



## Pilgrim takes on Net Results with Analytics

Pilgrim Systems has moved into the business intelligence reporting market with the launch of its Analytics product, which the company's CEO Benny Placido describes as "a programming free toolkit for analysing information graphically".

Analytics is based on Orenburg's widely used 'Board' technology however Pilgrim, which has secured the sole UK legal market distribution rights, is positioning the system as one step beyond the rival Net Results product. No doubt Solution 6 will strongly contest this claim but what is interesting about Analytics is that it can access data from multiple sources including not just Pilgrim's LawSoft product but also third party practice management and even client relationship management (CRM) systems.

■ Glasgow law firm Andersen Fyfe has chosen Pilgrim's LawSoft for its new practice management system. Meanwhile long-time LawSoft PMS users Longmores in Hertford is implementing Pilgrim's case management system in its residential conveyancing departments.

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

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

# Legal IT London - all visitor records broken

Is the UK legal technology market showing signs of recovery? Does it look as if this country will also enjoy a Y2K03 boom, on the lines of the one getting underway in the United States as firms begin to review their late 1990's infrastructure? On the evidence of last month's Legal IT 2003 exhibition at the Business Design Centre in Islington, which not only attracted the biggest audience in the event's history - just under 2600 visitors - but also proved to be the busiest legal technology event the UK has seen since the mid-1990s, the answer is a definite 'yes'.

In fact had London's transport system not been giving its impression of a third world country on a bad day, there would undoubtedly have been a lot more visitors. This is illustrated by the fact that on the second day alone the organisers received 168 emails from would-be visitors requesting copies of the show guide because travel problems meant they were unable to attend.

■ Of the visitors attending the event, just over 60% were from private practice - the rest were from the public and commercial sectors - and 53% of law firm delegates were from practices with 11 or more partners. A total of 590 delegates attended the five keynote seminars organised by Legal Technology Insider - the biggest audiences were for Derek Sturdy on knowledge management for smaller firms and Nicola Webb's internet marketing session. *For more Legal IT reviews see pages 5 & 8.*

## LITIG to focus on four areas

The Legal IT Innovators Group (LITIG), which has now begun to evolve as a useful independent forum (its membership excludes consultants and suppliers) for the IT directors of larger law firms, has set itself four issues to pursue over the next quarter. These are: to identify and understand the 'key influencing bodies' in the legal sector and then to work with them on e-government initiatives, the adoption of e-billing standards and the development of best practice standards regarding email use.

The next, invitation only, meeting of LITIG will take place at Shoosmiths' Northampton offices on 10 April. For details contact LITIG co-ordinator David Robbins on [robbinsdj@hotmail.com](mailto:robbinsdj@hotmail.com)

## Anti money laundering upgrade

Mayer Brown Rowe & Maw has become one of the first UK law firms to upgrade its compliance systems to take account of the new Proceeds of Crime Act, which imposes stricter, more proactive reporting requirements on firms where 'reasonable grounds' may exist for suspecting money laundering is taking place. The firm has installed the CIRAS system from Semagix (020 7832 3251), which uses a data 'enhancement' technique to also verify 'non obvious' facts about prospective clients. *See also Neil Cameron's warning on money laundering on page 8.*

## News in brief

### ■ OPEN ORCHARD SCORES FIRST WIN

Open Orchard (0845 602 3823) the BT group that at the end of last year launched its Ensure Legal email policy management system, has secured its first order for the system from Cumberland Ellis Peirs. CEP will be using Ensure Legal in a range of applications from generic email usage, such as ensuring emails contain the correct client references and disclaimers, through to encryption and the use of digital signatures. It will also be used to certify that Chinese walls are in place to cover certain situations.

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

### ■ GABBS GET NEW INTRANET

Herefordshire firm Gabbs has used Essential Business Communications (01291 671077) to develop a practice-wide intranet providing members of the firm with in-office and remote access to diaries, email, SMS text messaging, practice reference materials, forms and a news service. The intranet is based on EBC's Legal Practice Manager product and the next phase in development will see the system extended to provide clients with access to case progress data.

