

AMERICAN LEGAL TECHNOLOGY INSIDER

Despite the hype, AmLaw 100 ignoring Twitter

According to new research into the use of social media by AmLaw 100 law firms, despite the enormous hype surrounding technologies such as Twitter, RSS, Facebook and blogging, their take-up by large law firms has not been as widespread as might have been expected. Data compiled by My Corporate Resource.com (there was a mid-December cut-off) reveals that of the AmLaw 100 firms: 39% have active blogs, 34% were running RSS feeds, 29% were regularly tweeting on Twitter and just 12% had a presence on Facebook.

Of the AmLaw 100 firms, the earliest any of them had been on Twitter was October 2008 (Weil Gotshal) and five had only started tweeting in Q4 2009. Patton Boggs had the largest number of followers (1336), while 13 firms had less than 200 followers.

<http://mycorporateresource.com>

All change for the consultancies

In the last issue we reported that Baker Robbins & Co's co-founder David Baker had announced his retirement. This proved to be just the start of the biggest shake-up the US law firm management consultancy sector has seen in decades. First came the news that the Baker Robbins and Hildebrandt consultancies – both now part of the Business ↗

↗ of Law group within Thomson Reuters – were being merged into a single business. Called Hildebrandt Baker Robbins, it is jointly managed by Brad Robbins of BCO and Jim Jones of Hildebrandt, with a team of 120 consultants based out of eight offices in the US and four international centres.

Then came the news that after 30 years as a consultant in the professional services sector, David Maister had also decided to retire, as from the start of this year. Along with his books, which include *The Trusted Advisor* and *Managing the Professional Services Firm*, one of Maister's key achievements was introducing law firms to the concepts of *super pleasing* and why client relationship management was a key factor in business development.

Baker Mack picks SAP

Although a formal announcement has still to be made, our sources report that on New Year's Eve, the global mega-firm Baker & McKenzie finally put ink on the contracts to buy and implement SAP as the firm's new ERP and practice management platform. Baker Mack, currently an Elite Enterprise site, will be rolling out the Tata TCS LMS (Legal Management Solution) template for SAP, with Deloitte as the implementation partner. As well as being the biggest SAP legal market order to-date, it is expected the SAP/Baker & McKenzie order will also become the largest legal IT market implementation ever.

- UK top-10 firm Shoosmiths, which also elected to migrate to a SAP + TCS LMS platform last year, is going live later this month with its implementation of the SAP CRM system.



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January's new deals

Frayman Group picks up 2 Compliguard wins

The Frayman Group (TFG) has secured two more wins for its Compliguard Protect ethical walls and information barriers software. The two deals are with Akin Gump and Shearman & Sterling. At Akin Gump, TFG are also managing the firm's Open Text LegalKey Conflicts Management upgrade and New Business Intake implementation. At Shearman & Sterling, the firm will be integrating Compliguard Protect with its existing Compliguard Flow and Open Text LegalKey systems.

McKool Smith goes live on Elite 3E

IP litigation specialist McKool Smith, which has six offices across the US, has gone live with its implementation of Elite 3E.

Morgan Lewis selects Recommind for e-discovery

Morgan Lewis & Bockius has selected Recommind's Axcelerate system to provide the foundation for its e-discovery infrastructure.

Client Profiles upgrade at McConaughay Duffy

As part of a major infrastructure upgrade, Florida-based McConaughay Duffy Coonrod Pope & Weaver has rolled out Windows 7 across its 11 offices and upgraded its Client Profiles practice management system to the latest version 8.6.

Bond Schoeneck implements Bighand DDS

Syracuse (NY) based Bond Schoeneck & King has completed a roll-out of a Bighand digital dictation workflow system across 11 offices. The firm has also implemented Bighand's Blackberry solution for its mobile workforce.

Consultancy saves firm 23% annually on support

California law firm Best Best & Krieger reports that since Mattern & Associates completed a facilities management and outsourcing consultancy ➔

➔ project for them, the firm has consolidated its outsourced support services from three vendors to one and is now saving 23% annually on support services compared with what it previously paid.

www.matternassoc.com

Paul Weiss selects Pro Bono Manager

Paul Weiss Rifkind Wharton & Garrison has become the latest large firm to select the Pro Bono Manager system to handle management and reporting related to its pro bono efforts.

