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## Jillson now ediscovery president at Daegis

Daegis has recruited Deborah Jillson as president of the company's eDiscovery Division, with the responsibility of growing the division and expanding the position of Daegis in the ediscovery space.

Prior to joining Daegis, Ms Jillson was the vice president of Litigation, Tools, Services & Hosting at LexisNexis, where she was directly responsible for the cross-functional management of the Concordance and Law eDiscovery businesses, both of which achieved revenue growth during her tenure. Before that she was a general manager at Access Data Summation working with the CT Summation CaseVault product group.

## The Aderant & Omega deal

This story came in too late for our last issue but for the record, here are the details. Coming on top of nine months of acquisitions, in mid-April Aderant acquired privately-held practice management systems vendor Omega Legal Systems for an undisclosed sum. Phoenix-based Omega has been selling into the mid-tier firms sector since 1975.

## Why one firm switched from iManage to Worldox

Last year Atlanta-based law firm Smith Currie & Hancock LLP swapped out its existing Autonomy iManage document management system in favor of Worldox. (The firm also considered NetDocuments as a replacement DMS.) In this article on our Orange Rag blog, the firm's Director of Information Technology Steve Swaney talks about the decision.

[www.legaltechnology.com/the-orange-rag-blog/why-one-us-law-firm-switched-from-imate-to-worldox/](http://www.legaltechnology.com/the-orange-rag-blog/why-one-us-law-firm-switched-from-imate-to-worldox/)

## AccessData say revamped Summation on target

AccessData say the revamped Summation product line of Summation Express and Summation Pro is proving popular with both law firm and corporate legal department users. Both products support early case assessment and final review and are offered on a subscription model without per-use or per-gigabyte fees. [www.rediscoversummation.com](http://www.rediscoversummation.com)

## Hello Insider News Wire

As part of the continuing expansion of our legal IT news coverage, we have now launched the **Insider News Wire**, a highlighted section on our website where we can publish press releases that have not, through lack of space, made it into our newsletters.

[www.legaltechnology.com/category/insider-news-wire/](http://www.legaltechnology.com/category/insider-news-wire/)

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## May's wins, deals, swapouts and rollouts

We start with two big wins for **kCura**, the developers of the Relativity ediscovery platform. **Womble Carlyle Sandridge & Rice LLP** has purchased a license to run Relativity inhouse, behind the firm's firewall. The deal was handled by Relativity reseller **DiscoverReady** and the system will be used by the firm's BullDox ediscovery team. The second deal was at **Skadden Arps Meagher & Flom LLP**, who are planning to install Relativity on a firm-wide basis.

The **Tikit Group** is enjoying success with its new Carpe Diem Mobile time recording system with recent wins including international firms **Dechert LLP** and **Blank Rome LLP**, and Texas law firms **Munsch Hardt Kopt & Harr PC** and **Crouch & Ramey LLP**.

## New product launches

**Hubbard One** this week announced the launch of its **Web Analytics** solution, which has been specifically designed for the law firms' market. Features include: key performance indicator dashboards, easy-to-read data visualization through graphs and charts, and the ability to track referrals through social media and mobile devices.

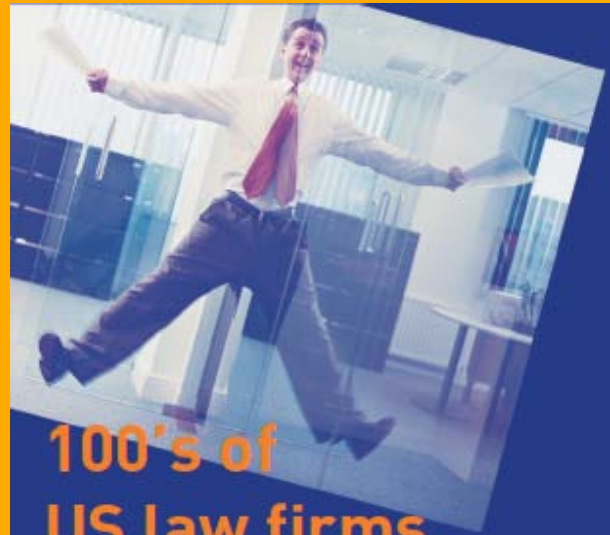
[www.hubbardone/webanalytics](http://www.hubbardone/webanalytics)

**DocAuto** has released its **Folder Manager for Exchange Module** for users of the DocAuto Server platform. The module creates native Exchange folders and categories within user mailboxes, allowing for consistent and flexible access to different methods of marking or migrating content from Exchange into iManage WorkSite. It also supports users in Outlook, as well as on iPad, iPhone, Blackberry and Android mobile devices.

➡ The **Frayman Group** says Q4 2012 will be the availability date for its new **Compliguard.Cloud** cloud-based risk management platform, which has been designed to provide business intake, conflicts and matter lifecycle management for law firms. Pricing will be via a subscription, based on the number of attorneys at a firm.

