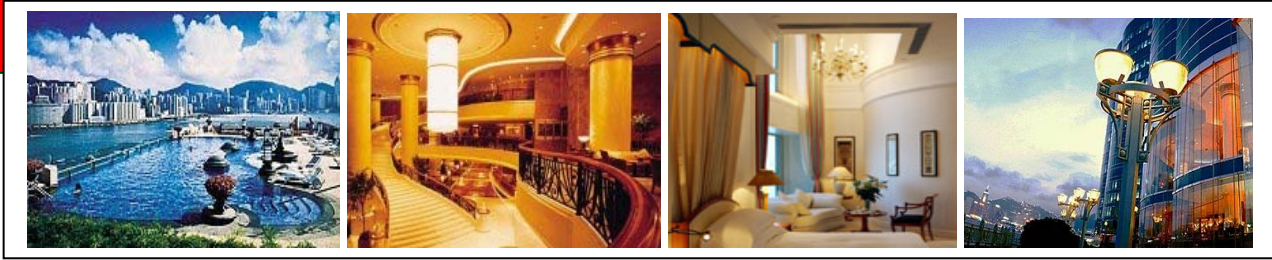


# LAWTECH ASIA 2007

20 & 21 March 2007  
Harbour Plaza | Hong Kong



Be part of one of ASIA's most exciting IT LEGAL EVENTS of the year  
Do not miss out on the opportunity to network, and meet leading  
decision makers from the top law firms of Asia – all in one place!

## ABOUT THE EVENT

Following on from the success of the LawTech Summit – we are launching LAWTECH ASIA. This leading event is designed to deliver the most topical and ground-breaking programme on offer for the IT legal industry in Asia. The event will provide the latest in information and cutting-edge technologies relevant to all Legal IT Directors working in either private law firms or government Legal departments.

The event has been created with the intention of allowing IT Directors the opportunity to hear innovative and practical information from leading experts in the field. The assimilation of knowledge and information is facilitated by the calming and relaxed atmosphere of the Harbour Plaza Hong Kong, making this event an essential addition in the agenda of all Legal it Directors.

## WHAT YOU WILL LEARN

**LAWTECH ASIA SUMMIT** will offer a multi-dimensional format covering critical issues pertinent to all legal IT Directors today. As a delegate you will have the opportunity to listen to presentations from IT Directors, legal IT experts and technology specialists, providing you with all the knowledge necessary to assess your future role. The event will include Keynote presentations, conference sessions, think-tanks, roundtable discussions and technology presentations by leading experts. Topics covered at the event include:

- The Future of Technology
- Work Flow & Integration
- Document management
- Selling Your Firm's IT Vision to Stakeholders and Clients
- KM and Law Firms
- Risk Management
- Return on Investment [ROI]
- Business Process and Portfolio Management
- Emerging Technologies

ORGANISED BY:



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## CONFERENCE PROGRAMME – DAY ONE

TIME	SCHEDULE	CONFERENCE SESSIONS	BREAK-OUT SESSIONS	TECHNOLOGY EXHIBITION
09.00 - 11.00	Arrival and registration			
12.00 - 13.00	Welcome luncheon			Exhibition open
13.00 - 13.15	Opening Address from the Chair			
13.15 - 14.15	<b>Session One - Plenary Address</b>	<b><u>THE FUTURE OF TECHNOLOGY</u></b>		
14.15 - 15.00	<b>Session Two</b>	<b><u>IT GOVERNANCE IN LAW FIRMS – A PRACTICAL MODEL</u></b> <b>MARTIN TELFER</b> ASIA PACIFIC REGIONAL IT DIRECTOR <b>BAKER &amp; MCKENZIE</b>		
15.00 - 15.30	Afternoon Tea	<b>&amp; NETWORKING OPPORTUNITY</b>		Technology demonstrations
15.30 - 16.30	<b>Session Three</b>	<b><u>MANAGING KNOWLEDGE IN LAW FIRMS</u></b> <b>WALTRAUT RITTER VICE PRESIDENT</b> <b>HONG KONG KNOWLEDGE MANAGEMENT SOCIETY</b>	<b>Jitendra Valera (JV)</b> Vice President, International, <b>THOMSON ELITE</b>	
16.30 - 17.30	<b>Session Four</b>	<b><u>INTEGRATION AND WORKFLOW SOLUTIONS</u></b> <b>PETER CHARNOCK</b> General Manager, Asia Pacific <b>ECOPY (A CANON PARTNER)</b>		
18.30 - 19.30	Cocktail hour			Exhibition Open
19.30 - 22.30	Formal Networking Dinner			

