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LETTER FROM THE PUBLISHER

Our readers have voted — they have told us which legal services providers are the best, based on their own experiences.

Welcome to the seventh annual issue of The Recorder's Best. The Best provides a list of the legal services and solutions that The Recorder's readers have rated highly across multiple categories. This year, we are providing more context for the voting by including many of the comments that our readers supplied with their ballots. We hope you use the survey results to choose the legal services that can help you run your business more efficiently and effectively. Moley Melle

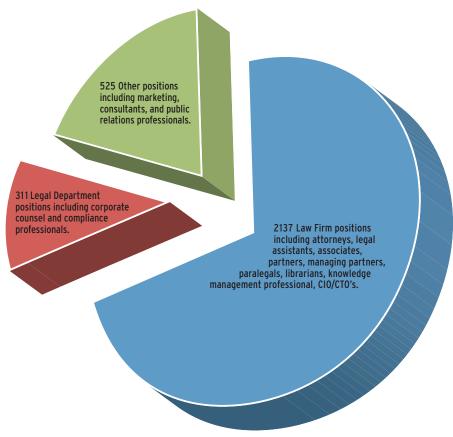
INTRODUCTION

The Recorder's 2014 BEST survey generated responses from 2973 legal professionals from across the California legal market - representing individuals from every level of law firms, legal departments and legal services.

The results reflect an engaged audience of informed professionals who are keenly aware of the organizations that support California's legal community.

They jumped at the chance to share their perspectives and cast their votes for the organizations which they feel best serve the legal marketplace.

Here's a snapshot of the titles/functions of the respondents:



"Legal service isn't just about handling and managing cases and documents. I chose businesses that care about their clients and their clients' clients (the public). They go above and beyond to make our lives easier and our workplaces more efficient."

"Ratings are based on personal experience and performance; for the less technical services, ratings are based on who has lived up to expectations and kept open lines of communication."

"I voted for persons and entities that I know are trustworthy and keep their word. We live in the land of no perjury, and so doing an assessment and evaluation of the job's borders and boundaries is essential."

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THE BEST OF 2014

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Best Lawyer/Law Firm Business Development & Coaching Services

- 1. David King Keller, Keller Business Development **Advisory Group**
 - 2. Client Focus
 - 3. Callaghan & Company

"Given the intense competitiveness in the legal industry, business development is no longer an option, but the key to survival. David Keller's approach to coaching attorneys is unique, personalized and highly effective. As a senior marketing manager, I have recommended David on several occasions for reserved attorneys and low performers and seen amazing results. David gives attorneys the tools they need to feel confident in developing their business."

"Sara Holtz (Client Focus) is an incredible coach—she is very effective particularly for women attorneys. She helps each lawyer unlock his or her business development potential."

Best end-to-end discovery

- 1. FTI Technology
- 2. Kroll Ontrack
 - 3. Symantec



Best Litigation Consulting Service

- 1. FTI Consulting
- 2. Deloitte Discovery
 - **3. BPM**

Best IP Litigation Consulting Service

- 1. OnPoint Analytics
 - 2. DecisionQuest
- 3. Nathan Associates

Best Global Risk & Investment Services

- 1. FTI Consulting
- 2. Kroll Advisory Solutions
- 3. Deloitte Financial Advisory Services LLP

Best Case Management Solution

- 1. FTI Technology
- 2. LexisNexis Case Map
- 3. Thomson Reuters Case Notebook

Best Practice Management Software

- 1. LexisNexis Firm Manager
- 2. ProLaw (Thomson Reuters Elite)
 - 3. Amicus Attorney

"We have been managing our Firm with Amicus Attorney for over 10 years and cannot imagine life without it!"



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 - 2. Kroll Ontrack
 - 3. Secure Data Recovery

Best Data Security Services Provider

- 1. Iron Mountain
 - 2. Symantec
 - 3. McAfee

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- 1. Iron Mountain
 - 2. Worldox
- 3. Hewlett Packard

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I have learned that you must work with vendors that really understand your challenges when it comes to making discovery more efficient. Predictive coding technology is critical and Symantec is a leader in the field.

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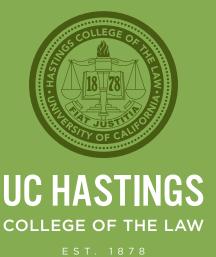
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Best Online Legal Research Provider

- 1. Westlaw Next
- 2. LexisAdvance
- 3. Bloomberg Law

Best Legal Research Vendor

- 1. Thompson Reuters Westlaw
 - 2. LexisNexis
- 3. Continuing Education of the Bar

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- 2. JP Morgan Chase
- 3. Citi Private Banking

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- 2. Bank of America
- 3. Bank of the West

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- 1. Peachtree Pre-Settlement
- 2. Magnolia Legal Funding
- 3. Excalibur Funding Program

