

Logically, this means that sooner or later, the various LN products will be available primarily, if not exclusively, on a subscription basis. One possible scenario for this is that LN will raise the price of the standalone product and offer more or less deep discounts for the SaaS version. Apparently this is already happening to some extent.

This trend is reinforced by the fact that LexisNexis seems to be focusing its efforts internationally rather than in the U.S. Thus the new Senior Vice President of its Global Practice Management Solutions division (of which TM and PCLaw are a part), Kate Holden, is headquartered in England, not Dayton. This appointment is so new that her bio is not even listed yet on the Lexis Executive Bios page.

Recent acquisitions include (at least) the Locus practice management system in Australia, and Axxia and Visualfiles in England. See also the acquisition of the LAWbase practice management program in New Zealand, announced last week. Note that all these acquisitions involve practice/case management programs.

The international focus of LexisNexis is part of the answer to the argument: "Lexis would be crazy to alienate its customer base by going the SaaS route exclusively." The fact is that Lexis's actions since the acquisition of TM and PCLaw have already significantly alienated its customer base: overall customer satisfaction has noticeably decreased, and Lexis may find it easier to buy into less competitive markets than to fix its offerings in the highly competitive U.S. market.

Read with full article with links here:

<http://doesitcompute.typepad.com/heckman/2008/06/what-is-the-fut.html>

Facet Publishing Launch New Subscription Only Website

Facet Publishing, the publishing arm of CILIP. Facet Publishing have recently launched a new subscription only website, KWtL authored by information professional Paul Pedley.

The press release tells us that it is *an online reference resource, containing accessible, relevant and up-to-date content on copyright, data protection and all aspects of information law.* www.kwtl.co.uk <<http://www.kwtl.co.uk>>

Obviously, as it is a subscription only website. We have to take their word for it that the website includes:

a subscriber only monthly newsletter – providing on the job advice and comment

1,600+ authoritative information resources at your fingertips – fully searchable access to an incredibly rich and continually growing database, divided into 4 key areas in a clear and logical format to increase your efficiency and save you valuable research time

up to the minute legal intelligence – Paul Pedley, Head of Research, Economist Intelligence Unit, selects regular news relevant to you through his exclusive subscriber only news alerts and blog

useful resources, links to websites, factsheets, government reports, surveys, best practice guidelines, Q&A's, in-depth reports, thoughtful analysis of pertinent issues and much more, to make your job easier.