## CONFERENCE PROGRAMME – DAY TWO

TIME	SCHEDULE	CONFERENCE SESSIONS	TECHNOLOGY EXHIBITION
10.00 - 10.45	<b>Session One - Plenary Session</b>	<b><u>CHANGE MANAGEMENT: WHAT WORKS IN A LAW FIRM</u></b> <b>GERARD NEIDITSCH</b> EXECUTIVE DIRECTOR, BUSINESS INTEGRATION & TECHNOLOGY [AUSTRALIA] & <b>MATTHEW COLEMAN</b> TECHNOLOGY MANAGER <b>MALLESONS STEPHEN JAQUES</b> [ HONG KONG]	Exhibition open
10.45 - 11.00	<b>Session Two</b>	<b><u>SELLING YOUR FIRM'S IT VISION TO STAKEHOLDERS AND CLIENTS</u></b> <b>LINDSAY ESLER</b> MANAGING PARTNER <b>DEACONS [HONG KONG &amp; MAINLAND CHINA]</b>	
11.00 - 11.30	<b>Morning Break</b>	<b>&amp; NETWORKING OPPORTUNITY</b>	Technology demonstrations
11.30 - 12.15	<b>Session Three</b>	<b><u>BUSINESS PROCESS AND PORTFOLIO MANAGEMENT</u></b> <b>TONY CORDEIRO</b> CIO <b>SHEARMAN &amp; STERLING LLP [USA]</b>	
12.15 - 13.30	<b>Session Four - Panel</b>	<b><u>E-DISCOVERY</u></b> <b>ZEE KIN YEONG</b> CIO <b>RAJAH &amp; TANN [SINGAPORE]</b>	
13.30 - 14.30	<b>Luncheon</b>		Exhibition Open
14.30 - 15.15	<b>Session Five</b>	<b><u>IT PROBLEMS FACING LEGAL PRACTITIONERS – WHAT TO DO ABOUT IT?</u></b> <b>DAVID ELLIS</b> PARTNER <b>JOHNSON STOKES &amp; MASTER [HONG KONG]</b>	
15.15 - 16.00	<b>Session Six</b>	<b><u>MAXIMISING R.O.I FROM YOUR SYSTEMS</u></b>	
16.00 - 16.30	Afternoon Tea - Close of Conference	<b>Closing remarks form the Chairperson</b>	

13.00 – 13.15

OPENING ADDRESS FROM THE CHAIR

13.15 – 14.15

SESSION ONE

PLENARY ADDRESS

**THE FUTURE OF TECHNOLOGY**

14.15 – 15.00

SESSION TWO

**IT GOVERNANCE IN LAW FIRMS – A PRACTICAL MODEL**

In this session Martin will outline how Baker & McKenzie manages its global IT portfolio and look for input from the floor on alternative approaches to IT Governance. Topics discussed include:

- How do you ensure that your IT projects are connected to your business and its stakeholders?
- How can you manage competing priorities, budgets and timeframes?

**MARTIN TELFER** ASIA PACIFIC REGIONAL IT DIRECTOR

**BAKER & MCKENZIE**

After formal training with the UK Civil Aviation Authority and a First Degree from Loughborough University of Technology, Martin joined Ernst & Young in 1985. He held a variety of internal senior management positions before moving on to consulting, offering technology advice to SMEs. From there Martin joined Masons (Solicitors) as IT Director and worked with Professor Richard Susskind pioneering the use of today's commonplace techniques such as Hypertext and scanning for litigation support. In 1990 Martin joined Mallesons Stephen Jaques as Executive Director, Information and Technology and over the next four years delivered a completely new infrastructure and application set to 2000 staff across 8 offices in 3 countries. From there, Martin moved to Minter Ellison as CIO before joining Baker & McKenzie in 2005 as Asia Pacific Regional IT Director, looking after 14 offices across the region.



