



Press Release

Fenwick & West selects Sword Group's Excalibur Document Management solution based on Microsoft SharePoint 2010.

London, 10th May 2011

Sword Group's Enterprise Content Management Practice has been awarded a contract by leading Silicon Valley law firm Fenwick & West LLP to deliver its new SharePoint 2010 based Legal Document Management solution, Excalibur to its 700 users including 300 attorneys.

Excalibur will replace the firm's existing document management system from one of the major legal vendors with a client/matter centric solution leveraging business value from familiar Microsoft SharePoint, Office, Exchange and SQL platforms.

Following an extensive review of the market, including other SharePoint offerings and traditional legacy document management solutions, and with advice from independent industry consultants, Sword's solution was chosen.

Matt Kesner, CIO at Fenwick & West said: *"Sword's Excalibur solution on SharePoint 2010 has come at the right time for us and for the legal sector. We are witnessing a wave of adoption of SharePoint as an enterprise platform for delivering solutions for our business. We are very impressed with Sword and we are equally impressed with the original vision and achievement of Lewis Silkin in leading the way for the legal market. Having reviewed very many offerings and upcoming developments, Excalibur was clearly the most advanced and represented the least risk, not least because it was fully in production at a legal practice. Sword has proven to be an extremely responsive and collaborative partner and we are already working with them on future enhancements. We like the fact that we are dealing with a company with a background in ECM and legal, and one that has full control of product development. Finally, there are a great many SharePoint partners out there and the global reach and financial strength of Sword helped in our due diligence process."*

Terry Coyne, UK head of business development for Sword's legal and commercial sectors said: *"We are delighted to be partnering with Fenwick & West. Matt and his team are highly visionary and we are formulating an exciting roadmap together. Having delivered solutions for the legal market and wider enterprise commercial sectors for over 15 years, we are seeing a major sea change in adoption of SharePoint as a true platform for business innovation. We are also witnessing cost take-out advantages as firms are realising they can gradually decrease the reliance and cost associated with legacy point systems by doing more with a single SharePoint platform. As one of Microsoft's key global partners, we are excited to be helping both Microsoft and the legal community to take advantage of this wave."*

About Sword

Sword Group, the world's leading Enterprise Content Management specialist, employs 1800 consultants in over 20 countries. A €185m company, Sword has 20 years' experience helping legal practices and commercial enterprises realize business value from technology. Sword formally launched Excalibur in January 2011, a legal focused ECM solution that exploits the SharePoint 2010 platform. With one UK based client now fully deployed and the second US client only weeks away, market reaction to Excalibur has been very strong. Beyond Excalibur, Sword is currently working with 10 of the top 100 legal practices, and is managing the deployment of 2 of the world's 5 largest SharePoint 2010 systems.

Further Information

For more details on Sword's Microsoft SharePoint consulting and development offerings please contact Terry Coyne:

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