### ■ IT FOR INHOUSE LAWYERS

Corprasoft, the US developers of matter management software for in-house legal departments, has just announced that Microsoft has selected Corprasoft's Legal Desktop product for its corporate law department. Ascertus, the UK and European distributor of Corprasoft, is holding a breakfast briefing for corporate counsel in London on 19 March. The theme is managing law firm expenses - for details contact Roy Russell of Ascertus on 020 7360 6026.

### ■ FROM RUSSIA WITH HTML

We are all familiar with the concept of outsourcing dictation transcription and typing to India and South Africa but now we have web site development and HTML coding from Russia. According to Svetlana Kuzmina, her company - Kamoto - can undertake database-driven web site, custom content management system and corporate portal development projects for as little as \$9.00 (about £6) an hour with no hidden costs and based on fixed fee pricing.

[www.kamoto.net/outsourcing.asp](http://www.kamoto.net/outsourcing.asp)

## Copitrak teams up to capture scanning costs

Costs recovery specialists Copitrak Systems has teamed up with eCopy Inc to create a new system that should make it as easy for firms to track, manage and assign costs associated with scanned paper documents as it currently is for photocopying. The system links to a scanner or digital copier and automatically logs cost recovery data regardless of whether the scanned document is subsequently distributed by fax, email or stored in a DMS.

■ Nigel Stanhope has joined Copitrak Systems UK as a sales executive. He is based in the company's London office (020 7234 3000) and is looking after sales in the Channel Islands as well as sharing the rest of the UK territory with Christopher Giles.

## Two more firms order LegalKEY

Kramer Lee & Associates has secured two more orders for its LegalKEY records management system. The latest wins are at Norton Rose and Mayer Brown Rowe & Maw however KLA report that a growing number of firms are also showing interest in LegalKEY's conflicts of interest management product as a way of limiting their exposure to professional indemnity claims.

KLA has also won an order from Bedell & Cristin in Jersey to swap out the firm's current Hummingbird document management software and replace it with the rival iManage WorkSite system. KLA is currently rolling out iManage at Mayer Brown Rowe & Maw and implementing Interface Software's InterAction CRM at TLT and Ogiers, another Jersey-based firm.

■ KLA is holding a series of seminars in conjunction with iManage on email and content management in April (Bristol - 2nd, London - 3rd, Edinburgh - 8th) as well as a session on conflict of interest management with LegalKEY Technologies in London on 10th April. For details call KLA on 01268 494500.

## Three suppliers in Keoghs deal

More information has emerged on the recent decision by Keoghs, which has offices in Bolton and Coventry, to move from Axxia to a new best of breed solution based on Elite's practice management system and Solicitec's Visualfiles case management software. Elite say a key factor was the firm had recently revamped its management team by bringing in a number of senior personnel, including CEO Paul Smith, who had not previously worked in the legal profession. This in turn led to a complete reassessment of the firm's IT infrastructure, including the recognition of the need for more detailed business analysis and the automation of both routine and more complex tasks by way of a business process re-engineering exercise.

The third legal IT supplier involved in the Keoghs' project is Ramesys who will be implementing a 350 user intranet based around Ramesys' Assimilate content management system.

## Elite extends Scots share with Ledingham Chalmers

Elite has extended its share of the Scottish legal IT market - it now has 11 customers including eight of the top 30 firms - with the signing of Ledingham Chalmers. The firm is implementing Elite's practice management system to support its three Scottish offices in Edinburgh, Aberdeen and Inverness, as well as its international operations in Istanbul, Baku (Azerbaijan) and the Falkland Islands.

In another international deal, Rouse & Co - the global intellectual property consultancy - has selected Elite's PMS as the basis for its new time, billing and financial management platform. Rouse & Co, probably best known in the UK for its legal arm Willoughby & Partners, will run the 'globalisation release' of Elite. This supports global reporting and analysis, as well as multi-currency and multi-jurisdiction accounting.

■ Bridget Hardiman, previously with Mantix and what is now the Niku Corporation, has joined Elite as sales manager with responsibility for expanding the company's activities beyond the legal market and into the wider professional services sector.

