



Axxia win Irish DPP mega deal

Earlier this week Axxia Systems won the biggest single order in its corporate history when the Office of the Director of Public Prosecutions in Ireland awarded the company a €1.75m contract to deliver an integrated electronic case, document and file tracking system. The two year project will be based around Axxia's own case management software, with the document and records management element provided by the Tower TRIM system.

Security top priority

Last month's Insider online poll asked readers what projects would take priority in their 2006 IT budgets. Top of the pile, with 45% of the votes, came email and online security projects, followed, on 43%, by upgrades to and/or new legal software applications. Just 12% said Microsoft .NET projects had a priority.

This month, following recent amendments to the Civil Procedure Rules, we are asking whether electronic disclosure is a core function that should be kept inhouse or outsourced to external bureaux?

www.legaltechnology.com

IT show in a fortnight

Legal IT 2006, the UK – and Europe's – largest legal technology exhibition, opens its doors in just under two weeks' time. The event, which takes place at the Business Design Centre in Islington, runs on Wednesday 8th and Thursday 9th February. Admission is free and the opening times are 9:30am-to-4:30pm both days. The event, which is co-sponsored by the Insider, also features free keynote speaker sessions and this year also hosts the LSSA conference. We carry an exhibition preview on pages 4 & 5 and there will be a review in the next edition.

Axxia managing director Stuart Holden said the company won the contract against stiff competition, including a lengthy evaluation process that involved visits to some of its other government sites including the Army Prosecuting Authority. He added "It is refreshing to see a public body opt for what is already available in the market rather than trying to reinvent the wheel. Too many governmental IT projects overlook specialist expertise in favour of designing from scratch, with the risk of overrunning schedules and runaway budgets."

Wins for Videss and Baker Mack at Legal Technology Awards

The inaugural Legal Technology Awards, which took place in London last week, proved a success for all concerned as nearly 400 people wined, dined and danced the night away at the Park Lane Hotel. The event's mc Boris Johnson MP also proved that the phrase 'Tory politician with a personality' is not an oxymoron although inviting the audience to join him on a crusade "to promote the benefits of legal technology and moderate drinking" was clearly going to be a crowd pleaser. The Videss Legal Office system won the award for best integrated system, while Baker McKenzie scored a double with Sue Hall named IT director of the year and ...*continued on page 7*

Also in this month's Insider...

Along with this month's issue of Legal Technology Insider, we are also including the latest edition of Inside Corporate Legal, our quarterly supplement for inhouse lawyers, and on page 6 we have details on how to access our special online report on litigation support and e-disclosure.



Register now at www.legalitshow.com and receive your free buyers guide on exhibition entry

News in brief

Pilgrim launch legal aid offering

Pilgrim Systems has added a criminal and civil legal aid franchise support module to its LawSoft system. It handles all aspects of claims management and accounts and is also available as a web client.

Civica tick all Crossmans' boxes

Crossmans has migrated to Civica's Galaxy Legal System. The firm originally approached Civica for a debt recovery package but subsequently decided to replace its entire Practise Osprey accounts and case management software with Galaxy systems. Civica also installed Windows Terminal Server to link the firm's Enfield and Cambridge offices.

Visualfiles win Scots Law Society contract

The Law Society of Scotland has launched a new case management system to speed up and simplify the process for handling complaints against solicitors. The Society said the £200,000 investment in the Visualfiles system showed its continuing commitment to the modernisation of its complaints handling process and anticipated, once the system was bedded in, meeting its new target of dealing with 75% of cases within six months.

Two Manchester wins for Laserform

Two Manchester firms – Fairfield Solicitors and John Hardman & Co – have placed orders for Laserform's Partnership Suite accounts and case management software.

Equitrac updates print tracking

Equitrac has launched version 4.1 of its Print Tracking system, new features include greater control on colour printing.

