

News release

June 18, 2008

Law firms get a BigHand with profitability in current economic climate

As the client list passes 650 organisations, award-winning voice productivity vendor finds economic landscape suited to the overhead & efficiency gains delivered by BigHand software.

London, UK, June 18 2008 -- BigHand has today announced the number of firms using its software has passed the 650 mark as the technology continues to appeal to firms looking to reduce costs and increase profitability. During the financial year ending March 2008 alone, over 130 professional service firms signed up to use BigHand software. More than 650 firms across Australia, Europe, North America, and the UK now use BigHand digital dictation technology to cut costs and/or increase productivity.

In the past 12 months, firms of varying size and practice group have attributed tangible commercial benefits to the implementation of BigHand technology, including:

- UK Legal aid firm **Venters Solicitors** saved £50,000 in only 12 months after installing the BigHand digital dictation system, savings that equate to over £3,000 per fee-earner, per year, at the firm. The firm has increased its provision for earning without any growth in support, and has not needed to replace secretaries that have left the firm.
- US firm **Marshall, Dennehey, Warner, Coleman & Goggin** realised a reduction in document turnaround times of 300%, plus an estimated annual saving in administrative expenses of \$1500 per attorney, through its use of BigHand Digital Dictation software. Marshall Dennehey is a nationally recognised Philadelphia-based defence litigation firm with 17 offices.
- Top 200 UK firm **Bermans** made savings by being able to recruit more lawyers without increasing the firm's pool of secretaries, as well as having removed all document production backlogs. Paul Senior, Practice Manager at Bermans commented:

"It's very unusual to be able to attribute tangible business benefits directly to the implementation of a new technology, but in this case I can honestly say that the investment in BigHand Digital Dictation is the best we've ever made."
- Australian law firm **Gilbert + Tobin** became the first Australian law firm to install BigHand Digital Dictation software for BlackBerry with the technology lauded as "a real time saver... [that will] add value to all."
- UK Legal Aid and Legal 500 firm **Glaisyers** increased its fee earning capacity with zero growth in its support team. The firm is forecasting further fee earner growth for 2008, without an increase in support.
- UK Legal 500 firm **Shulmans** has increased its work share culture and thereby facilitated an improvement in the fee earner to secretary ratio; recently the firm was able to absorb the loss of a secretary entering retirement, without replacing her.

Innovation + return-on-investment

In addition to delivering commercial benefits on a project-by-project basis, over the past 12 months BigHand has announced digital dictation technology firsts including BigHand Mobile for BlackBerry, Windows Mobile via WCF and the largest digital dictation workflow project in the global legal sector at Linklaters (incorporating 3,200 users). BigHand was also awarded 'Best of Breed System of the Year' at the Legal Technology Awards 2008.

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About BigHand

A Microsoft Gold Partner & BlackBerry ISV Partner based out of Chicago, London, Sydney and Toronto. BigHand is the leading digital dictation vendor in the global professional services sector, maintaining the five largest sites at international law firms and with more legal installations in total than all other suppliers combined. BigHand3 was awarded "Best of Breed System of the Year" at the Legal Technology Awards for 2008, and nominated as 'New Product of the Year' at the LTN Awards 2008. BigHand was named as the fastest growing legal software developer in The Sunday Times Microsoft Tech Track 100 league tables for both 2006 and 2005. BigHand was also recognized by Deloitte as one of the 500 fastest growing software vendors in Europe in 2006. Additionally BigHand was voted "Best Legal Office Technology System 2004" from votes from over 14,000 lawyers and IT managers across the legal sector at the LOTIE Awards. BigHand's leading product also won the Society for Computers & Law IT Award in 2003 for "the most outstanding application of information technology to the law". Further information is available at <http://www.bighand.com>