

TECHNOLOGY FOR LAWYERS 2004

Vendors

V4: Sandcat Software **The Best of Both Worlds: An Electronic Casebook!**

Peter Forint
General Manager
Sandcat Software



The Law Society of
Upper Canada | Barreau
du Haut-Canada



OBA • ABO
Ontario Bar Association
Association du Barreau de l'Ontario

Canadian Society for the Advancement
of Legal Technology

L'association canadienne pour l'avancement
de l'informatique juridique



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November 11, 2004



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Suggested Agenda

- Humans and Computers
- Legal Software Spectrum
- Benefits of Primafact
- Overview of Document flow
- What's new in Primafact 2.0?
- Demonstration
- "That's nice, but..."



Humans & Computers

- Use paper, making them slow
 - Can recognize patterns in data
 - Have inspiration and abstract ideas
 - Organize poorly
 - Communicate well
 - *Are more successful when well organized*
- Don't use paper
 - Hold lots of data
 - Don't think, but do tasks quickly
 - Organize well
 - Communicate poorly
 - *Are more successful when they are easier to use*

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Legal Software Spectrum

- Practice Management
- *Document Imaging*
- *Document Management*
- *Knowledge Management*
- Time, Billing, Accounting
- Case Management
- Trial Preparation
- Trial Presentation

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Benefits to Firms

- Primafact delivers the best of both worlds:
 - The best of the human paper-based, inspirational and communicative world
 - The best of the organizational, accurate, fast and consistent computer-based world
- Reduced risks
- Adds to the bottom line
- Reduces stress for you and staff
- Gets you home sooner

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Primafact Demo



- | | | |
|------------|-----------------|-------------------------------|
| • Scan | • Stamp | • Remote Access |
| • Import | • Annotate | • Synchronize |
| • Link | • Redact | • <i>Five New Editions*</i> |
| • Organize | • Share/Route | • <i>PDF Integration*</i> |
| • OCR | • Print | • <i>Print To Primafact*</i> |
| • Profile | • Publish to CD | • <i>Sent To CaseMap*</i> |
| • Search | • E-Mail | • <i>Archive and Restore*</i> |

** New in Primafact 2.0*

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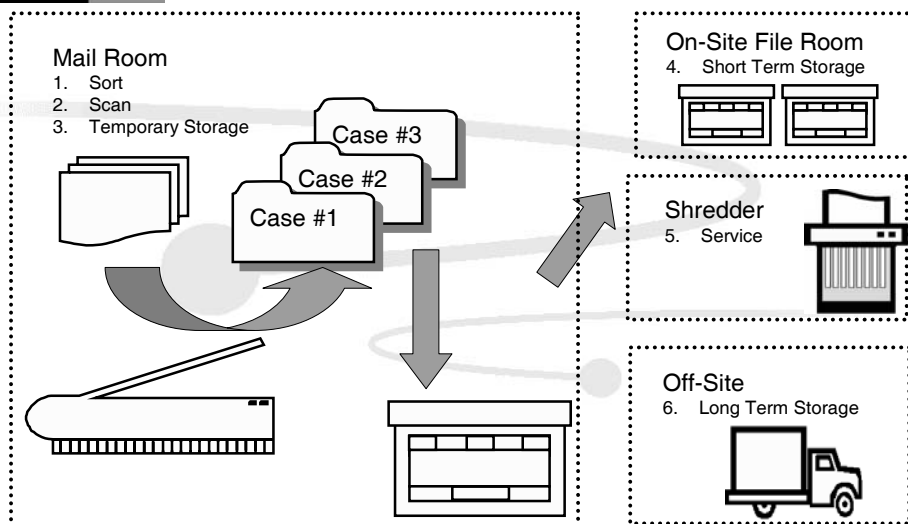
Solution Components

- Primafact Licenses
- Installation
- Training
- Support
- (Scanner)
- (Computer)