15.30 – 16.30

SESSION THREE

**MANAGING KNOWLEDGE IN LAW FIRMS**

Knowledge management is the key element in the development and implementation of law firms' business strategies. On the operational level, it addresses the effective use of know-how, the law firms' core product, market knowledge and managerial know how; integrated into a law firm's strategy is becomes the key differentiator in a competitive environment. Is knowledge management dealt with at partner's level or left to the professional support lawyers? Examples of KM practices and strategies of different law firms will be discussed.

- Knowledge, Intellectual Capital, Intangibles Assets – how well are they managed in law firms?
- Assessing intellectual capital – identifying the value of different types of knowledge
- Linking Knowledge Management and Business performance measures

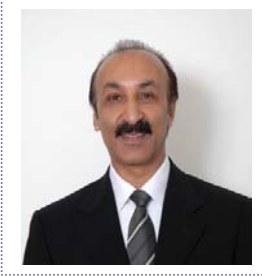
**WALTRAUT RITTER** PRINCIPAL CONSULTANT **KNOWLEDGE ENTERPRISES**

VICE PRESIDENT **HONG KONG KNOWLEDGE MANAGEMENT SOCIETY**

**Waltraut Ritter** is principal consultant of Knowledge Enterprises, which she founded in Hong Kong in 1997, specializing in research and advisory services relating to innovation, knowledge, intellectual capital. Ritter has worked in information and knowledge management since 1989, when she served as information management consultant for the UNDP (United Nations Development Programme) in Geneva and New York. In the past years, she has been focusing on knowledge economy initiatives for national and international agencies in the public sector Reform Commission.



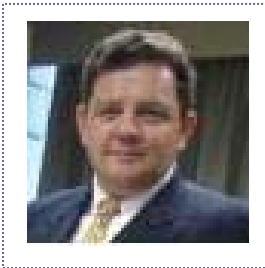
**15.30 -16.30**  
**SESSION THREE**  
**BREAKOUT SESSION**



**Jitendra Valera (JV)** is Vice President, International, for Thomson Elite, based in the London office and is responsible for setting and executing the strategic vision for maximising Elite's international growth. In this role, JV works with Thomson Legal & Regulatory and Thomson North America Legal Strategy and Business Development to explore new products, partnerships and service strategies to drive growth for Thomson Elite.

**JITENDRA VALERA (JV) VICE PRESIDENT INTERNATIONAL THOMSON ELITE**

**16.30 - 17.30**  
**SESSION FOUR**



**INTEGRATION AND WORKFLOW SOLUTIONS**

As general manager for Asia Pacific, Peter Charnock is responsible for guiding the company's expansion into the region. Charnock joins eCopy from Captiva Software Corporation, a data and document capture software solutions provider, where he served as sales director, Australasia and established Captiva's Asian distributor/reseller network. Charnock also brings over 15 years of sales management experience with Staffware, Canon Australia and Océ Australia, and holds a Bachelor of Science with Honours from the University of Sydney and a Graduate Diploma in Marketing from the University of Technology, Sydney.

**Peter CHARNOCK** *General Manager, Asia Pacific eCopy (A Canon Partner)*

**18.30**

**COCKTAILS & CANAPÉS**

**19.30 - 22.00**

**GALA DINNER – POOLSIDE**

**EXTENDED PROGRAMME**

**CONFERENCE DAY TWO**

**10.00 – 10.45**  
**SESSION ONE**  
**PLENARY ADDRESS**



**CHANGE MANAGEMENT: WHAT WORKS IN A LAW FIRM**

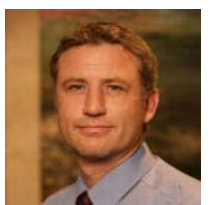
In this session, Gerard and Matthew will discuss the ways that innovation can improve efficiency and productivity and will expand on the following points:

- Moving beyond business process automation to business process management
- Revamping your organisation through IT innovation
- Driving productivity and increasing operational efficiency through innovation

**GERARD NEIDITSCH**

**EXECUTIVE DIRECTOR, BUSINESS INTEGRATION & TECHNOLOGY [AUSTRALIA]**

Gerard Neiditsch is the Executive Director, Business Integration and Technology in the Sydney Office of Mallesons Stephen Jaques. He is responsible for managing a program of strategic business integration projects, and the management and strategic development of the firm's technology infrastructure and systems. In addition to heading up Mallesons' technology section, Gerard has also overseen the successful implementation of business process management initiatives both on the administrative side of the business and to support the delivery of legal services. His team services over 2,000 staff in Australia, China and London. The technology and business integration teams comprise 60 staff.



**MATTHEW COLEMAN** **TECHNOLOGY MANAGER [HONG KONG]**

Matthew Coleman is the Technology Manager in the Hong Kong office of Mallesons Stephen Jaques where he has worked for the last 8 years. He is responsible for the technology in the Hong Kong, Beijing, Shanghai and London offices. Matthew has a broad knowledge of all areas of systems administration and network infrastructures as well as project management.

**MALLESONS STEPHEN JAQUES**

**10.45 – 11.00**  
**SESSION TWO**



## **SELLING YOUR FIRM'S IT VISION TO STAKEHOLDERS AND CLIENTS**

Over the past decade, Deacons has transformed from a traditional law firm into a leading innovator in IT in the legal services field. This seminar will discuss some of the obstacles encountered during this transformation. It will also focus on issues where internal resistance was encountered from stakeholders and will identify some of the techniques which were successfully used to overcome resistance. Lindsay will also discuss some methods used to obtain "buy-in" from clients in order to turn IT innovations introduced by the firm into useful tools which contribute to client loyalty, rather than simply marketing hooks.

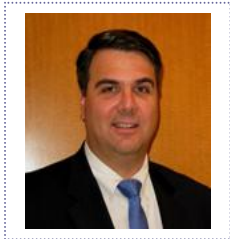
**LINDSAY ESLER MANAGING PARTNER & HEAD OF INTELLECTUAL PROPERTY  
DEACONS [HONG KONG & MAINLAND CHINA]**

Lindsay Esler is the Head of Deacons Intellectual Property Department and the Managing Partner of Deacons Hong Kong and Mainland China offices. Lindsay studied in New Zealand and Italy and is qualified as a lawyer in Hong Kong, England and Wales and New Zealand, (where he has also qualified as a patent attorney). He has been practising intellectual property law in Hong Kong for 14 years. Although Lindsay does not come from a technical background, IP practice is highly technology-dependent and specialised IP requirements have been key drivers in Deacons' overall IT development. Since the late 1990s, Lindsay has been the principal partner responsible for overseeing and planning the projects handled by Deacons' 18-strong IT team.

**11.00 – 11.30**

### **Morning Break & Networking Opportunity**

**11.30 – 12.15**  
**SESSION THREE**



## **BUSINESS PROCESS AND PORTFOLIO MANAGEMENT**

- Understanding the Business Process of Law Firms
- Connecting Business Projects to Business Process
- The What?: Looking for Opportunities - Writing it Down
- What is not Working?: Analysis of Issues - Process or Execution
- What do you have? Inventory of Applications (Reuse, Build or Buy?)
- Why? Adding Value really? ROI or Lots of Luck?
- When, Who, Where, How? Portfolio Management.