## Outsourcing at Charles Russell

Charles Russell is outsourcing its IT infrastructure to InTechnology's Managed Data Services in a move intended to assure continuous, reliable IT services for day-to-day operations and guarantee business continuity. Charles Russell is already using InTechnology's VBAK service for its managed backups and has now taken on secure hosting services. The firm's IT servers are now held in a secure InTechnology data centre.

Commenting on the project, Charles Russell IT director Jon Gould said: "Rather than spend on business continuity services that we may never need, we are putting in a smaller amount of money and getting all the security, resilience and flexibility we need for both business continuity and normal operations." explains Jon Gould, IT director at Charles Russell.

■ InTechnology plc (01423 850 000) was one of three support services companies who made their legal market public debut at last month's Legal IT event. InTechnology is hosting a series of half-day seminars in Leeds (20 March) and London (9 April) in conjunction with Hammond Suddards Edge on data compliance in the light of the apparently contradictory requirements of the Regulation of Investigatory Powers Act 2000 and the 1998 Data Protection Act 1998.

The other two support companies are: MWR Info Security (01962 891 111) who specialise in online security, including testing networks against penetration and vulnerability; and Plan-Net Services plc (020 7353 4313) who specialise in network and infrastructure design, implementation and support.

[www.intechnology.co.uk](http://www.intechnology.co.uk)  
[www.mwrinfosecurity.biz](http://www.mwrinfosecurity.biz)  
[www.plan-net.co.uk](http://www.plan-net.co.uk)

## News in brief

### ■ WITHERS WATCHES ASSETS

Withers LLP has awarded bar coding specialists ExPD with a contract for Asset-i, a system to help keep track of the firm's assets within its London offices. The Asset-i system also has an instant valuation feature so it can generate depreciation calculations for the accounts department. [www.expd.co.uk](http://www.expd.co.uk)

### ■ COMUNICA WIN COMMS DEAL

CMS Cameron McKenna has selected Comunica to handle a £500,000 upgrade of its internal network communications infrastructure. The new network has been designed by Comunica to increase bandwidth, reduce downtime and allow faster communication speeds for 1100 staff in the firm's London office. The system replaces the firm's old LAN and the project also includes a "six-figure" support contract.

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

### ■ PERCEPTIVE ANNOUNCES .NET

Perceptive Technology (020 7618 6440) has launched version 3 of its Mentor portal product which is based entirely on Microsoft .NET technology. Other features of Mentor 3 include new taxonomy and indexing services, offline file synchronisation and enhanced document and email management. As well as managing incoming and outgoing emails, this will ensure outgoing traffic complies with a firm's email usage policies.

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

## Looking for IT staff ?

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

■ This week's top jobs: Digital dictation specialist **BigHand** is looking for a senior sales rep, **Baker Robbins** has a vacancy for a principal consultant to join its London office and an international law firm is recruiting for a senior IT trainer and troubleshooter for its **Cayman Islands** branch. For details of all these and other vacancies visit the Insider Jobs Board at [www.legaltechnology.com](http://www.legaltechnology.com)

## Axxia sans frontieres

Axxia has appointed one of its original founding directors Doug McLachlan to the new post of international operations director, where he will have responsibility for developing the company's international network. Axxia has already appointed Verax Consulting, run by former Keystone director Mike Clements, as its distributor for the Australia/New Zealand markets and is currently investigating the SE Asia-Pacific and US markets.

Back in the UK, Axxia support director (and another founding director) Bob Hadingham has taken over McLachlan's former role as development director, while Hadingham's deputy Barry Robson has been promoted to head of support services.

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## People & Places

### ■ LASERFORM USER GROUP READY

The new, independent Laserform user group is now up and running. Anyone interested in joining should contact Susan Midha on 01689 851816 or [susan@susanmidha.co.uk](mailto:susan@susanmidha.co.uk)

### ■ PRIER LEAVES HUMMINGBIRD

It has been confirmed that Chris Prier, who until the end of last year was the UK sales director for Hummingbird, has now left the document management company.