HH&M implement CoreVault for data backup

Hemry Hemry & McDoniel in Oklahoma City has selected CoreVault's Online Data Backup system to protect its business data. The firm switched to CoreVault after its previous supplier spent three days trying to recover just 1.12Gb of data.



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New hires

Malik joins Frayman board

Risk management software provider The Frayman Group last week announced Andrew Malik, chairman of the private investment bank Needham & Co, had joined the Frayman board of directors.

New VP for Client Profiles

Dave Hutchinson, most recently the president of Pitney Bowes Legal Solutions, has joined Client Profiles as executive VP sales & marketing. His new role at Client Profiles includes strategic sales, marketing and business development management responsibilities across all product and service offerings within the company.

Levit & James promotes Pendergast

Levit & James has promoted Ken Pendergast to VP for development & support, and made him a shareholder in the company. For many years Pendergast has been the product manager for Best Authority, the company's flagship software program.

Michael Mills joins Kraft & Kennedy

Michael Mills, the long-time chief knowledge officer and co-head of technology at international law firm Davis Polk & Wardwell, has joined Kraft & Kennedy's management consulting practice.

Continuing expansion at DTI

Document Technologies Inc (DTI) is continuing its expansion with the opening of a new regional technology center in Chicago to support Midwest customers and the recruitment of computer forensics industry expert David Aberman as director of forensics services. Aderman will be based out of the new Chicago center.

Fios hires Himmelbaum

Fios Inc is continuing the expansion of its East Coast operations with the appointment of Canaan Himmelbaum as sales manager. Himmelbaum, a ↗

↗ a former attorney, was previously a regional sales manager for Peak Discovery.

Seth Rierson promoted at FTI

FTI Consulting has promoted Seth Rierson to segment leader of its technology division. Rierson, who has been with FTI since 1995, will be responsible for the strategic direction and growth of the technology division as a one-stop e-discovery resource for law firms and inhouse counsel.

The editor regrets...

Finally, as a consequence of contracting swine-flu, American Insider Charles Christian regrets he will not be attending *LegalTech New York* next month.

American Legal Technology Insider

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An insider's view into doing business
in the legal technology space



WHEREVER YOU PLAN TO DO BUSINESS, WE'RE IN PLACE.

Over half of the Global 100 law firms run ELITE systems to work across boundaries.
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News in brief

Iris Data Services acquires Lexsum

Kansas City-based litigation support services provider Lexsum Inc has been acquired by Iris Data Services. TJ Collins, the former president of Lexsum, has been appointed worldwide director of operations at IRIS, with responsibility for the company's e-discovery and production offices in the US, China and Australia.

IGC celebrates 20th anniversary

Congratulations to redaction software specialists Informative Graphics Corporation (IGC) which this month celebrates 20 years in business. Gary Heath, the current president & CEO co-founded the company with Martin Davis in January 1990 with \$5000 and two computers.

LegalQB.com to provide ABA virtual tradeshow

The organizers of the *ABA TechShow* have selected LegalQB.com as the exclusive providers of an online virtual tradeshow to coincide with the upcoming 2010 event in Chicago (25-27 March).
www.legalqb.com ➔

American LegalNet partners with Justia

American LegalNet has announced a partnership with Justia, a website focused on making legal information, resources and services easy to find on the internet. Under the deal, American LegalNet's Forms WorkFlow system will be available on Justia.
www.americanlegalnet.com + www.justia.com

Beacon Legal partners with Saturn27

UK-based consultancy Saturn27 has formed a strategic partnership with Beacon Legal Software Services. Beacon has developed a series of utilities for the Elite Enterprise platform, including business information and financial reporting, as well as the BeaconBill app for automating the production of Word or LEDES formatted invoices.
www.beaconsoftwareservices.com

Next issue...

The next issue of ALTi (No.19) will be published on Thursday 11 February, 2010. The editorial deadline is 9 February – 6:00pm EST. In the meantime keep up with latest legal IT news by visiting our blog at www.theorangerag.com



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