**TONY CORDEIRO CIO SHEARMAN & STERLING LLP [USA]**

Tony S. Cordeiro is Shearman & Sterling LLP's Chief Information Officer who is charged with managing and organizing the Firm's global technology and practice technology support functions. In addition, he is responsible for Library Services and the Information Center, Knowledge Management Systems, Records Management, Litigation Support, Business Continuity and the Conflicts functions. Mr. Cordeiro has valuable previous experience in directing the technology function of a large multinational professional service firm as well as earning the credential of Certified Information Technology Professional from the American Institute of Certified Public Accountants (CPA.CITP). Mr. Cordeiro is also a Chartered Accountant with audit experience in the private client, mutual fund management, financial, legal, insurance and retail sectors.

**12.15 – 13.30**  
**SESSION FOUR**

## **E-DISCOVERY**

- The issues, both new and new dimensions to existing issues, as the obligation to discover is transposed to the electronic realm
- Issues relating to making and responding to requests for discovery of electronic documents
- Survey of global initiatives to set legal standards and procedural rules for electronic discovery
- Where the legal obligation to discover electronic documents meet the eDiscovery technologies
- The costs of electronic discovery
- Where it all ends up: presentation of electronic documents in a court room

**ZEE KIN YEONG CIO RAJAH & TANN [SINGAPORE]**

Yeong Zee Kin currently practices IP, IT and telecoms law in Rajah & Tann's iTec Practice Group (intellectual property, Technology, entertainment and communications). He formerly held appointments as Assistant Registrar of the Supreme Court and as Deputy Public Prosecutor and State Counsel of the Attorney-General's Chambers. Zee Kin was also CIO of the Supreme Court of Singapore and spent a stint on secondment to the Singapore Academy of Law as Assistant Director in charge of LawNet. He has invaluable insight into technology development and management and practical experience in operational and strategic concerns in managing a provider of online services.

13.30 – 14.30

Luncheon

**14.30 – 15.15**  
**SESSION FIVE**



**IT PROBLEMS FACING LEGAL PRACTITIONERS - AND WHAT TO DO ABOUT IT**

- Problems : overflowing email inboxes, document version control, billing targets, conflict checking, client engagement letters and client demands;
- Barriers to introducing solutions: change management, ad hoc uptake of applications; IT departments; cost.
- A strategy for dealing with problems and the barriers - the JSM experience

**DAVID A. ELLIS PARTNER JOHNSON STOKES & MASTER [HONG KONG]**

David Ellis is a Partner at Johnson Stokes & Master and is admitted to practice in England, Wales & Hong Kong. His areas of practice include: Technology & Communications, E-Business, Private Equity, & Company Secretarial Services

He has had various publications and awards and has also been voted Asia Law Leading Lawyer 2002, 2003, 2004 and 2005 for the area of IT and Telecommunications (based on a survey conducted by Asia Law & Practice). Listed as a leading lawyer in Hong Kong for the area of IT and Telecommunications in the 2002, 2003, 2004 & 2006/07 editions of the Asia Pacific Legal 500. Voted leading lawyer of Legal Who's Who 2003 for the area of Information Technology (based on a survey conducted by Asian Legal Business Magazine).

**15.15 – 16.00**  
**SESSION SIX**

**MAXIMISING R.O.I FROM YOUR SYSTEMS**

16.00 – 16.30

Afternoon Tea

17.00

Close of Conference | Closing remarks from the Chairperson

## WHY YOU SHOULD ATTEND

Being part of the LawTech Asia Summit will provide local and global perspectives on how you can improve your electronic services to achieve greater levels of use and higher levels of satisfaction.

Here are four main reasons to attend:

- You will hear first hand from leading organizations on how they improved their IT strategy to suit their needs and the results received
- You can anticipate how this affects your department, organisation or company and what opportunities lie ahead
- You are going to learn about the experiences in IT law projects from Asia Pacific
- You can have the possibility to contact and forge valuable partnerships with the people who shape the digital future



## WHO SHOULD ATTEND

The event is specifically produced to target the needs of the following job titles in both the private law practices and government departments across Asia – China, Hong Kong, Malaysia & Singapore:

- Chief Information Officers
- Chief Technology Officers
- Chief Operating Officers
- IT Directors & Managers
- Managing Partners
- Chief Financial Officers
- Legal Partners – IT area
- Knowledge Managers & Directors
- Risk Managers
- Network Managers & Administrators



## SOLUTION PROVIDERS AND EXHIBITION

IT has played a vital role in the competitiveness of many companies across the globe – but this has not necessarily been the case in the legal sector. The tide has changed and now IT departments are starting to have a dramatic impact on legal firm's strategic decisions.

