

What's Up? Docs!

Lawyers are rarely technology innovators—except when they need to make sense of millions of documents.

By Mark Voorhees

DOCUMENTS ARE THE LIFEblood of the legal profession. In the course of their work, lawyers write e-mails, memos, and briefs. When they litigate a case, they need to store, organize, and search documents of the client and the opposing party.

In their practices, lawyers don't want to be on the bleeding edge of an argument—it's far safer to rely on established and tested precedent. But because they work so intently on documents, lawyers often find themselves using organizational tools that few other professionals require. More than a decade ago, lawyers began using document management systems to organize working papers and databases to index and sort discovery documents.

Document management software arose out of the limitations of DOS, the operating system of the day. It wasn't easy to find documents, especially when their names had to abide by the 8.3 rule: eight characters before the dot, and three afterward.

These days the new software addresses the limitations of the old software, which did not anticipate the challenges and opportunities of the Internet. The greatest challenge for lawyers of the Internet era is what to do with e-mail. The challenge comes in two flavors. First, there are the lurking liabilities that their clients create when they dash off quick messages

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without regard to the consequence of how a jury might interpret the words. Lawyers need a way to sort through electronic evidence that their clients must turn over during discovery.

Second, there is the stuff arriving in the in-boxes of lawyers every day promising larger sex organs and smaller mortgage payments. Lawyers want to stop unsolicited messages, a.k.a. spam, while ensuring that important messages arrive uninterrupted.

The Internet also provides opportunities for vendors to provide old services in new ways. Several years ago, for example, vendors began to offer online repository services for discovery documents. Lawyers could access documents through a secure Web site rather than request them from a dusty warehouse.

In the recent AmLaw Tech Survey [*AmLaw Tech*, September], we asked Am Law 200 firms what products they used, among other things, to organize electronic evidence; to combat spam; and to manage discovery documents. In that report, we provided overall market share percentages but did not provide a firm-by-firm listing of which firms were using what products.

On the following pages, we provide that breakdown for those three categories. We chose these three because, unlike so many of the other legal technology categories, competition is still robust. The market has not yet been reduced to a duopoly (document management or time and billing) or monopoly (word processing).

But even in these three categories, consolidation appears inevitable. In electronic evidence, Kroll Ontrack, Inc., has increased its market share to 50 percent, from 31 percent, while Applied Discovery, Inc., has moved from 24 percent to 37 percent. Investor interest in electronic evidence vendors is sizzling. In the past 18 months, Applied Discovery has been acquired by LexisNexis Group; Daticon, Inc., the number three vendor, by a private equity firm. Fios, Inc., the number four vendor, has a new management team in place. In the online repository and antispam markets, leaders have also emerged: CaseCentral Inc. and Postini, Inc. There is still room at the top, but it is shrinking.

In the online repository ... markets, leaders have also emerged: **CaseCentral Inc.**

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Firm	Litigation Document Repository	Firm	Litigation Document Repository
Akerman, Senterfitt	—	Dykema Gossett	—
Akin Gump	—	Edwards & Angell	Judicata, LextraNet
Allen, Matkins	—	Epstein Becker	—
Alston & Bird	CaseCentral	Faegre & Benson	Introspect
Andrews & Kurth	—	Fenwick & West	Custom in-house
Arent Fox	—	Finnegan, Henderson	Citrix, DOE Legal, Summation, TimeMatters
Arnold & Porter	—	Fish & Neave	—
Baker & Hostetler	Intralinks	Foley & Lardner	Custom in-house
Baker & McKenzie	—	Foley Hoag	—
Baker Botts	—	Fox Rothschild	—
Baker, Donelson	—	Fried, Frank	Judicata
Ballard Spahr	—	Fulbright & Jaworski	Ringtail
Bell, Boyd	—	Goodwin Procter	—
Bingham McCutchen	CaseCentral	Gray Cary	CaseCentral
Blank Rome	—	Greenberg Traurig	CaseVault, eRoom, Judicata, LextraNet
Bracewell & Patterson	—	Haynes and Boone	—
Brown Rudnick	Custom in-house	Heller Ehrman	CaseCentral
Bryan Cave	Ringtail	Hinshaw & Culbertson	—
Cahill Gordon	Daticon	Hogan & Hartson	CaseCentral, LextraNet
Carlton Fields	CaseVault	Holland & Knight	CaseCentral, CaseVault, Daticon, LextraNet
Chadbourne & Parke	CaseCentral	Honigman Miller	—
Chapman and Cutler	—	Howrey	CaseCentral
Choate, Hall	CaseCentral	Hunton & Williams	CaseCentral
Cleary, Gottlieb	Applied Discovery, Kroll Ontrack	Husch & Eppenberger	—
Cooley Godward	CaseCentral, Daticon	Ice Miller	—
Covington & Burling	CaseCentral, Judicata, LextraNet, Ringtail	Irell & Manella	CaseCentral, Ringtail
Cozen O'Connor	—	Jackson Lewis	—
Cravath	Daticon	Jeffer, Mangels	—
Crowell & Moring	Daticon, LextraNet	Jenkins & Gilchrist	Introspect
Davis Polk	LextraNet	Jenner & Block	—
Day, Berry	LextraNet	Katten Muchin	—
Debevoise & Plimpton	—	Kaye Scholer	—
Dechert	—	Kelley Drye	Daticon, Introspect, LextraNet
Dewey Ballantine	—	Kenyon & Kenyon	Glacier
Dickstein Shapiro	CaseCentral	Kilpatrick Stockton	—
Dorsey & Whitney	ASE, Edge Kiosk, Ringtail	King & Spalding	CaseCentral, CaseVault, LextraNet
Drinker Biddle	American Document Management, EDV, Kroll Ontrack, Merrill Discovery Navigator, Ringtail	Kirkpatrick & Lockhart	—
Duane Morris	—	Knobbe, Martens	—
		Kramer Levin	—

