



**FOR IMMEDIATE RELEASE**

## **Am Law 100 Firms Move to Handshake Software's SharePoint-based Enterprise Search**

*Demand increases for enterprise search and Recommind alternatives*

**Alpharetta, Georgia - June 23, 2016** – Handshake Software, Inc., the market leading, award-winning provider of SharePoint-based products and services to the legal market, today announced that Am Law 100-ranked firms Ogletree, Deakins, Nash, Smoak & Stewart and Baker, Donelson, Bearman, Caldwell & Berkowitz have selected Handshake Universal Search (formerly known as SP Bridge) to deliver SharePoint-based enterprise search solutions, replacing Recommind's Decisiv Search platform. To date, 20% of the Am Law 100 have licensed Handshake's Universal Search.

Using Handshake Universal Search, firms like Ogletree Deakins and Baker Donelson will deliver a SharePoint-based enterprise search platform by quickly integrating document, financial, biographical, client, matter and other firm information. This will enhance the user experience enabling attorneys to have both contextual and personal search results for the first time. SharePoint Search will be deeply integrated and embedded in firms' Handshake Software/SharePoint-based intranets, serving as an integral tool for delivering knowledge to lawyers.

Existing Handshake Universal Search law firm customers have rapidly embraced the all-encompassing ability to search across all firm information repositories, find relevant information or experts and branch out into online legal research from within Search.

"As a firm always looking to 'push the KM envelope', robust enterprise search technology is critical," added Patrick DiDomenico, Chief Knowledge Officer, Ogletree Deakins. Combined with SharePoint, Handshake Software provides us with Search to deliver a truly comprehensive KM solution across the firm. Whether it's



extending our SharePoint-based portals, extranets, client facing apps, and now enterprise search, Handshake Software is the foundational platform that we continue to build upon.”

Leveraging Handshake Software’s product, one universal search will yield relevant results from all integrated legal applications as well as numerous third party data sources including online legal research.

“Baker Donelson is currently partnering with Handshake Software to develop a state of the art SharePoint 2016 practice management intranet, so when looking to upgrade our existing Recommind Search platform we knew Handshake Search technology would provide the ideal enterprise search solution. We focused on two key components in our analysis of Handshake Search. First, the expertise location functionality as we are a firm of more than 700 lawyers & public policy advisors. Second, the ability to connect to internal and external sources with ease. In both cases, Handshake exceeded our expectations,” said Meredith Williams, Baker Donelson’s chief knowledge officer and current president of ILTA’s Board of Directors. “Other notable firms have moved to Handshake-SharePoint enterprise search as part of their comprehensive KM platform so we are thrilled about this partnership and the results to come.”

Joshua Fireman, president of [Fireman & Company](#), has partnered with both firms for years. “Ogletree Deakins and Baker Donelson are two of our most innovative clients. Both firms are developing highly personalized practice-centric intranets, and we needed a tool that could go beyond basic search requirements. We need to push information to lawyers based on who they are and what they are working on. Handshake gives us the technology we need to build systems that lawyers will use to improve their productivity.”

“We are ideally positioned to deliver the best and proven enterprise search solution alternative to top tier law firms globally,” said Glenn LaForce, Handshake Software’s executive vice president & chief strategy officer. “Our advancement with Handshake Universal Search and focus on SharePoint enterprise search as well as our extensive technology and application integrations continues to position Handshake Software as an all-encompassing SharePoint-based KM solution.”



Handshake Software greatly reduces the time, effort and cost of integrating and presenting business information with Microsoft SharePoint, Search, Microsoft Office and mobile devices and facilitates firms' knowledge management initiatives with its 'All Knowledge, One Place' approach. Handshake Software ranked first in the International Legal Technology Association (ILTA) 2015 Technology Survey among third party solutions that law firms leverage to enhance their SharePoint knowledge management platform, portal and enterprise search experience.

For more information on Handshake Universal Search and other SharePoint-based solutions, go to [www.handshakesoftware.com](http://www.handshakesoftware.com).

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**About Handshake Software**

Handshake Software is the market leading and award-winning provider of SharePoint-based products and services to the legal market including portals, enterprise search and mobility solutions. Handshake leverages existing firm investments in practice & financial managements systems, CRM, ECM and DMS by delivering powerful system integrations with Microsoft Office and SharePoint. Handshake Software greatly reduces the time, effort and cost of integrating and presenting business information with Microsoft SharePoint, Search, Microsoft Office and mobile devices. Other business benefits include rapid deployment, reduction of overall risk, unparalleled flexibility and integrated security. Handshake Software clients include total users exceeding 120,000 across 10 countries. The company was named 2011 Innovative Vendor of the Year by the International Legal Technology Association's (ILTA) annual Distinguished Peer Awards. Handshake Software is a Microsoft Gold Certified Partner and member of the Microsoft Business-Critical SharePoint Program. For more information about Handshake Software, visit [www.HandshakeSoftware.com](http://www.HandshakeSoftware.com).

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