### ■ TIKIT NORTHERN APPOINTMENT

As part of the company's expansion beyond its traditional London user base, Dominic Watts, previously with Systems House, Text Systems and Compaq, has joined Tikit as the company's first northern region sales manager with responsibility for developing sales activities in the North. Tikit recently landed Dickinson Dees as a customer.

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## Freshfields to roll out workflow practice wide

Freshfields Bruckhaus Deringer has purchased a practice-wide licence for the eWork business process management system from Metastorm. Following an evaluation of the leading BPM tools, eWork was selected to form the platform for a series of business process automation projects including client/matter inception, matter review and billing.

ResSoft has been engaged as a development partner to integrate eWork with the firm's FirmWare financial management system (also a ResSoft product). The new web-enabled system will be rolled out to lawyers and secretaries during 2003 and make Freshfields one of the first major firms anywhere to deploy automated processes in key operational areas.

■ ResSoft has also been selected by Shoosmiths to carry out the implementation of the InterAction 5 CRM system. Unusually, Shoosmiths purchased InterAction directly from Interface Software during 2002 and then held a beauty parade to select an implementation partner. ResSoft won the contract despite "stiff competition" from a number of other service providers.

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## Company news round up

### ■ LEXIS PARENT REPORTS £5 BILLION TURNOVER

Reed Elsevier, the international publishing group best known in this market for its Butterworths and Lexis legal publishing activities, has reported a 13% increase in group turnover in 2002 to £5 billion. Pre-tax profits also increased, by 11% to £927 million, however the results also revealed that the group shed 1500 jobs (including nearly 100 at Butterworths just before Christmas) as part of a cost cutting exercise.

### ■ ITNET PROFITS UP BY 29 PERCENT

The IT services company ITNet, which is attracting increasing interest for its outsourcing services within the legal market, has reported a 29% increase in profits to £16.5 million on a turnover of £179 million for its trading year ended 31 December 2002.

### ■ SOLUTION 6 TARGETS PROFESSIONAL SECTOR

Solution 6 has restructured its operations to create an international Professional Solutions group specifically focused on the legal market that, with 20 offices in nine countries, also has the capability of supporting the practice management needs of global law firms. Within Europe - the company has offices in the UK, Ireland, France and the Netherlands - the Professional Solutions division will be selling and supporting the Keystone, CMS Open and Net Results product ranges, along with its more specialist partnership tax and trust accounts software. (In the US the group will also offer the Javelan system for smaller firms.) Hardware and technical support services can also be supplied where necessary by drawing on the resources of Solution 6's infrastructure division MICL - see *AMC Citrix story on page 7*.

## Legal IT London - some of the new faces

Digital dictation systems, case/workflow management systems, particularly those addressing quality assurance and risk management issues, and email management were among the products attracting visitors at last month's Legal IT event. Axxia reported strong interest in its personal knowledge centre, which is the web generation's successor to the traditional fee earner desktop, while TFB says it was pleasantly surprised by the positive reception its new Linux/open source initiative received.

In addition to the debuts mentioned elsewhere in this issue, a number of other new faces caught our eye at Legal IT. These included the curiously named **iDOiNK Technologies** (01473 405000), who are workflow specialists with a portfolio of currently in vogue systems that should prove of interest both to law firms and the wider legal market.

iDOiNK products currently available include the LegalFLO legal case management system (no relation to Infographics' FloSuite workflow management software), the LicenceFLO licensing management system for local authorities, a DMS called DocuFLO, the ClaimsFLO system for insurance claims and DictationFLO, a Philips based digital dictation and workflow management system. [www.idoink.com](http://www.idoink.com)

Another new system certainly worth investigating further is ContactPortal from **Telephonetics** (01442 242 242). This can best be described as voice mail meets speech recognition and provides a way of automatically answering and routing incoming calls to specific handsets purely by using the spoken voice rather than waiting for and reacting to instructions to press different keys on a touch-phone.

The Telephonetics system is already in use in two major City firms but non-disclosure agreements mean the company cannot mention any names - however Telephonetics is also the UK market leader in the multiplex cinema sector, so if you have booked any tickets for an Odeon cinema in recent months, you will have encountered the ContactPortal.