Quote, unquote

"The problem with legal software is there are too many prima donna salesmen out there who are not team players and only interested in keeping their big ticket customers happy' ...*the managing director of a legal IT supplier talking to the Insider.*

Thorpe quits Tikit

Six months ago David Thorpe shocked the legal IT world by announcing he was quitting Thomson Elite to join Tikit as sales director. Just before Christmas he did it again, quitting Tikit 'on amicable terms'. Thorpe told the Insider that rumours he was joining SAP "were wide of the mark. Right now I am just enjoying time out with the family, messing about with my computers, shedding pounds at the gym, reading and generally doing b****r all. No doubt within a short period of time I will get bored, at that point I will have to start thinking about gainful employment."

AIM-listed Tikit has published a trading update prior to entering the closed period before the announcement of its preliminary results in March 2006. The company said performance was in line with expectations and "will show significant improvement over the prior year... our order book for implementation services and ongoing support remains strong and we continue to bid for a large number of contracts with major law firms and accountants."

Have you got form ?

Rose & Bridge consultants (01904 720334) has carried out a survey on the brands of legal electronic forms supported by legal software suppliers. By far the most widely used is Laserform, used by 23 suppliers, followed by OyezForms (18 suppliers), Capsoft HotDocs (13) and then PrintaForm (7) and Shaws, used by just 2 suppliers. This position could soon change as Capsoft's new free legal forms service – Capform – has already clocked up over 1100 registered users since the service was launched in early November. And, if you are still unhappy with your choice of forms, have a look at ClickDocs, which has been getting rave reviews from some law firms.

www.clickdocs.co.uk

TFB-Isokon partnership

Technology for Business has just announced an alliance with Isokon, the legal sector market leader for probate and trust accounting software. The move is part of an ongoing TFB strategy to form integration partnerships with suppliers of complementary products. Gordons Solicitors is the first TFB site to sign up for the Isokon package.

Firms running TFB software rated highly in The Lawyer magazine's recent 'rising stars' feature on the 50 up and coming law firms to watch in 2006. They included two within the top 10 – Silverbeck Rymer (2) and Gordons (4) – as well as Forbes (17), Keeble Hawson (43) and Teacher Stern Selby, who ranked number 49 in the survey.

EMIS & nSynergy join legal PMS market

The market for practice management systems has become even more competitive with two more suppliers announcing their entry into the legal accounts sector.

The first is EMIS IT (0870 122 5525), which is already well known for its Seneca CM case management system. The product, which also includes a digital dictation facility, has now been enhanced to include accounts functionality. The first firm to have ordered the system is Stockport SAS Lawyers who are spending £120k with EMIS on new IT systems. London trademark attorneys Wildbore & Gibbons have also recently ordered Seneca CM software from EMIS to provide an integrated contact, file, activity and diary management system.

The second new entrant is LegalNet for Firms from nSynergy (020 7060 1310). Although this Australian-based supplier is primarily associated with its LegalNet practice management system for corporate legal departments, it has now launched a version for small-to-mid sized law firms. Because the system is based around Microsoft SharePoint Portal, the LegalNet product can also provide email and document management facilities to users from within the Microsoft Office suite of applications.

But entrants to the PMS market are not guaranteed success and the Insider has learned that another supplier has put its legal software division up for sale. We are trying to navigate our way around the NDAs but believe it is a supplier with a Microsoft Great Plains-based system.

www.emisit.com

www.nsynergy.com

What impact will HIPs have ?

Chelmsford-based Ontraq Ltd, which is carving a niche for itself as a legal IT systems integrator within Essex/East Anglia – their flagship client is Cunningtons in Braintree – is holding a breakfast seminar next month (15th February in Chelmsford) on the potential impact of home information packs on legal practice. The event will also include speakers from Laserform and digital dictation specialists Nflow. For more details call Richard Bennett of Ontraq on 01245 808789/265100.

www.ontraq.com

News in brief

Field Fisher picks Pivotal for CRM

Field Fisher Waterhouse has become one of the first major firms for some time to select an alternative to InterAction for its CRM system. The product the firm picked is the Pivotal Legal CRM suite, which is being deployed via Phoenix Business Solutions. In other Phoenix news... the company has relocated to larger offices at Ibex House, 42-47 Minories, London EC3N 1DY (tel: 020 7680 4450); Ray Burch, previously with Hummingbird, has joined the company as professional services director; and Phoenix has won Interwoven WorkSite deployment contracts from Clyde & Co, Dickinson Dees and 500 user Webber Wentzel Bowen in South Africa.

