

Butterworths® Conferences

Alternative The Legal IT CONFERENCE

Tuesday 21 and Wednesday 22 September 2010

The Belfry, near Birmingham

Designed specifically to meet the needs of mid-tier firms with presentations and round tables being led by speakers who understand the problems you face, because they face the same problems in their firms, every day.

Headline Event Sponsor:

pilgrim
SYSTEMS

This is a by-invitation-only event.

If you wish to attend, please complete and submit the attached application form,
call **020 7400 2724** or visit **www.alternative-legal-it.com**

Event Sponsors:



Mobile Partner:
BlackBerry

Alternative The Legal IT CONFERENCE

What makes the Alternative Legal IT Conference “alternative”?

Butterworths' 2nd annual Alternative Legal IT Conference is aimed squarely at medium-sized firms and is designed specifically to meet your needs, with no fewer than 10 mid-tier firms presenting. You might not have the big IT budget of the largest firms but you can still discover innovative ways to help IT support your firm.

With a focus on case studies and roundtable discussions, you will gain directly from the experiences of IT directors in successful mid-tier firms who face the same challenges and budget constraints that you do.

- Benchmark your firm against comparable mid-tier firms facing similar challenges, not international practices
- Numbers will be limited to ensure a relaxed and intimate atmosphere and maximum interaction with your peers
- No fewer than 13 roundtable discussions will focus on real life solutions and allow you to learn from the experiences of all the participants, as well as the presenters

The economic climate continues to be difficult and every fee-earning moment counts. This event is organised to give you the maximum content in the minimum time with:

- roundtable discussions that allow you to focus on your highest priority issues and technologies
- panel sessions that provide insights from multiple firms
- a venue chosen for its central location to reduce travelling time
- two days packed with valuable content and networking time instead of extra-curricular activities

Who will you meet?

- IT directors and managers
- Managing partners
- Finance managers
- Practice managers
- Chief operating officers
- Chief executive officers
- Business development directors
- HR directors

This is an invitation only event. To register your interest please complete and return the attached form or complete it online at www.alternative-legal-it.com

Day 1 Chair:

Chris Cann, Systems and IT, Martin-Kaye Solicitors and MD, **Cann Consultancy Ltd**

Day 2 Chair:

Angela McMahon, Head of Service Delivery and Training, **Mischon de Reya**

Your expert speakers include:

Stuart Whittle, Head of Information Systems, **Weightmans**

Patrick Gaul, Managing Partner, **Weightmans**

Stephen Brown, IT Director, **Higgs & Sons**

Paul Hunt, Managing Partner, **Higgs & Sons**

Neil Renfrew, Group Head of IT, **Thomas Eggar**

Charles Christian, Editor-in-Chief, **Legal Technology Insider newsletter and The Orange Rag blog**

David Baskerville, Head of IT, **Tollers**

Peter Owen, Director, **Lights-On Consulting**

Allan Green, Director of IT, **Brabners Chaffe Street**

Peter Birley, Director of IT and Business Operations, **Browne Jacobson**

Jonathan Bruce, Global Head of IT, **Rouse**

Tony Woodhouse, IT Manager, **Brethertons**

Fran Evans, Head of IT, **Berrymans Lace Mawer**

Programme

Day one – Tuesday 21 September 2010

09.30 **Registration and coffee**

10.00 **Chairman's opening remarks**


Chris Cann, Systems and IT, Martin-Kaye Solicitors and MD, Cann Consultancy Ltd

10.15 **What demands will external forces make on law firms in the future and how can we be ready to respond?**

- The Legal Services Act and future regulation
- Alternative ownership models
- Pricing and billing models
- Vendor consolidation

Stuart Whittle, Head of Information Systems, Weightmans

Patrick Gaul, Managing Partner, Weightmans

11.00 BlackBerry break 

11.30 **Panel discussion: Aligning IT and strategic objectives**

- Ensuring IT understands the strategy and that directors understand the technology options
- How the IT/administrative side of the business is, or should be, represented at board level
- What IT can do to improve communication with managing partners/CEOs, and vice versa