Telephonetics sales director Paul Welham says the benefits of the system include the fact callers are presented with a natural, human sounding voice rather than an annoying voice mail response, while a firm is in a position to have 24/7 phone coverage at a fraction of the cost of employing receptionists and switchboard operators. [www.telephonetics.co.uk](http://www.telephonetics.co.uk)

■ Legal IT moves to Leeds later this year (15 & 16 October) and returns to London on 11 & 12 February 2004. *See also page 8.*

## In Solution 6 we trust

Risdon Hosegood is implementing Solution 6 Trust Accounts software at three of its Somerset offices, along with companion TrusTAX and PerTAX systems to produce SA900 returns for trusts and estates and SA100 for individuals. The firm estimates the move will cut tax return preparation time by 25 percent.

## What's hot ?

### ...InterAction

Interface Software's InterAction client relationship management (CRM) system has been enjoying a renewed boom in the UK since the launch of the more flexible Version 5 release last summer, clocking up new wins (recent signings include Browne Jacobson, TLT and Ogier & Le Masurier) as well as relaunches at a couple of larger firms who will now be rolling it out from their London offices on a European-wide basis.

There is also some interesting integration work currently underway, with workflow specialists Infographics involved in a number of "intelligent process-driven integration projects" designed to provide closer links between InterAction and different practice management systems. This includes one project that will use prospective client data from the CRM used to automatically populate the PMS when new client files are opened.

## And what's not !

### ...CRM software

Ironically, while InterAction is going from strength-to-strength, the concept of client relationship management is still struggling to gain acceptance within law firms.

The first problem is the continuing confusion as to what actually comprises CRM software, with many firms apparently still thinking CRM is just another, trendier, name for a marketing department database.

The second and rather more fundamental problem is that even where firms do appreciate the distinction, the pressure to record billable hours means few firms can develop a genuine relationship culture.

One marketing consultant told the Insider that in a recent survey of ten of the UK's top 25 law firms, only one had a CRM culture. The rest had CRM software but there was no relationship with their clients, merely the cross-selling of other services.

This view was echoed by one Scottish merchant banker who told the Insider: "Law firms still think CRM means a partner phoning up one day to ask if everything is OK and the next day sending you a bill for £70,000 that you had not been expecting."

## Legal technology events diary

■ MARCH 12, LONDON. ResSoft and Jaffe Associates host a breakfast briefing (8:00am to 10:30am) - Is your firm really benefiting from its CRM systems investment? The seminar is aimed at firms that currently have a CRM system that has not gained full acceptance. The seminar will focus on the cultural issues associated with CRM as well as looking at some of the ways that InterAction 5 can address them. There is a similar event on 29 April. Contact 020 7421 4140 or [marketing@ressoft.co.uk](mailto:marketing@ressoft.co.uk) for details.

■ MARCH 13, LEEDS. TFB's In-Practice 2003 series of seminars on e-conveyancing, risk & quality management and profitable legal aid work starts at the Leeds Hilton at 10.00am with a briefing on e-conveyancing, followed by risk management at 2:00pm. Fees start at £50 + VAT per session. Each briefing qualifies for 2 CPD hours and is hosted by Insider editor Charles Christian, with further seminars in Birmingham (19 March), Nottingham (3 April), London (8 April) and Manchester (1 May). For details call Milla Karimaki on 01489 609692. or email [milla.karimaki@tfbplc.co.uk](mailto:milla.karimaki@tfbplc.co.uk)

■ MARCH 13, IPSWICH. Wildings Professional Services, in conjunction with Opsis Practice Management Solutions and Quill, is holding an IT Solutions for Solicitors seminar. The event is free of charge and runs from 9:00am - 4:00pm. For details contact Ellen Wildings on 01473 219819 or email [Ellen@wildings.com](mailto:Ellen@wildings.com)

■ MARCH 17, LONDON. E-Conveyancing Opportunities for Lawyers Conference at the Cavendish Conference Centre. Organised by CLT Conferences, prices start at £315 + VAT, for more details call 0121 355 0900.