More keep email going with Cerberus

Harbottle & Lewis and Munday in Cobham have become the latest firms to select the Cerberus system from DataShare Solutions (020 8337 2700) to provide a business continuity/disaster recovery platform for Microsoft Exchange Server.

Teksys win Freshfields Microsoft deal

Teksys (01923 247707) has won a major software order from Freshfields Bruckhaus Deringer that will see the firm buying Office 2003, SQL Server 2005, Exchange 2003 and other Microsoft products for 5500 users and around 450 servers.

Insider job of the week

Case management developer, Liverpool

A long established Liverpool law firm is offering up to £40,000 + benefits for a case management developer with Progress programming skills and preferably experience of Eclipse legal software. For more details call Mark Lennard on 0870 800 9494 or email mark@jplgroup.com

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People & Places

Say hello...

Tony Fry has joined **Easy Convey** as the company's new customer relationship manager. **Nigel Lawrence**, previously with legal IT recruitment specialists **JPL Group**, has moved to **Law Support**. **Fiona McKinnon** has joined the marketing department at **Tikit**. And **Bridget Booker**, who joined **Pericom** earlier this year as a senior account manager, has been promoted to the Pericom board as sales director. **Marcus Davis** and **Michelle Brooks** have also joined the Pericom sales team, while long time Pericom director **David Amies** has been appointed business development director.

And goodbye

Heidi Simpson leaves **Thomson Elite** at the end of this week – she's taking a month off "to clear her head" before deciding who to join. After two years as head of corporate communications, **David Wells** has left **LexisNexis Butterworths**. And **Debbie Hunt**, a familiar face on the legal IT scene, is leaving **Copitrak** at the end of February to take up a new career in ocean racing. She has already passed her Yachtmasters Certificate and will be heading to the Caribbean for the upcoming race sailing season. Keeping with the nautical theme, **Copitrak** is sponsoring this year's **Manches Cup** race.

IT director wanted

Harvey Ingram LLP, Leicester, to £60k +
Outstanding opportunity for an ambitious IT professional to join this thriving 31 partner Leicester-based law firm as IT Director. This is a new position and carries significant responsibility for the delivery of an IT strategy as well as management of the firm's IT systems. The salary range is £50-£60,000 plus benefits. For full job and application details please apply to Neil Cameron at the Neil Cameron Consulting Group, email: neil@neilcameronconsulting.com

Legal IT show preview

Welcome to our round-up of what look like being some of the more interesting new product launches to view at next month's Legal IT exhibition. We'll be following up with a post-show review in our February edition.

Practice management systems

Two all-new accounts & practice management systems make their debut at Islington. From **SOS (stand 32)** comes **Connect**, an integrated practice and matter management system that takes advantage of the latest .NET technology so it can be accessed by users from any location, including home or a client's office, providing there is an internet connection. **Connect** is more than just a replacement for the current plain-vanilla Windows **SOS** practice management software as it also incorporates a scripting tool that allows firms to construct and deploy workflows more quickly and simply than via traditional case management software.

The second new PMS is **Indigo** from **Pericom (stand 69)**. Developed by David Webber, who during his career has written accounts software for more law firms in the UK than anyone else, this is a SQL Server, .NET ready system that, in the words of Dyer Burdett, who have already been running **Indigo** for a number of months, "delivers big system features at a small system cost." As part of **Pericom's** relaunch as a 'best of breed' solution provider for small and mid-sized firms, the company is also launching a digital dictation system, that is fully integrated with its OMS Matter Centre front office system, and **Meeting Zone**, a **Webex**-like audio and web conferencing system for law firms.