Stuart Whittle, Head of Information Systems, Weightmans

Patrick Gaul, Managing Partner, Weightmans

Stephen Brown, IT Director, Higgs & Sons

Paul Hunt, Managing Partner, Higgs & Sons

12.30 Networking lunch

14.00 **Hosted roundtable discussions**

A1. The pros and cons of outsourcing your IT

- Outsourcing, insourcing and/or rightsourcing?
- Reasons to do it, and reasons to resist
- How it has worked for us
- What we learned and what we would do differently
- The costs and the ROI

Neil Renfrew, Group Head of IT, Thomas Eggar

A2. Managing suppliers and supplier contracts

- Practical steps to harmonising payment terms and contracts
- Is vendor consolidation a good thing, or not, for law firms?
- The pros and cons of managed services versus multiple suppliers

Charles Christian, Editor-in-Chief, Legal Technology Insider newsletter and The Orange Rag blog

A3. How to get things done when dealing with a partnership

- Communicating costs and benefits in a way that non-technical people can understand
- Advice on getting projects approved

David Baskerville, Head of IT, Tollers

A4. Practical experiences of managing IT in a merger

- Background to our merger/s – the size of the operations and the logistical and cultural problems we faced
- What went right, and what went wrong

Allan Green, Director of IT, Brabners Chaffe Street

A5. Managing IT across multiple offices

- Managing across distance and, possibly, time
- Harmonising services across offices with different infrastructures in place
- Maintenance scheduling
- Our tips for managing disparate users with different needs

A6. New ways of working: preparing for the next generation of users

- How "generation Y" is likely to work
- Preparing for a more mobile and collaborative workforce
- The best, and worst, of new ways of working
- Preparing the current office for new approaches to work

Peter Birley, Director of IT and Business Operations, Browne Jacobson

A7. How IT can support the use of social media to win new business

- What can the use of social media do for a firm?
- And what are the risks?
- Evaluating all the options with a market review
- Typical mistakes we tried to avoid
- Managing client expectations around these new touch points
- Getting users to show good judgement in using social media

Stephen Brown, IT Director, Higgs & Sons

17.00 **Chairman's closing remarks and end of day one**

19.00 **Drinks reception and dinner**

Sponsorship opportunities

This is an excellent opportunity to target the mid-tier law firms at this exclusive event. If you want to be a part of this prestigious conference, please contact **Steve Parrott** on **01202 766 311** to discuss how we can best meet your needs.

Programme

Day two – Wednesday 22 September 2010

09.30 Chair's opening remarks
Angela McMahon, Head of Service Delivery and Training, Mishcon de Reya

09.45 Up and coming technologies and how they will transform legal IT
Peter Owen, Director, Lights-On Consulting
Charles Christian, Editor-in-Chief, Legal Technology Insider newsletter and The Orange Rag blog
Stephen Brown, IT Director, Higgs & Sons
Karl Deacon, CTO Outsourcing, Cap Gemini UK

10.15 Hosted roundtable discussions

B1. Integrating a virtual office: the risks, the benefits and the lessons learned

- Is a truly virtual office achievable in practice?
- Barriers faced and solutions found
- Sourcing applications
- Financial and non-financial returns

B2. Document management – practical experiences from the Autonomy 8.5 upgrade

B3. Case management implementation in practice

- The problems we faced in overcoming opposition to CMS
- Countering lawyers' initial negative perceptions
- How we persevered through this painful experience to emerge intact

- Was it worth it? The view from the other side
Stuart Whittle, Head of Information Systems, Weightmans

B4. Moving to Windows 7 and Office 2010

- What is the optimum time for a mid-tier firm to make the switch?
- The benefits and the "gotchas"
- Adoption and training of end-users
- Practical advice on dealing with the very different user interface

Tony Woodhouse, IT Manager, Brethertons

B5. Sharepoint – beyond the hype

- Is Sharepoint meeting expectations?
- Is it the best choice for mid-tier firms?
- What are the alternatives?
- Lessons learned in implementation – what advice we would give and what we would do differently

Jonathan Bruce, Global Head of IT, Rouse

B6. Implementing new practice management and case management systems simultaneously

