

TRILANTIC

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Nigel Murray, Trilantic profile

Nigel, you are one of the king pin's in the litigation support world. Run us through your career.

After a childhood playing the violin, latterly as a music scholar, I was persuaded on leaving school to take articles with Deloittes. After a year I couldn't take the excitement - so I joined the Army and had a very fulfilling 13 years with one of our Calvary Regiments working with tanks rather than horses.

After this background, it seemed a natural progression to move into the role of Litigation Support Manager at Masons - a role for which I was neither qualified, nor trained. This was back in 1991 when Windows was starting off. I cut my teeth running a company - Bowhawk - where we worked on the massive cases of the 90's like tobacco and BCCI. This ended with a merger with Millnet five years ago. I left Millnet in May and Trilantic was officially launched a couple of weeks ago.

Tell us about Trilantic's unique selling points.

We provide an inclusive end-to-end bespoke service unique to the UK market and are the only company to assemble a complete solution under one roof from the basic scanning and printing to data recovery and concept searching and consultancy. We are also the only company to provide eDocument processing on a twenty four hours a day, seven days a week basis. As a team Trilantic have a number of the leading experts in the eDisclosure field in Europe.

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Which litigation software suppliers have you linked up with?

We don't favour one product over another as each year the benefits of Product A over Product B change. On the litigation support software side this means that we will provide data into Concordance, DB/Textworks, iConect, Introspect, Openlaw, Ringtail, and Summation. If a client doesn't have an in-house favoured solution we use iConect. Other products that we provide include CaseMap and Sanction.

Where would you like to be in five years time?

I think my aspirations mirror that of everybody here at Trilantic, in that we aim to be recognised as Europe's leading litigation support services company. Hopefully by then the team will be big enough to enable me to spend a few days away each year in the sun, preferably on the water.

Who can help you get there?

Clients. We've built Trilantic to meet their needs and we continue to adapt our services to meet their requirements. It is a combination of loyal clients, combined with a great team who will drive us forward.

Any words of wisdom for those using litigation support services?

Keep it simple. Especially with electronic documents it is very easy to create complex problems. Also, always think through what you want to achieve, before starting out.