Document management

It has been a long time since we've seen a new document & content management system at Islington but **Saturn Legal (stand 4)** is unveiling a new one called **IS-Safe for Legal**. The product is already in use in other industries and has been redesigned for the legal market to encompass law firm process and best practice, with particular emphasis on security and compliance. To mark the launch, **Saturn** is giving away one free copy of the software to the firm winning the prize draw being run on the stand.

Workflow, HIPs & case management

Axxia Systems (stand 26) is unveiling what it describes as its 'most significant new technology solution for 30 years'. Called **Axxia DNA**, this is a web-based business process management system designed to provide lawyers and law firm managers with greater command and control over all the client, matter, financial, compliance, performance ↪

➔ and process management issues associated with running a modern law firm. We'll tell you more about DNA when we've had a good look at it.

We can also expect to see plenty of new systems to support e-conveyancing and home information packs. Two of the more ambitious are ConveyPlus from **Norwel (stand 24)**, which includes full integration with PISCES, NLIS, Microsoft Outlook and bulk referral systems; and **Visualfiles (stand 35)** with its HIPs application, which is already being field tested by First Title and the Live Organisation. Visualfiles, whose case and workflow management software is now used by 25% of the top 250 largest firms in the UK (38 other suppliers share the rest) will also be showing the new performance 'dashboard' for their M2 matter management software. The dashboard provides a Microsoft Outlook overview, including drill downs, of financial data, client satisfaction, service levels and exception reporting, so fee earners and managers can monitor actual performance against planned performance.

Digital dictation

With innovation by digital dictation suppliers showing signs of stalling, it's good to see **Nflow Software (stand 52)** bucking the trend by previewing its new 'knowledge linking' concept. The result of extensive consultation with users, knowledge linking has the potential to take digital dictation beyond traditional dictation and transcription and into the broader field of document production – this definitely sounds worth taking a look.

Winscribe (stand 46) is also pushing the boundaries and will be showing how its digital dictation software is now speech recognition enabled, so users have the option of having their dictation automatically transformed into a transcribed document either for immediate use or editing by a secretary. Finally, on the hardware front, **Grundig (stand 41a)** will be showing its latest Digta range of portable digital voice recorders and DigtaProMic USB desktop mikes, the latter now providing an attractive alternative to the Philips SpeechMike.

The best of the rest

Among the other exhibitors, whose offerings do not fall into simple categories, **TFB (stand 13)** will be showing the latest integrations to complement its flagship Partner for Windows case & practice management system. These include the DictaNet digital dictation system and the MoboTel integration with the Blackberry device. ➔

➔ Also, look out for **Tikit (stand 56)** who always use the Legal IT Exhibition to introduce new partners and products to the UK legal market. This year's debuts include Neverfail – a new disaster recovery solution for the Microsoft platform; and the RPost Registered email service. This works in conjunction with a firm's current email system to provide a tamper-proof audit trail to show when an outgoing message had been delivered to the recipient's server and when it was subsequently opened. And **Ramesys (stand 41)** will be demonstrating the Zantaz EAS email and file archiving system. This is a product a growing number of firms use to complement their Microsoft Exchange email platforms – Ashton Morton Slack in Sheffield has recently ordered Zantaz EAS from Ramesys.

News in brief

Mayfair lawyers goes IP

Taking advantage of a move to new premises, Mayfair law firm Forsters has awarded Matrix Communications a £120k contract to replace its old voice platform and implement a new IP telephony system based on Mitel 3300 technology.

www.mxplc.com

MoFo selects Recommind MindServer

International law firm Morrison & Foerster has selected two Recommind MindServer Legal products – Enterprise Search and Matters & Expertise – to support its practice-wide Answer Base knowledge management system. The Matters & Expertise module links information from CRM, billing and practice management systems to provide a complete overview of case files. Recommind has also announced the availability of MindServer Legal version 4.0. New features include integration with third-party records management and email archiving systems.

