter-centric case files were the future of legal IT. Digital dictation was starting to take-off as the hot technology – and arguably the future of legal IT, as it would prove to be for the remainder of the decade – with BigHand, nFlow, Berrys and SRC all announcing new deals with Top 100 firms. And a new survey found that 53% of law firms had frozen their IT budgets and 22% were cutting IT spend – no change there then.

Legal Technology Insider

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The new apps – can be found on Apple iTunes at www.itunes.com/apps/theorang'erag www.itunes.com/apps/legaltechnologyinsiderworldwide

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