- The parallels we have encountered with the two systems and our experiences in running the two implementation projects in tandem
- Practical tips on engaging stakeholders
- The lessons we learnt from previous PMS and CMS implantations and what we did differently the second time around

Fran Evans, Head of IT, Berrymans Lace Mawer

13.15 Networking lunch

14.30 Panel discussion: Recession-busting IT - squeezing more out of your current systems

- Real life examples of how we got just a little bit more out of document management, case management, practice management systems
- Where we invested to save
- The tipping point: pinpointing when new investment will become unavoidable

Chris Cann, Systems and IT, Martin-Kaye Solicitors and MD, Cann Consultancy Ltd

Stephen Brown, IT Director, Higgs & Sons

David Baskerville, Director of Operations & IT, Tollers

Neil Renfrew, Group Head of IT, Thomas Eggar

Kim Carmyllie, IT Manager, Linder Myers

15.30 Chairman's closing remarks

15.45 BlackBerry Break  and close of conference

Register your interest

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Alternative The Legal IT CONFERENCE

Focused on your needs only

Many legal IT events are aimed at the largest firms in the country, most of whom have problems that are completely different to the mid-tier and spending power way beyond that of smaller firms.

The **Alternative Legal IT Conference** will focus only on the needs of medium-sized firms, with appropriate speakers, case studies and solutions. Presentations and roundtables will be led by speakers who understand the problems you face, because they face the same problems in their firms, every day.

“Useful content for mid-tier firms”

Kevin Goosman, Cobbetts, delegate at the Alternative Legal IT Conference 2009

“Very relevant for medium-sized law firms, excellent conference”

Linda Webster, Wedlake Bell, delegate at the Alternative Legal IT Conference 2009

Media Partners:



Headline Event Sponsor:



The 5* Belfry hotel is famous for its golf but it also offers world class conference facilities, making it the perfect location for this prestigious annual conference. Delegates can relax on the golf course or spa and then dine at one of their five diverse dining experiences.



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Your priority booking code is:

ENQ

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Delegate details

Name
Job title
Email <small>(Please note we may need to send you information on venue changes by email)</small>
Tel
Company name
Company address
Postcode

Number of partners

- Up to 5
 6-10
 11-15
 16-20
 21+

Number of other fee-earners

- Up to 5
 6-10
 11-15
 16-20
 21+

Annual IT spend

- Up to £49,999
 £50,000-£149,999
 £150,000-£249,999
 £250,000-£449,999
 £500,000+

Number of IT professionals
Current practice management systems in use
Other software systems in use

Please return to: LexisNexis® Conferences, Halsbury House, 35 Chancery Lane, London WC2A 1EL. VAT No: 730 8595 20

Administration

VENUE

The Belfry, Wishaw, Sutton Coldfield, West Midlands, B76 9PP, United Kingdom
 T +44 (0) 1675 470301
www.thebelfry.com

OUR CONFIRMATION OF YOUR BOOKING

All attendee requests will be assessed on a case by case basis. Our decision is final. All accommodation and meals at the Belfry Hotel will be paid for.

All bookings will be acknowledged in writing within five working days of receipt and joining instructions (final conference details and a venue location map) will be emailed to delegates approximately two weeks before the event. Please telephone the Bookings Enquiries line immediately:

- if you have not received written acknowledgement of your booking within 7 days of sending it by fax, post or email or
- if you have not received your joining instructions five days before the event

ADDITIONAL REQUIREMENTS

LexisNexis Conferences would like to ensure that all delegates can participate fully at our events. If you have any additional requirements, eg, wheelchair access, large print documentation or an induction loop, or if you have any particular dietary requirements please let us know on the adjacent form.

- Please call me to discuss my requirements in more detail.

CERTIFICATE OF ATTENDANCE

A certificate of attendance is available on request, following your attendance at this conference, as a record of your training and development.

CANCELLATIONS

We regret that the transfer of a booking to another event cannot be made.

While no charge will be made for attendance at this conference, failure to attend once registered will incur a fee of £250 (+VAT) unless 14 days notice is given in writing.

This programme is correct at the time of going to press. However, we reserve the right to alter or cancel the programme due to circumstances beyond our control.

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