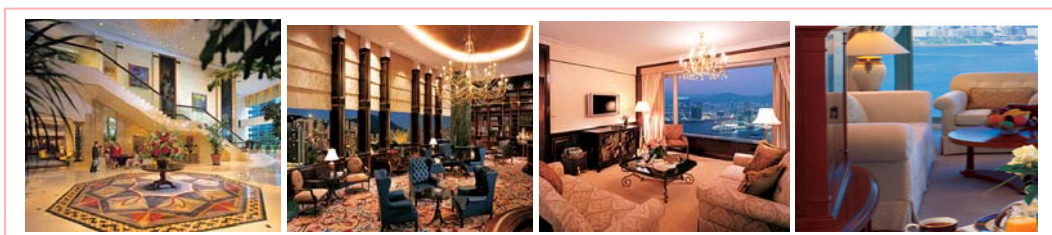
It is therefore essential to create a tangible understanding when dealing with technology - and in this event we have facilitated the amalgamation between the delegate and the exhibitors. There will be interactive sessions and case demonstrations that prove to be a far more suitable tool than plain explanations.

The **LAWTECH ASIA SUMMIT** will deal with the 'latest and advanced' new technology and software, focusing on how you can maximise the return offered by your existing systems. The event will incorporate a number of interactive industry workshops, which provide delegates with the opportunity to 'get their hands dirty' on new technology and processes.

## ABOUT THE VENUE

Situated on the north shore of Victoria Harbour, Harbour Plaza Hong Kong is an oasis of luxury for both leisure and business. Opened in 1995 as the group's flagship property, the hotel stands as a pillar of excellence in design, facilities and services.

A sense of understated luxury is evident throughout the 498 guestrooms and 56 serviced suites. Rooms and Serviced Suites coexist in a contemporary, spacious setting and 70% of our rooms enjoy splendid views of Victoria Harbour.



## SNAPSHOT OF PARTICIPANTS OF THE ASIA PACIFIC LAWTECH SUMMIT 2006-

7 & 8 September 2006 - Hyatt Regency Sanctuary Cove | QLD, Australia

- Abbott Tout
- Arnold Bloch Liebler
- Arthur Allens Robinson
- Auscript Australia
- Axxia Systems
- Baker & McKenzie
- BHL Axiom
- Blake Dawson Waldron
- Canon Australia
- Colin Biggs & Paisley
- Corrs Chambers Westgarth
- Cutler Hughes Harris
- Curve Consulting
- E-Law
- Interlegal
- Deacons
- Ebsworth & Ebsworth
- Freehills
- Hall & Wilcox
- Hicksons
- Ledlin Partners
- Legal Aid QLD
- Macdonnells
- Mallesons Stephen Jacques
- Minter Ellison
- Moray & Agnew Solicitors
- Crown Law
- Neil Cameron Consulting
- Tindall Gask Bentley
- Ventures Technologies
- Victoria Legal Aid
- Wallmans Lawyers
- Wanderley & Hall Solicitors
- Winscribe
- Department of Justice
- University of Canberra
- Sparke Helmore
- Thomson Elite
- Time Frame
- RACQ
- Russell Kennedy
- Norman Waterhouse
- Parish Patience
- Phillips Fox
- Potter Farrelly & Assoc.