■ MARCH 24 & 25, WEST MIDLANDS. The AIM Computer Users Association annual conference at the Marriott Forest of Arden Hotel. Speakers include John Miller & Neil Cameron. The event qualifies for 10.5 CPD hours and the full delegate rate, including accommodation & entertainment, is £395 + VAT. For details contact Roger Hancock of the ACUA on 01789 296096.

## Axtol: creating e-learning courses - and revenue

Axtol (020 8899 6012), the e-learning company formed by former Ashurst Morris Crisp IT director Kris Grabarczyk is running a 50% discount off the cost of its internet-based training courses (the price for accessing the 180 courses comprising the Microsoft MCSE package is now just £140 per end user) for firms and companies wanting to use up the last of this year's IT budget.

Courses are accessed via Axtol's KnowPort e-learning portal however along with the company's portfolio of pre-packaged courses (there are currently over 800 available) Axtol also offers a course authoring tool that allows organisations to create their own multimedia courses. The cost of an annual subscription to the Course Author software is just £150 and completed courses can then be hosted on a secure area of the KnowPort portal and accessed by users as and when required for £75 per user.

Along with providing the tools and infrastructure to support e-learning courses within an organisation, without a firm having to invest in its own internal learning management system, Grabarczyk says another advantage of KnowPort is it offers organisations an opportunity to recoup their investment in producing the courses by reselling them to other firms or individuals requiring similar courses. [www.axtol.com](http://www.axtol.com)

## Context in Solcara KM and BLISS construction law initiatives

Electronic publishing specialist Context (020 7267 8989) and Solcara (0870 333 2966) have announced a strategic partnership designed to make it easier and cheaper for law firms to develop knowledge management systems.

Context's contribution to the partnership is its Syntalex software which focuses on the conversion of references within the text of documents or web pages into hypertext links, without the need for any manual editing, while Solcara's expertise is in the design and delivery of know-how solutions.

Or, as Solcara sales & marketing director Charlie O'Rourke puts it "Our clients already benefit from the ability to easily assimilate and digest information from multiple internal and external content sources. The integration of Syntalex means that the manual tagging of references is a thing of the past. Firms that spend a great deal of their time manually processing references in documents, or use third parties to do so, can save thousands of pounds by automating this process."

■ Context has also launched the *Building Law Information Subscriber Service* (BLISS) a fully-searchable resource containing summaries of cases, legislation, standards, contracts and books. BLISS is published by construction consultancy James Knowles and is now available exclusively on Justis.com, Context's online legal research service. Subscribers can also receive the BLISS weekly update service, containing links to all material added to BLISS over the previous seven days, at no extra charge.

# HotDocs 6 goes in at Berwin Leighton Paisner

Berwin Leighton Paisner has become the first firm in the UK to commit to a wide-scale roll out of the new version 6 release of the HotDocs document assembly system.

Commenting on the move, Berwin Leighton Paisner IT director Janet Day said "We have been a HotDocs user in a limited manner for a number of years. This release convinced us to roll out the application to all desktops. Document assembly gives an excellent ROI." Day added that she was pleased at the flexibility of the HotDocs licensing arrangements which mean document assembly facilities can be offered both to internal staff and external clients.

HotDocs 6 - which its distributor Capsoft UK describes as "more than an upgrade from HotDocs 5, it is a complete rewrite" - also features a PDF module that allows the automation and generation of PDF documents and forms.

## News in brief

■ **SOLUTION 6 WINS MAJOR AMC CITRIX DEAL**  
Solution 6 infrastructure division MICL has won the contract to install a Citrix thin client network at Ashurst Morris Crisp. The Citrix implementation will allow the firm to deploy the full functionality of its CMS Open practice management system and securely share live data between its Brussels, Frankfurt, London, Madrid, Milan, Munich, New York, Paris, Singapore, Tokyo and New Delhi offices.