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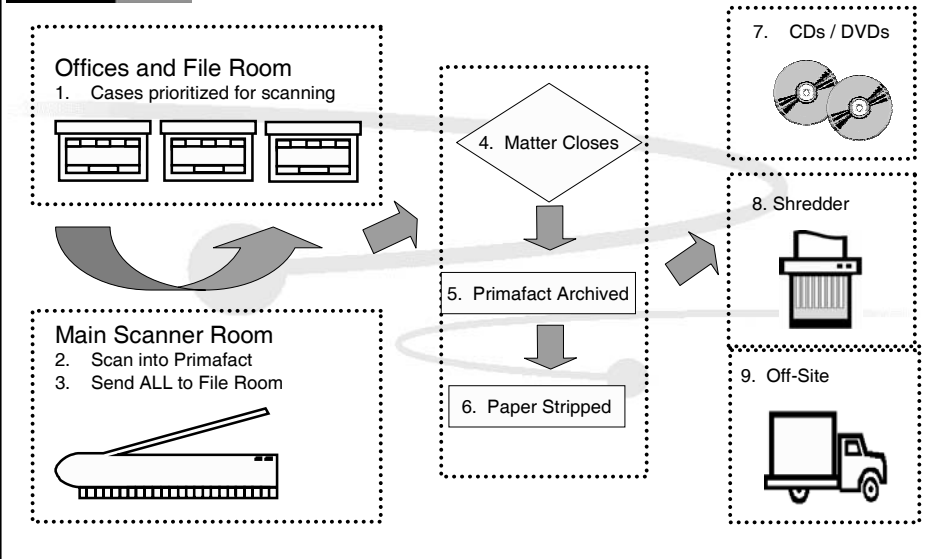


