



Wednesday, October 21

11:00 am–12:30 pm

610 Technology Open Forum- Ask the Experts

Gabriel Buigas

Vice President and Deputy General Counsel
Hewlett-Packard Company

David Cambria

Director of Operations, Law Department
AON Corporation

Gary Hirsch

Senior Vice President and General Counsel
Intralinks

Marty Provin

Executive Vice President
Jordan Lawrence Group

Faculty Biographies

Gabriel Buigas

Vice President and Deputy General Counsel

Hewlett-Packard Company

David Cambria

David Cambria is the director of operations for the law department at Aon Corporation. There he uses his broad experience in the legal, business, and technology arena to manage the nearly 200 professionals in 17 countries.

Prior to joining Aon, he was with Huron Consulting Group's LBC practice which focuses on managing all aspects of the office of general counsel. Mr. Cambria's experience includes integrating technological initiatives with legal consulting services for corporate law departments, law firms, and insurance companies. Specifically, his focus has been on business process improvement, report creation and analysis, technology assessment and planning, organizational structure analysis, electronic invoicing, and matter management selection and implementation.

Mr. Cambria has presented at various industry seminars and executive briefings as well as authored several articles for publication including the recently published Law Department Operations Survey where he served as both editor and contributor.

He is a graduate of the University of Dayton School of Law.

Gary Hirsch

Gary Hirsch is senior vice president, general counsel and secretary of New York-based IntraLinks, Inc., a global provider of online workspace solutions whose service is used by thousands of companies for the secure exchange of critical business information.


Mr. Hirsch began his career in the corporate restructuring practice at the New York law firm of Willkie Farr & Gallagher. He joined the legal department of Marsh & McLennan Companies during the late nineties, where he assisted the company as it grew through numerous acquisitions. In 2000, he started the legal function at Currenex, Inc., a groundbreaking online currency trading company that was ultimately sold to State Street Bank. Since becoming general counsel at IntraLinks, Mr. Hirsch has seen the legal department's daily workload quadruple, while he has also managed the company's pre-IPO process in 2005 and an M&A process in 2007 resulting in the sale of a majority of the company to the private equity firm TA Associates.

Marty Provin

Marty Provin is executive vice president of Jordan Lawrence, a specialty consulting firm focused on assessing, developing and enforcing corporate records policies and practices. Mr. Provin is based out of St. Louis. He has over 19 years of extensive experience in technology and records management. Mr. Provin advises in-house legal counsel in the areas of records management, data privacy and e-discovery and the confluence of technology in these areas.

Prior to joining Jordan Lawrence, Mr. Provin spent 13 years in the technology industry where he worked with Fortune 500 companies in developing solutions to manage workflow and increase efficiency.

He regularly speaks to the legal and IT communities on managing records to mitigate risks while improving efficiency.



Making The Business Case
 Increased Efficiency, focus on High Value Work
Cost Reduction


- Legal fees for outside counsel
- Cost of information storage and management
- Discovery and review costs

Risk Reduction (Operational, Legal, Financial)

- Audits
- Litigation
- Budget management

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Foundation of Success

Sufficiently detail the requirements of the technology being considered


*"as many as 71 percent of software projects that fail do so because of **poor requirements management**" **

What problems are being solved
 What will be different after implementation

*CIO Magazine

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The Right Team

What skills are required
 What support will be needed
 Developing a realistic timeline

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Engagement with Information Technology

Working with or without IT

- Software vs. SaaS (*fka ASP*)
 - 40.9% of in-house counsel considering web-based systems*
- How will technical support be provided

* Serengeti Survey 2008

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Be Careful What You Wish For

Watch out for unintended consequences

- Increased costs
 - Over collection in discovery
 - Customization and support requirements
 - Annual maintenance and upgrade costs
- Ineffective deployment
- Failure to deliver ROI

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Technology For The Legal Department


Matter management / e-billing / contract management

- Home grown vs. Commercial
 - 36.9 % of legal departments track outside legal work with internal spreadsheets and databases
- On-line vs. installed software
 - 18% use web-based systems for matter management and electronic billing

* Serengeti Survey 2008

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Technology For The Enterprise

Litigation Hold / Enterprise Search / Document Management / Email Management

- Solution Confusion
- No one solution for all issues
- EDRM Reference Model
- Trends
 - On-line vs. installed software
 - Vendor consolidation

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Resources

ACC InfoPaks
ACC Alliance Partners

- Jordan Lawrence
- IntraLinks
- Serengeti

General Counsel Roundtable
ABA Legal Technology Resource Center
www.law.com/jsp/legaltechnology
(many aspects of IT for the law dept)

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ACC Extras

Supplemental resources available on www.acc.com

Matter Management and E-Billing.

Quick Reference. July 2009

<http://www.acc.com/legalresources/resource.cfm?show=395593>

Electronic Content Management Systems: Unravel the Mysteries Before You
Speak to Vendors.

Program Material. October 2008

<http://www.acc.com/legalresources/resource.cfm?show=161145>

Technology Primer.

InfoPak. April 2008

<http://www.acc.com/legalresources/resource.cfm?show=19671>

Please note, these additional resources are provided by the Association of Corporate
Counsel and not by the faculty of this session.