■ **NEW LIBRARY SYSTEM AT PINSENT CURTIS BIDDLE**  
Library systems specialist Fretwell-Downing Informatics has just announced the successful deployment of its OLIB7 library management system at Pinsent Curtis Biddle. The firm's national information manager Vicky Foster said OLIB7 was chosen to operate in a multi site environment and cover all aspects of library management from serials control to financial management, with particular emphasis on "having greater control over our library budget and greater accuracy in analysing our purchasing trends". Other firms already running OLIB7 include Eversheds, Morgan Cole and Osborne Clarke.

[www.fdggroup.com/fdi](http://www.fdggroup.com/fdi)

■ **CIVICA GALAXY GETS ENHANCEMENTS**  
Civica's Galaxy integrated practice and case management system has had a number of client-facing enhancements added to it over the past six months. These include SMS text messaging, an interface to the LMS STARS case tracker system and the introduction of the Web Galaxy extranet facility allowing clients to monitor the progress of their cases. Galaxy is also being given an XML interface so it will eventually be able to link up with developments such as the PISCES conveyancing initiative and it also now supports automated billing from the desktop.

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## Enjudica - linking case management to the web

Compared with some previous events, this year's Legal IT exhibition was relatively quiet on the web front however one new e-business company with a novel and potentially useful offering was Enjudica Online (0117 962 6119).

The company's eponymous software can best be described as middleware technology providing the extranet mechanism between a law firm's core internal case management systems and its clients seeking access to matter progress reports via the web. Although there is nothing new about this concept, Enjudica has given it a different spin by making it an open system that can talk to most third-party case management products, not just those already web enabled, thereby offering extranet functionality to firms that do not want to upgrade or replace their current case management systems.

The system is available now and by the end of this month three firms - Martin Elliott in Colchester plus Berry Redmond and 35-partner Thring Townsend in the South-West - will have gone live with the system.

Enjudica pricing is based on the number of users and case management applications modules (conveyancing, matrimonial etc) selected, with pricing starting at £5,500. This includes not only the interface with the case management software but also the first year's maintenance, as well as the development and hosting of the web site. Annual maintenance from the second year onwards starts at £750 and includes free version upgrades along with ten hours of web design services. To further simplify the Enjudica offering, the system is supplied complete with software server, security and firewall protection on a dedicated Linux appliance that is ready to plug into the firm's network.

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

## Money laundering - where did that cheque come from ?

With the new Assets Recovery Agency opening its doors for business last week under the aegis of the Proceeds of Crime Act, IT consultant Neil Cameron recently gave a timely reminder of the complexities of the money laundering regulations. Speaking at one of the keynote sessions at last month's Legal IT exhibition in London, Cameron said it was heartening to see that so many solicitors practices now had elaborate measures in place to ensure they complied with money laundering regulations, when it came to taking on and vetting new clients.

However he went on to warn that he "didn't know any firm on the planet" whose systems also extended their precautions to include a situation where cheques are received from a client but a third-party rather than the client is the actual payer. Cameron said most firms are so keen to bank cheques they never stop to think that by accepting payment from an unknown third-party, they could be running foul of the money laundering rules.

## Wedlake Bell rollout TotalSpeech DDS

Covent Garden based Wedlake Bell has rolled out BigHand's TotalSpeech digital dictation system to all practice groups - and a total of 130 users - in just one month.

Wedlake Bell's IT manager Linda Webster commented, "the rollout, which was handled by in-house trainers, has been swift and painless and feedback from users has been very positive. TotalSpeech is simple to use and has made a marked difference to the speed at which work is turned around. It has the exceptional quality of being popular with both fee earners and secretaries."

BigHand director Gordon McAlpine added "TotalSpeech's architecture, workflow engine and user interface make it flexible enough to bring value to all firms. Small and medium sized law firms can draw the same productivity and efficiency improvements many of the global organisations have enjoyed over the past year."

## Argue out at ALT

Case management specialists Alternative Team last week announced that Bruce Argue had "been dismissed as an employee and removed from the board of directors." ATL development director David Rich said "the dismissal is the subject of a legal challenge and cannot be commented on further."

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■ **Coming soon:** The next newswire is scheduled for 19 March. The next issue of the Insider newsletter (No.146) will be published on Wednesday 26 March 2003.