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- 2. Hefler Claims Group

3. KCC





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Winner in 7 Categories for *The Recorder's* Best of 2014:

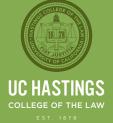
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- 2. Merrill Corp
- 3. Trial Graphix

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- 2. Bonora Rountree
- 3. Tara Trask & Associates

Best Deposition Video Provider

- 1. SF Legal Video
- 2. McMahon & Associates
 - 3. Mottaz

Best Online Deposition Services

- 1. Esquire Solutions
- 2. LiveDeposition.com
- 3. Depositionsonline.com



Velcome to the Best Hall of Fame — those companies and firms that have repeatedly received the highest ratings from our readers. These organizations have placed in the top three at least three times in the last 5 years. A few have ranked in the top three each and every year since 2010. We congratulate them and thank you for your continued support of high caliber service and expertise. The Recorder team also extends our appreciation to those sponsors who have made this section possible.

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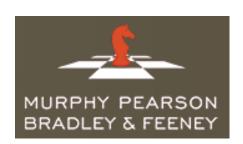
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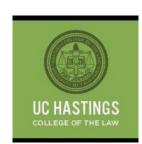
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Lee Kuhn, Esq. (Duke Law '02/Dartmouth College '98) founded Ryder Smith Legal Search after heading up the San Francisco office of another well-established recruitment agency and practicing employment law with two international law firms. She is a member of the Bar Association of San Francisco, volunteers as a Court-Appointed Special Advocate (CASA) for a foster child, and is a director of a not-for-profit animal rescue organization.

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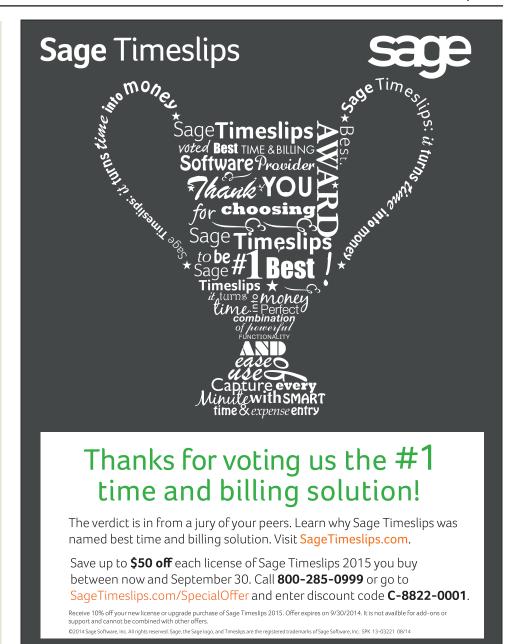
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"Berbay has provided our firm with great insight into the marketing of legal services which has assisted our firm in an area that we had not been engaged in previously."



THE BEST 2014

RECOGNIZING CALIFORNIA'S WOMEN LEADERS IN TECH LAW

Each year The Recorder - Northern California's most trusted source of objective news, news analysis, commentary and insightful practice-specific guidance for the legal marketplace - recognizes 50 of California's most authoritative women who have contributed to the practice, business and advancement of legal issues in the previous year. 2014's awards honor women lawyers who are handling game-changing, law-shaping, market-moving work in and around the technology sector. Honorees will be profiled in a special supplement published and posted to The Recorder site on September 22nd and honored in-person at an awards reception on September 23rd at the JW Marriott San Francisco.

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— AN ALM RECOGNITION EVENT ——

CALLING ALL INNOVATORS

This year, The Recorder is recognizing the industry's leading innovators. If you or someone you know is shaking things up, we want to hear from you. We are looking for the people who had the light-bulb moment that led to a new way of doing things. It could be a new process that saves clients time and money. Or makes your practice or company more profitable. Or helps your nonprofit deliver its services more effectively. Or helps juries, or judges, see things more clearly. Maybe it's an idea for improving the organization – how it hires, how it operates, how much it charges, and how it collects. Maybe it's a tool that lets lawyers and clients work together better. Maybe it's a new legal theory that birthed a new practice or a new type of transaction.

RULES:

- 1. Fill out the survey linked below, being sure to include specific examples of results from your innovation.
- 2. We are looking for California-based legal innovators from all size organizations including law firms, legal services vendors, in-house legal departments, non-profits and government. Your role may be an associate, partner, managing partner, general counsel, non-lawyer, etc.—in other words, all roles and tenure are encouraged to participate.
- 3. If credit for the innovation does not belong to just one person, you can name up to three.
- 4. We are interested in the latest innovations but since it takes time to launch a new endeavor, tell us about the results you've seen since the start of 2013.

TIMELINE:

NOMINATIONS OPEN: JULY 21 NOMINATIONS CLOSE: AUGUST 25

WINNERS ANNOUNCED: OCTOBER 24 | AWARDS RECEPTION: DECEMBER 8

Nominate now at http://at.law.com/Innovators2014

QUESTIONS?

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