

Legaltech Vendors Must Collaborate, Integrate to Survive

Vendors are getting the message to integrate products and services for law departments and firms.

Sean Doherty, Law Technology News

February 9, 2015 |



Editor's note: This article has been changed from the original to reflect that [Datacert / TyMetrix is now ELM Solutions](#).

Legaltech New York is not just about vendors exhibiting technology, products and services to lawyers and law firms. It is also about vendors collaborating and integrating their wares to improve the business and practice of law.

Vendor collaboration and integration happen at every Legaltech show but this year it was more pronounced than previous years. This new norm for vendors appears to heed the advice of Jim Tallman, executive vice president and general manager of ELM Solutions.

Tallman, in his Feb. 4 session on “The Future of Enterprise Legal Management for the Legal Department and Beyond,” said vendors must collaborate and integrate with other vendors to

present unified software packages to law departments; vendors without platform integration with third-party software will die or be acquired. Tallman's message is good and should be expanded beyond the law department to law firms—especially if groups other than lawyers gain ownership and control of law practices, such as the [case in the U.K.](#) and [recommended in Canada](#). If that happens, enterprise legal management software, which includes methods to track business performance in legal, will go through significant change. And many legal technology vendors will change their focus from law firms to law practices in larger enterprises.

Cloud-based applications and apps for mobile devices are well positioned to integrate their software to expand offerings to lawyers and law firms. [Michael Chasin](#), co-founder of Lexicata.com, explained to LTN how the online customer relationship and client intake system can be customized and integrated with online practice management applications like Themis Solutions Inc.'s [Clio](#), [Rocket Matter](#)'s [namesake software-as-a-service](#) or AppFolio's [MyCase](#). Lexicata can work as a standalone application but it would be more functional with an integrated practice management system. You can request early beta access to Lexicata [here](#).

Abacus Data Systems' [Abacus Private Cloud](#) runs legal technology in a secure, fully-managed virtual instance of Microsoft Corp.'s Windows operating system available via Remote Desktop Protocol. Although APC supports [AbacusLaw](#), it can support any practice management system and other software that runs under the Windows operating system, said [Julie Feller](#), director of marketing at Abacus Data Systems. APC is not just about running AbacusLaw in the cloud, said Feller; it's about running your law firm in the cloud and securely accessing it from any Internet connection.

Legaltech New York exhibits big examples of vendor collaboration and integration in partner pavilions. Take Symantec Corp., which came to the show with the new eDiscovery Platform 8 and [Enterprise Vault](#). The eDiscovery Platform, powered by Clearwell, added new features, such as item-level review and slipsheet controls, and improved eDiscovery's platform infrastructure:

- Modified production architecture to increase pre-caching speeds.
- Improved error-checking routines for production.
- Enhanced retry logic to prevent stalled productions.

Symantec also exhibited its Enterprise Vault 11, which is document archiving software that moves less frequently accessed content from expensive primary storage to low-cost secondary or tertiary storage. EV supports a Symantec e-discovery accelerator that targets custodians and searches content relevant to litigation and a built-in data classification service that identifies, retains or deletes Exchange mail.

[Globanet](#), a reseller of Symantec eDiscovery, had representatives who explained how its value-added services to serve e-discovery and the Vault. Its software, [Globanet Merge1](#) and Merge1 Cloud, are message capture platforms with ingestion engines that access content sources from the likes of Bloomberg, Microsoft and Thomson Reuters and archives the content to EV or another storage destination. Globanet's [Classify](#) product can reclassify, report and delete data in EV or another data source based on discreet criteria, e.g., a retention policy.

RELATIVITY EVERYWHERE

In Dec. 2014, Iris Data Services [announced](#) that six more employees passed kCura's Relativity Certified Administrator certification, bringing the managed e-discovery service provider's RCA-certified staff to 36. Richo [received kCura's Orange-level Relativity best in service](#) recognition for its exceptional customer service for Relativity users.

Advanced Discovery demonstrated its latest integration with Relativity, called XpressLook, an early-case assessment tool. The e-discovery software and services provider recently merged its early-case assessment tool FirstLook with the ECA tool Xpress Powered by Relativity, which was acquired from Responsive Data Services in Oct. 2014, to make XpressLook. XpressLook loads text and metadata directly into a Relativity database to speed review and limit data transfer costs. The new tool uses custom pivots, triggers and views in Relativity to parse metadata from a collection and gain early insight into data. It also deduplicates data and normalizes custodian names from multiple sources to prioritize content for document review. Note that Tom O'Connor, a consultant in complex litigation matters for Am Law 100, joined Advanced Discovery on Jan. 12. [O'Connor said](#) AD's workflow and emphasis on people performing processes caused him to join the team.

[Ricoh Americas Corp.](#), a provider of document capture, transformation and management software and services, [announced](#) a hosting offering that includes [iConect Development's](#) Xera review platform. Prior to the Rico announcement, iConect [completed deliver](#) of a direct integration with Nuix eDiscovery. Nuix customers can automatically create an iConect-Xera database and ingest processed documents.

Other legal technology partner and integration examples abound at LTNY.

- [Handshake Software Inc.](#)'s SharePoint products and services, such as the company's new [Expertise Locator](#) that bolsters SP Bridge enterprise search.
- [LawToolBox.com](#)'s integration of court deadlines and rules calendaring into Microsoft Outlook calendar and tasks and LexisNexis's Firm Manager.
- The [PayneGroup Inc.](#) with its products that assist the creation of forms, numbering, redaction and more in Office documents.
- [ELM Solutions' Passport](#) with [Exterro Inc.'s Fusion Legal Hold](#) and [IBM Corp.'s Atlas Legal Hold](#).

MERGERS & ACQUISITIONS

Even if a company collaborates and integrates, it does not make them less of an acquisition target. Equivio Inc., a machine learning software and e-discovery provider, partners with numerous legal software and service providers. Equivio's code works with dtSearch, kCura's Relativity, LexisNexis's Concordance and Law PreDiscovery and is used by [Catalyst Repository Systems](#), [D4](#), [FTI Consulting](#), [Gibson Dunn](#), and more. Microsoft finalized its acquisition of Equivio early this year. The Redmond, Wash., software giant aims to "tackle the legal and compliance challenges inherent in managing large quantities of emails and documents," [said](#) Rajesh Jha, vice president, Outlook and Office 365.

Partnerships and alliances often end up as mergers and acquisitions. Prior to the show, a long-time integration between NetVoyage Corp. and Recommind Inc. resulted in NetVoyage's acquisition of Recommind's Decisiv Email, an on-premise email management system with automatic categorization. The acquisition included Decisiv Email technology and its developers based in Sydney.

Whether its via partnerships or acquisitions, legal technology vendors are looking to provide unified software packages to manage law firms and practices. These integrated packages could be poised for monumental growth if nonlawyers are allowed controlling interest in law practices.

Attorney Sean Doherty is LTN's technology editor. Twitter: @LTNSeanDoherty.

Read more: <http://www.legaltechnews.com/id=1202717363200/Legaltech-Vendors-Must-Collaborate-Integrate-to-Survive#ixzz3S0q20Hs2>