



LegalTech New York 2008 Survey Results

Edge Legal Marketing conducted this survey online via Zoomerang. Results are below. Please direct all inquiries to Amy Juers, ajuers@edgelegalmarketing.com.

1. I am a or work for/in a:

Law Firm	37	31%
Corporate Legal Department	14	12%
Solo Practitioner	3	3%
Consultant	15	13%
Blogger	0	0%
Vendor/Exhibitor	29	25%
Other, please specify	20	17%
Total	118	100%

2. What size is the law firm or legal department you work for/in?

Small Law Firm (1-50 attorneys)	30	25%
Medium Law Firm (51-250 attorneys)	19	16%
Large Law Firm (251+ attorneys)	27	23%
Legal Department, please specify # of attorneys	42	36%
Total	118	100%

3. My position with the firm/department is:

Partner	7	6%
GC/Associate GC	3	3%
Attorney/Lawyer	7	6%
Associate	2	2%
Legal Assistant/Paralegal	5	4%
IT Staff	19	16%
Litigation Support Staff	26	22%
Other, please specify	49	42%
Total	118	100%

4. Other than exhibits, what is the main reason you attended LegalTech New York? Please check all that apply.

Programs/Educational Tracks	57	48%
CLE Credits	2	2%
Networking	85	72%
Other, please specify	16	14%

5. Do you see your law firm or legal department's technology budget growing, shrinking or remaining unchanged in 2008?

Growing	62	53%
Shrinking	7	6%
Remaining Unchanged	49	42%
Total	118	100%

6. What hardware did you check out at LegalTech New York? Please check all that apply.

Data Storage	48	41%
Dictation/Transcription Equipment	11	9%
Hardware Leasing Solutions	3	3%
Imaging Equipment	28	24%
Networking/Communications Equipment	9	8%
Networking/Networks Security	14	12%
PC/Terminals/Workstations	4	3%
Phone Systems/Wireless	3	3%
Phone Systems/Wireless/Video Conferencing	6	5%
Presentation Systems	20	17%
Printers/Fax Machines/Copiers/Scanners	10	8%
Scanners/Digitizers	23	19%
Video Conferencing	14	12%
None	42	36%
Other, please specify	6	5%

7. What software did you check out at LegalTech New York? Please check all that apply.

Accounting/Finance	16	14%
Automated Forms	11	9%
Business Intelligence	20	17%
Case Management/Budgeting	37	31%

Computer Research Services	9	8%
Contract Automation Management	4	3%
Corporate Governance	7	6%
CRM-Client Relationship Management	14	12%
Databases/Database Management	46	39%
Debt Collection	2	2%
Digital Dictation Workflow	3	3%
Docket/Calendar/Conflict of Interest	12	10%
Document Accounting Solutions	0	0%
Document Drafting	7	6%
Document Management	47	40%
Electronic Billing	11	9%
Electronic Discovery	74	63%
Electronic Support	15	13%
E-Mail Management	35	30%
Forensics	38	32%
Forms/Generation Processing	9	8%
Full Text Retrieval/Library Management	14	12%
Groupware	2	2%
Imaging Scanning	19	16%
Information Management	16	14%
Integration for MS SharePoint and Other Portals	12	10%
Intellectual Property	6	5%
IPortals/Knowledge Management	9	8%
Knowledge Management	15	13%
Litigation Support	46	39%
Management Software	9	8%
Matter Management	13	11%
Matter Management/E-Billing	8	7%
Networking/Communications Equipment	6	5%
Networking/Networks Security	5	4%
Optical Character Recognition	10	8%
Portals/Information Management	12	10%
Portals/Knowledge Management	9	8%
Records Management	24	20%
Software Leasing Solutions	0	0%
Tax	0	0%
Time Entry/Tracking	3	3%
Timekeeping/Billing	4	3%
Training/E-Learning	6	5%
Voice Mail/Unified Messaging Systems	6	5%
Voice Recognition	7	6%
Word Processing	5	4%
None	5	4%
Other, please specify	4	3%

8. What services did you check out at LegalTech New York? Please check all that apply.

Anti-Money Laundering (AML) Consulting	6	5%
Application Service Provider (ASP)	14	12%
ASM	0	0%
Compliance Consulting	12	10%
Computer Forensics	34	29%
Conversion	5	4%
Copy Services	6	5%
Copy Services/Binding	1	1%
Cost Recovery	2	2%
Court Reporting	4	3%
Data Collection	33	28%
Data Restoration & Electronic Discovery	42	36%
Electronic Discovery	67	57%
Electronic Discovery Consulting	51	43%
Electronic Invoicing	1	1%
EMail Processing & Archive Loading	15	13%
Expert Testimony	4	3%
Facilities Management	2	2%
Forensics	23	19%
Internet Access	6	5%
Leasing-Technology Equipment	0	0%
Litigation Support	42	36%
Matter-Centric Architecture Management	5	4%
OffSite Records Retrieval	2	2%
Office Refreshments	1	1%
On-Line Information Services	2	2%
Overnight Delivery	1	1%
Personnel Services/Paralegal Support	1	1%
Record Retrieval	10	8%
Security Systems	5	4%
Services-Trial Support	7	6%
Software Development	12	10%
System Integration	5	4%
Technology Consultant	13	11%
Technology Equipment Leasing Solutions	1	1%
Telephone Services/Cellular Communication	1	1%
Training/Services/Videos/Tapes	5	4%
Trial Graphics/Presentations	17	14%
Trial Support	21	18%
Website/Marketing Consultant	3	3%
None	17	14%
Other, please specify	3	3%

9. What role do you play in the buying decision in terms of the technological products/services purchased or used?		
Decision Maker	19	16%
Recommender	79	67%
End User	20	17%

Total	118	100%
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10. How do you get information about new hardware, software or services? Please check all that apply.

Conferences & Trade Shows	89	75%
Online	92	78%
Publications	83	70%
Colleague Recommendations	88	75%
Other, please specify	8	7%

11. What topics do you see as hot technology issues in 2008? Please check all that apply.

Electronic Discovery	82	69%
Online Collaboration	38	32%
Knowledge Management	42	36%
Document Management	62	53%
Disaster Recovery/Business Continuity	34	29%
Data Security	57	48%
Other, please specify	15	13%

12. How much time did you spend at LegalTech New York?

1 Day	49	42%
2 Days	21	18%
All 3 Days	48	41%
Total	118	100%

13. Will you be attending any of the following legal technology shows in 2008? Please check all that apply.

LegalTech West Coast	17	14%
ILTA (formerly LawNet)	36	31%
ABA TECHSHOW	23	19%
Others, please specify	64	54%

14. If there was one thing you could change about the LegalTech New York registration process, what would it be?

118 Responses

15. If there was one thing you could change about the LegalTech New York exhibitor area, what would it be?

118 Responses

16. If there was one thing you could change about the LegalTech New York educational tracks, what would it be?

118 Responses

17. How would you rank your overall experience at LegalTech New York 2008?

Poor	1	1%
Below Average	4	3%
Average	16	14%
Good	76	64%
Excellent	21	18%
Total	118	100%