www.recommind.com



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Online news in brief

Informa launches i-law

Informa has launched i-law.com, a new integrated online service providing an integrated search facility across Informa's range of maritime, insurance, arbitration, IP and construction industry law reports and newsletters. The i-law database embraces approximately 80,000 documents including 19,000 cases.

www.i-law.com

TMW and Matrix devise new web tool

DigitalTMW, a division of Tullo Marshall Warren communications, and Matrix Chambers have collaborated on the development of a new web content management system. Called Persephone, TMW say the system can be used to manage the content of websites, intranets, extranets and KM systems in a simple, fast to search format. Persephone was used to develop Matrix's new public website.

www.matrixlaw.co.uk

Martindale-Hubbell gets facelift

LexisNexis Martindale-Hubbell's flagship website has been given what international operations director Derek Benton describes as "a major facelift" with further enhancements to follow over the next 12 months. One major innovation has been the introduction of a side-by-side facility, so inhouse counsel looking to buy legal services can compare the respective skill sets and experiences of different law firms, or even individual lawyers, to find the ones that best meet their selection criteria. Currently over 3 million lawyer and law firm profiles are viewed each month.

www.martindale.com

Basel II available on free database

US-based askSam Systems has published a free, searchable database of the Basel II accord. Users can search the database online or download an ebook containing the text of the accord. Other free texts available from askSam include the US HIPAA and Sarbanes-Oxley acts.

www.asksam.com/ebooks/basel_II/

Litigation support news

Maas moves to DLA Piper

Jonathan Maas, who for the last few years has been looking after litigation support projects and the firm's Elexica online service, has joined DLA Piper Rudnick Gray Cary UK LLP as head of litigation support.

E-discovery reference model consultation opens

The US-based Electronic Discovery Reference Model (EDRM) project has opened a public consultation period on its proposed model. The EDRM project is an attempt to establish standards and guidelines for electronic disclosure and e-discovery work and is currently supported by 66 organisations, including law firms and software providers. The consultation period, which runs until the end of February, is intended to provide everyone interested in e-discovery with an opportunity to comment on the proposals, prior to the completed model being placed in the public domain in May 2006.

www.edrm.net

Attenex appoints first UK-based partner

E-discovery software specialist Attenex has appointed Lee & Allen Forensic Computing (020 7353 5600 – now part of the CRA International group) as its first UK-based partner. Lee & Allen will now be offering the Attenex Patterns system as part of its solution to streamline the electronic document review process. Previously Attenex systems were only available in the UK through the London offices of US litigation support bureaux.

www.lee-and-allen.com

CY4OR win another police client

Manchester-based computer forensics company CY4OR has won a tender to support Devon & Cornwall Police. The company is already working on projects on behalf of Greater Manchester and the Metropolitan police forces.

www.cy4or.co.uk

Download an Insider special report on e-disclosure

Legal Technology Insider, in association with Zantaz Inc, has published a special report on e-disclosure and related issues associated with litigation support. Along with a keynote by Insider editor Charles Christian, the report includes contributions by DLA Piper Rudnick Gray Cary partner Browning Marean and an interview with Janet Lambert of Barlow Lyde & Gilbert. The report is available as a PDF download via the Insider website or direct from

www.zantaz.com/ltspecial/

CU-IN-CRT

Staffordshire magistrates court has carried out an experiment involving sending an SMS text message “pay up or get locked up” directly to the mobile phones of about 150 fine evaders. Bizarrely, it worked, with three-quarters of the offenders paying up their outstanding fines immediately. The court believes the element of surprise frightened offenders into paying up and, as a result, texting may now play a part in a larger pilot the new National Enforcement Service will be testing later this year.

Southern legal IT forum meets

The Southern Legal IT Directors forum held its latest meeting in Fareham in December, where the topics discussed included data archiving, disaster recovery and network security. Anyone interested in joining the forum should contact Neil Prevett, the head of IT at Lester Aldridge, email neil.prevett@la-law.com

Legal technology awards

continued from front page... its Project Bayanihan (this is the firm’s global support and IT help desk facility based at Baker McKenzie’s Manila offices) winning the outsourcing category. Bayanihan (ba-ya-nee-han) is a Tagalog (Philippine dialect) word meaning helping one another or working together.