Incoming Correspondence

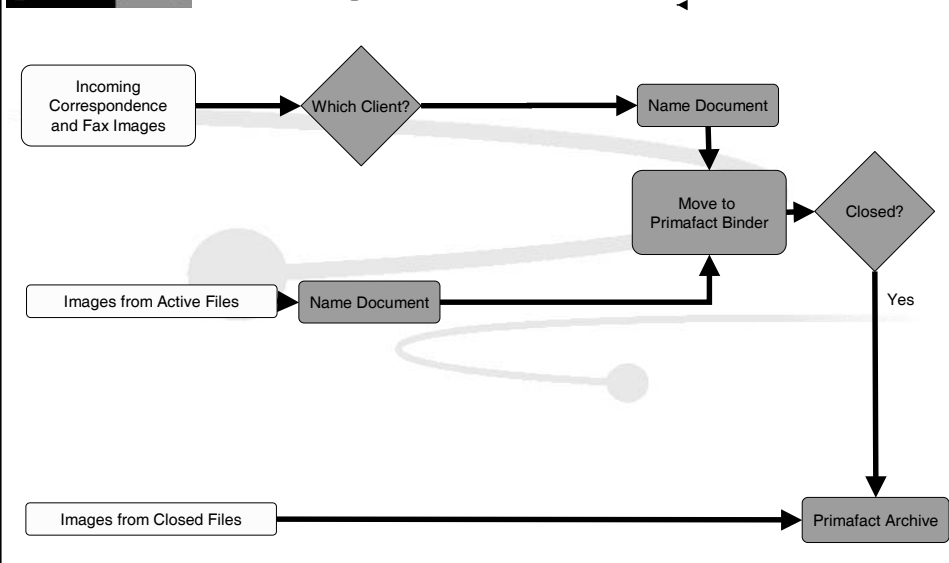


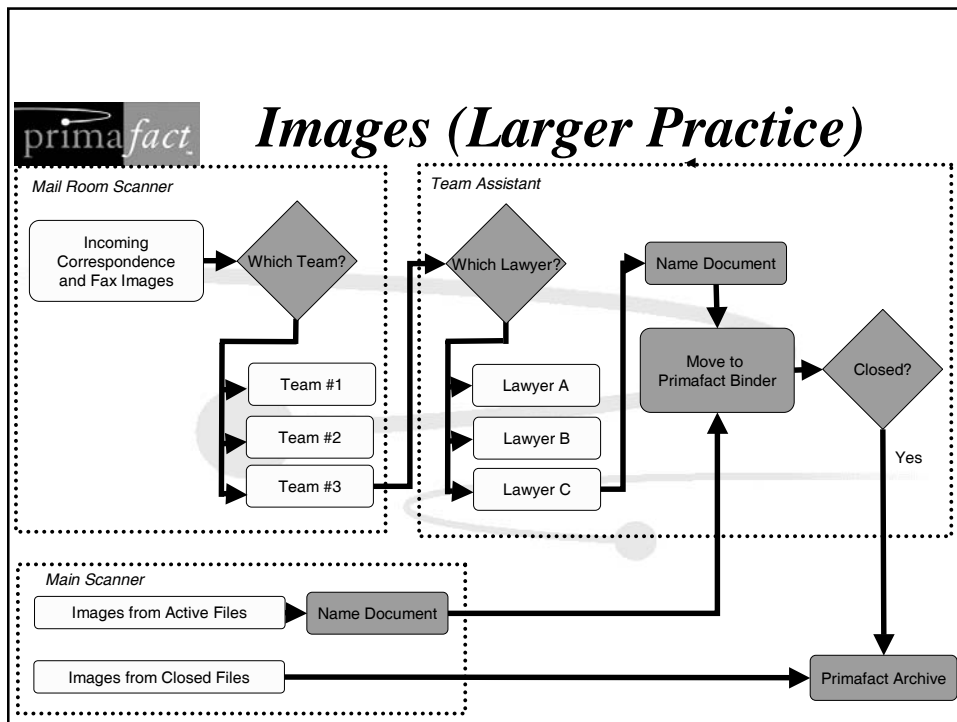


Active and Closed Files



Images (Smaller Practice)





primafact *Partial Client List*

- McLeish Orlando (25 – Enterprise)
- Judith Hull & Associates (7 – Enterprise)
- Giffen Lee (20 – Enterprise)
- Foster Townsend Graham (40 – Enterprise)
- Derek R. Fazakas (2 – Personal Plus)
- Steve Abraham (4 – Professional)
- Smitiuch & Young (6 – Team)

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Resellers



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A+ Computers, Inc.
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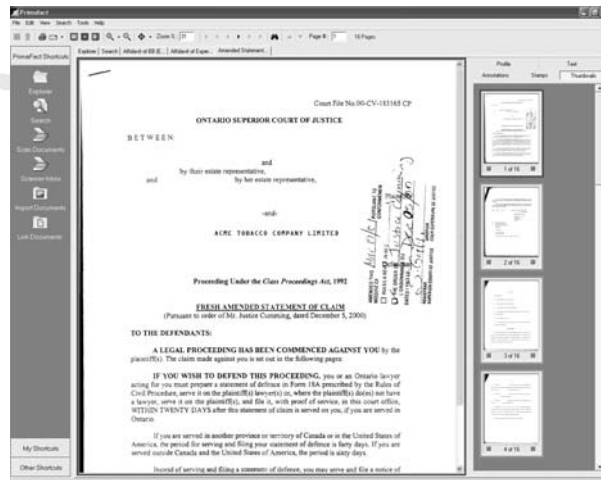
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- “...it’s only for big firms.”
- “...it’s only for small firms.”
- “...it works only if the whole firm gets it.”
- “...it would better if only one team starts with it.”
- “...it’ll never work here.”

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“Scared to take the plunge?”

Then just dip in your toes!

- Start with Personal or Professional
 - Low cost of entry
 - Scalable to grow as you grow
 - Investment fully protected
 - Experience the benefits for yourself