<http://compliguard.com>

**Workshare** has launched its **PDF Professional Plus 2.0** upgrade, with new integrations for Autonomy iManage Worksite and Microsoft Sharepoint 2010. The iManage and Sharepoint integrations will allow users to easily open, combine files into a PDF portfolio and save directly into a document repository. The upgrade also allows users to create ebrieffs and PDF/A files for court filings.



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## Christian UnCut: The kids are alright\*

I've been doing a number of keynotes at conferences recently and one of the big issues that keeps cropping up is the impact of younger people – Generations X, Y and Z – both on the legal workplace and working practices. The lament from Baby Boomers, who currently occupy most of the senior positions in law firms, corporate law and legal IT, is younger people have different attitudes towards work and career development, don't respect traditional business processes and prefer to use platforms like tablets, smartphones and social media.

The net result is many law firm managements now find themselves forced into a negative stance, trying to defend their technologies and ways of working against the pressure for change from not just their own staff but also increasingly from their clients. The irony is these same managements contain the very people who overturned the previous legal technology 'establishment' in the mid-1990s, when WordPerfect and green-screen Unix was replaced by Microsoft Word and Windows.

The challenge for management is to avoid trying to impose yesterday's value systems on today's technology and tomorrow's workforce. Or, to put it another way: in the future people will do stuff differently and they won't follow your work ethics, processes and values – so just get over it!

\* The single *The Kids are Alright* was first released by The Who in 1966. See also a book of the same name by John C Beck and Mitchell Wade, which looks at the way post-Baby Boom generations are changing the workplace. Available on Amazon.

## Alliances & Partners news

**Epona USA**, which claims it is the fastest growing Sharepoint DMS developer in North America, has signed technology partnership agreements with **Project Leadership Associates** in Chicago (IL) and **Buildingi** in Bellevue (WA).

[www.projectleadership.net](http://www.projectleadership.net) + [www.buildingi.com](http://www.buildingi.com)

**kCura** has signed up two new Relativity ediscovery premium hosting partners. They are **IE Discovery** of Austin (TX) and **Altep Inc** of El Paso (TX)

[www.iediscovery.com](http://www.iediscovery.com) + [www.altep.com](http://www.altep.com)

**Serengeti Law** has launched a Services & Solutions Partner Program to broaden its reach and expand the resources available to users. **Mosaic Consulting** is the first organization to join the program.

[www.mosaic-consulting.com](http://www.mosaic-consulting.com)

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### People & Places

**DocSolid** has hired **Dean Hillery** as its new channel sales director, with responsibility for driving partnership and business development opportunities. Hillery, who has been in the industry for more than 20 years, has held senior sales management roles with a number of companies, including Nuance eCopy.

**Iris Data Services** has hired two new regional directors. They are **John Stanton**, who will be based out of Kansas City and heading up the ediscovery services sales team in the Midwest, and **Zeke Alicea**, based in Miami, who will be responsible for sales and operations in Florida. ➔

➔ **Ralph Rostas**, most recently with CVA Forensics in Richmond (VA), has joined **Document Technologies Inc** as Mid-Atlantic forensics manager for DTI's discovery services business in the Washington DC Metro and Virginia markets.

### Vital statistics: 81%

According to Orion Law Management Systems recent accounts receivable collections survey, 81% of responding law firms have seen the time required to collect on open invoices increase in the past two years. The top reasons for not paying were inability to pay (49%) and lack of desire to pay (29%).

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## There's an app for it !

Another bumper month for legal sector apps with the **Wolters Kluwer** group launching three new apps. From the **CT Corporation** comes the *hCue Entity Manager* app for iPad and Android tablets which gives hCue users read-only access to entity information and documents. A fully interactive version of the app, which will allow users to update records directly from a tablet, will be available later this year.

<http://ct.wolterskluwer.com/hcue>

Meanwhile **Walters Kluwer Law & Business** has released *IP Law Daily*, a new service providing daily updates on developments in intellectual property practice. The service can be delivered via email, RSS feed and mobile apps for the iPad, iPhone, Blackberry and Android platforms. *IP Law Daily* subscribers can download the app free from the iTunes App Store.

<http://iplawdailywk.com>

And, **Wolters Kluwer** has teamed up with interactive textbooks developer **Inkling** to redevelop *Wolters Kluwer CA & MBE Bar Prep* for the iPad. (There is also a new web client version.) Prices start at \$349.99 (and only \$29.99 per section). For more details visit [www.inkling.com/barprep](http://www.inkling.com/barprep)

**Thomson Reuters** has released what it believes is the first iPad app delivering corporate-counsel specific information. Called *GC Advisor*, the app provides direct access to industry trend ↗

↗ information, technology and legal research tips, as well as articles and CLE classes. There is also an RSS feed to CLE-accredited webcasts from the West LegalEdcenter and to Twitter feeds. The app is available from the iTunes App Store and the Westlaw Store mobile page.

Finally, by way of providing a reality-check to all this app-mania, **Microsystems** has published a new white paper – *Legal iPad Adoption & the Associated Risks* – which looks at some of the issues associated with the use of iPad usage, including unwanted content loss, document corruption and metadata disclosure. The white paper is available free of charge from [www.microsystems.com](http://www.microsystems.com)

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