### Testimonials from Asia Pacific LawTech Summit 2006:

*"Very good event"* **CIO, Corrs Chamber Westgarth**

*"A more than useful insight into current trends and issues in law firm IT."* **IT Manager,  
Ledlin Partners**

*"Very well presented, great location & facilities - the presenters were very good & the Summit well organised"* **IT Manager, Hall Wilcox**

*"I thought the event was well organised and most enjoyable"* **National IT Manager, Phillips  
Fox**

*"The summit far exceeded my expectations of the event. It really was an information sharing event"*  
**IT Manager, Cutler Hughes & Harris**

*"The conference exceeded my expectations and some of the sessions were very informative. It was a great way to catch up with industry peers."* **National IT Manager, Moray & Agnew**



**CMS – chilli marketing solutions**

Level 1, 21a Elliott St

**Balmain NSW Australia 2041**

Tel: + 61 2 9818 6566

Fax + 61 2 9818 6577

Email: [info@chillimarketing.com.au](mailto:info@chillimarketing.com.au)

# TAX INVOICE – ABN: 28 101 192 796

## LAWTECH ASIA 2007 REGISTRATION FORM

20<sup>th</sup> & 21<sup>st</sup> March 2007 – Harbour Plaza Hong Kong

REGISTRATION FORM – <b>DELEGATE PASS ONLY</b>	BOOK & PAY BEFORE:
<b>Inclusive :</b> <ul style="list-style-type: none"> <li>2 Day Conference pass</li> <li>Conference luncheon - both days</li> <li>Canapés and Drinks</li> <li>Gala Dinner</li> <li>2 Day exhibition Pass</li> </ul>	<b>31<sup>st</sup> December 2006</b> <b>\$1,500 USD</b>
	<b>31<sup>st</sup> January 2007</b> <b>\$1,750 USD</b>
	Payment received after 31 <sup>st</sup> Jan 2007 <b>\$1,990 USD</b>

REGISTRATION FORM – <b>SOLUTION PROVIDERS ONLY</b>	BOOK & PAY BEFORE:
<b>Inclusive :</b> <ul style="list-style-type: none"> <li>2 Day Conference pass</li> <li>Conference luncheon - both days</li> <li>Canapés and Drinks</li> <li>Gala Dinner</li> <li>2 Day exhibition Pass</li> </ul>	<b>31<sup>st</sup> December 2006</b> <b>\$1,990 USD</b>
	<b>31<sup>st</sup> January 2007</b> <b>\$2,450 USD</b>
	Payment received after 31 <sup>st</sup> Jan 2007 <b>\$2,750 USD</b>

- FOR A GROUP DISCOUNT – 2 or more people from the same company – contact [george@chillimarketing.com.au](mailto:george@chillimarketing.com.au)**
- 10% discount off total price for members of: ILTA, HK LAW SOCIETY, HKKMS & ALB SUBSCRIBERS  
 [Membership No. must be quoted]

**TO REGISTER FOR THE EVENT – SIMPLY FILL IN YOUR DETAILS & PAYMENT OPTIONS AND FAX BACK TO: + 61 2 9818 6577**

Surname	Name:
Job Title:	
Company Name:	
Job Title:	
Address:	
Country:	Zip Code:
Phone:	Fax:
Email:	

**CREDIT CARD PAYMENT:**

*Please charge my credit card*      CHARGE \$USD \_\_\_\_\_ to  MasterCard  Visa  Amex  
[3% surcharge applicable to all Amex payments]

Card No:     -     -              Expiry Date:   -

**TELEGRAPHIC TRANSFER:**

Overseas delegates may pay by telegraphic transfer into the account of CHILLI MARKETING SOLUTIONS - which is:  
**BSB No: 122705 - Account No: 20113454 – Swift Code: QBAN AU 4 B** – Bank of Queensland Shop 2&3 Building F-Menai  
 Centre: Cnr Menai Rd & Carter Road MENAI NSW 2234 AUSTRALIA. Please quote your company's name in your payment.

**TERMS & CONDITIONS:** All delegates must be paid in full prior to the date of the event before admittance to the conference & collection of conference documentation is allowed. CMS (Chilli Marketing Solutions) reserves the right to change or amend this program at its own discretion due to any cancellations, or rescheduling. Details regarding this conference were correct at the time of printing. Cancellation Policy: Any cancellation to this event must be received no later than 7 days before the event date in writing. Funds will be refunded less a \$500.00 administration fee. If no notice is given the fee will not be refunded however, a substitute may attend in place of the registered applicant.