Firm	Litigation Document Repository	Firm	Litigation Document Repository
Kutak Rock	–	Seyfarth Shaw	CaseCentral
Latham & Watkins	CaseCentral, Custom in-house	Shaw Pittman	CaseCentral
LeBoeuf, Lamb	CaseCentral, Summation	Shearman & Sterling	Ipro, QuickPlace
Littler Mendelson	CaseCentral, CaseVault	Sheppard, Mullin	–
Lord, Bissell	–	Shook, Hardy	CaseCentral, Daticon, LextraNet
Lowenstein Sandler	–	Sidley Austin	iConect
Luce, Forward	–	Simpson Thacher	Fios, IntroSpect, Judicata
Manatt, Phelps	–	Skadden	–
Mayer, Brown	Introspect, LextraNet, Ringtail	Steptoe & Johnson	–
McCarter & English	–	Stoel Rives	–
McDermott, Will	LextraNet	Stroock & Stroock	Dolphin Search, Fios
McGuireWoods	–	Sullivan & Cromwell	–
McKenna Long	CaseCentral	Swidler Berlin	–
Milbank, Tweed	CaseCentral	Testa, Hurwitz	–
Miller, Canfield	CaseVault	Thacher Proffitt	Custom in-house
Mintz, Levin	–	Thompson Coburn	–
Morgan, Lewis	Quorum	Thompson Hine	–
Morrison & Foerster	CaseCentral	Troutman Sanders	–
Munger, Tolles	CaseVault	Venable	Ringtail
Nixon Peabody	Ringtail	Vinson & Elkins	–
O'Melveny & Myers	CaseCentral, CaseShare, Daticon, Infoedge, LextraNet, Ringtail	Vorys, Sater	–
Orrick	LextraNet, Ringtail	Wachtell	CaseCentral, LextraNet
Patterson, Belknap	Daticon	Weil, Gotshal	–
Paul, Hastings	CaseCentral, CaseVault, Ringtail	White & Case	–
Paul, Weiss	–	Wiley Rein	–
Perkins Coie	Judicata, LextraNet	Williams & Connolly	Applied Discovery, Daticon, I Electronic Evidence, Lex Solutio, Ringtail
Pillsbury Winthrop	Daticon, Discovery Partner, Electronic Evidence	Willkie Farr	CaseCentral
Piper Rudnick	iConect, Judicata	Wilmer Cutler	Amici, Applied Discovery, CaseCentral, Cataphora, Doar, iConect, Kroll Ontrack, Quorum, Ringtail
Proskauer Rose	Kroll Ontrack, LextraNet	Wilson, Elser	CaseCentral, CaseVault
Quarles & Brady	–	Wilson Sonsini	Daticon, Judicata
Reed Smith	–	Winstead Sechrest	CaseCentral
Robins, Kaplan	–	Winston & Strawn	–
Ropes & Gray	–	Wolf, Block	iConect
Schnader Harrison	–	Womble Carlyle	–
Schulte Roth	–		
Sedgwick, Detert	CaseVault		

This chart originally published with further information regarding Electronic Evidence and Spam Defense vendors, and has been excerpted for the purpose of this Reprint.

CaseCentral is the market leader in electronic discovery and litigation management solutions for major law firms and corporations. The company is chosen to handle many of the largest, most complex litigation projects in the nation. CaseCentral provides the most widely used online document repository, which hosts massive document collections for review by legal counsel, providing anytime, anywhere access for large, dispersed litigation review teams. The company is also rapidly emerging as a capacity leader in the electronic discovery services market with fast, affordable, high-quality electronic file conversion services. Headquartered in San Francisco, CaseCentral has worked with 81 of the largest 100 US law firms (the American Lawyer Top 100) and the legal departments of hundreds of leading corporations worldwide. Founded in 1994, the company is backed by leading venture investment firms including Advanced Technology Ventures and Housatonic Partners. For further information, call 800-714-2727 or visit www.casecentral.com.



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