The winners of the three Legal Technology Insider sponsored awards – for technology innovation, supplier personality and litigation support system of the year – were, respectively Microsystems D3, Simon Price of Aderant and Zantaz Introspect. The other technology winners were, for best implementation: Interwoven DMS at Pinsent Masons, litigation support service provider: Kroll Ontrack, best of breed system: Hummingbird LegalKey and best online product: LexisNexis Butterworths.

Golds took the law firm of the year award, the IT team award went to Wedlake Bell, Lovells won the training award for their TransAct initiative, the National Grid won the award for inhouse legal departments and Eversheds won both the helpdesk and – for their Global Employment Law service – best online service awards.

In the merit categories Tikit collected the award for outstanding contribution to the legal market, Winkworth Sherwood’s online licensing system won best automation project, Digital dictation systems developer Nflow took the award for best customer focused supplier and Ashurst won the award for contribution to law firm success.

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Two Scottish DMS wins for Tikit

Two major Scottish law firms – Maclay Murray & Spens and Anderson Strathern – have signed up with Tikit to implement document and email management solutions based on the Interwoven Worksite and Filesite product ranges. Between them, the two firms will have a total of 850 DMS users across their Edinburgh, Glasgow, Aberdeen and London offices. According to the Insider Top 250 chart these latest two orders bring the number of Interwoven DMS sites among large UK and Irish law firms to 67, compared with 35 for Hummingbird.

Digital dictation alliances

Two interesting alliances were announced last week by members of the digital dictation industry. BigHand has formed an alliance that will see its latest BigHand3 digital dictation workflow software integrated with Hummingbird's Enterprise for Legal document management system. And SRC – best known as a Winscribe supplier – will now be offering its DDS customers the Workshare range of document integrity products, including the Deltaview redlining system.

MSS rebrands as AlphaLaw

With effect from the beginning of this year MSS, which has been selling its legal software under the AlphaLAW brand name since the mid-1980s, has now changed its corporate trading name to AlphaLaw.

Recovering work/life balance

US legal publisher JD Bliss has launched a 'work life balance calculator' – an online utility that helps lawyers measure the impact of billable hours on their personal lives so they can 'schedule fixed blocks of time for personal interests and activities, such as taking exercise, while still meeting their billable hour targets' and 'illustrate for a spouse or significant-other how billable hour requirements impact on the time available for personal interests'. JD Bliss say the calculator, which is actually a very smart piece of software, should help lawyers to better organise their work commitments and schedule personal time 'that might otherwise seem hopelessly elusive'.

www.envoyglobal.net/jdbliss/test/calculator2.htm



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Top stories in the Insider for January 1996 included: Solicitors Law finally launching its OyezForms challenge to Laserform in the electronic forms market; Ian Walker of Russell Jones & Walker warning personal injury lawyers they must invest in case management systems if they are to survive; and, the news PC hardware prices had fallen to a point where it was possible to buy an 8Mb Pentium PC for under £1000.

Spotting the rogue IM

Worried about instant messaging (IM) and the danger such messages may fall outside your email management procedures? Then download Akonix RogueAware, this is a free tool that enables a network manager to check whether anyone in a firm is using IM or peer-to-peer file sharing services.

www.akonix.com

Always the tea maker?

If you work in one of those offices where it seems you are always the one who has to make the tea, try a random tea generator. Just enter the names of your tea drinking circle and the system, available free on the web, will pick the next maker at random.

www.miltonbayer.com/tea

Legal Technology Insider

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For all editorial, subscription, advertising and any other enquiries contact: Legal Technology Insider, Oak Lodge, Darrow Green Road, Denton, Harleston, Norfolk, IP20 0AY, UK

Publisher & Editor: Charles Christian
Tel: 01986 788666 – Fax: 01986 788808
Email: news@legaltechnology.com

The next issue of the Insider (No.184) will be published on 23rd February 2006.