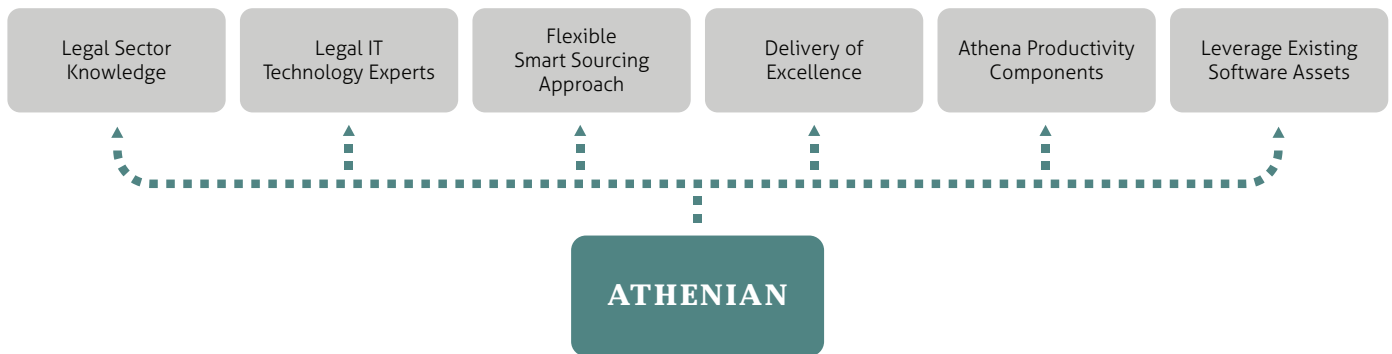




## What Do We Do?

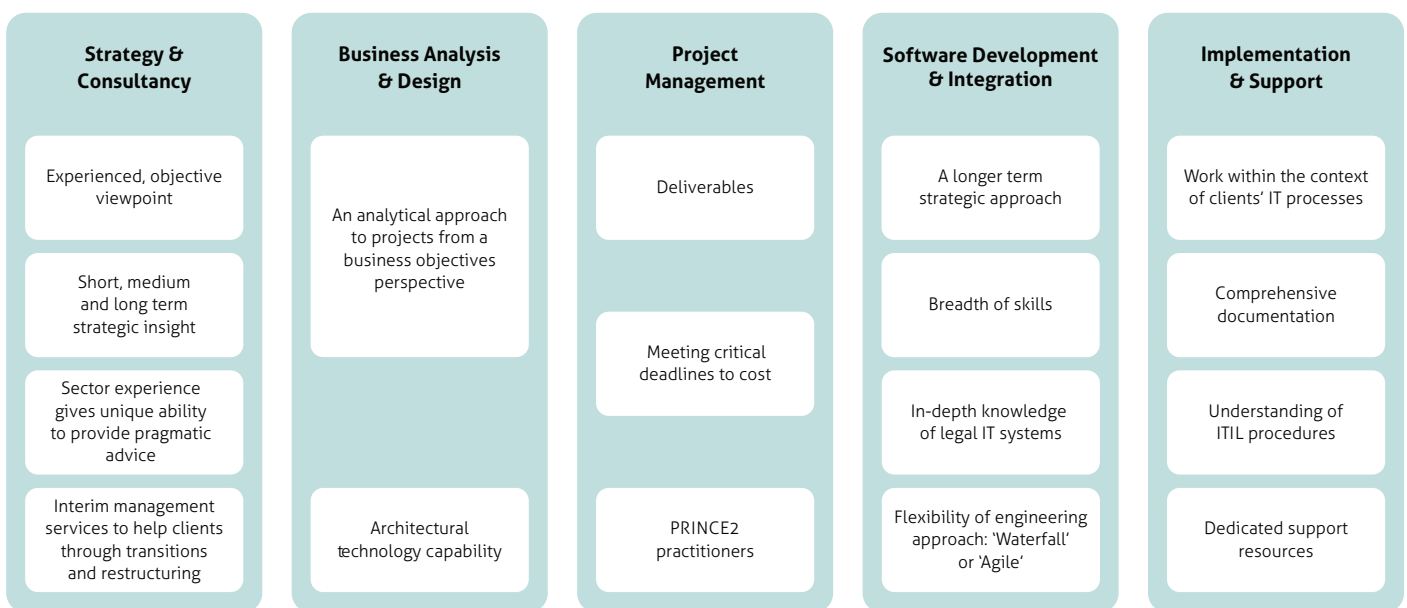
Athenian was founded in 2010 to provide IT applications and integration expertise to professional services firms (especially larger law firms) using what some analysts call a 'Smart Sourcing' model. The company's formation brought together a number of highly experienced strategists, architects, designers, developers and integrators all with over 15 years' experience at major legal IT legal vendors such as ResSoft, Tikit, Thomson Reuters and IntApp.

Athenian specialises in intranets & portals, automated business processes and Master Data Management. There are separate sheets describing the Athena software products: Atrium, Portico, Praxis and Dominus. Our many years of experience in the sector also makes it possible for us to provide a broad range of IT consulting and management services. Most importantly, we try at all times to speak in plain English.



*"We work with technology from top software manufacturers including LexisNexis, Microsoft, IntApp, OpenText, Autonomy, Thomson Elite and Aderant. Our expertise and experience is substantial; our driving principle is the delivery of excellence in our software and services and we operate in an 'Athenian' way (see Charles Handy's book "Gods of Management" and you'll get the idea). Our approach is, wherever possible, to leverage existing software assets and to achieve effective integration at a cost well below that of the acquisition of new systems."*

## What Services Do We Offer?





## Who Are We?

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### Neil Renfrew (Managing Director)

Founder of Athenian in 2010, Neil began his career in IT as a software developer with Olivetti's Business Systems Division in Edinburgh in 1976. In 1984, he set up the software house that became ResSoft and was responsible for the design and implementation of systems such as FirmControl (Linklaters' PMS), FirmWare (Freshfields Bruckhaus Deringer's PMS) and Panaseea (Slaughter and May's DMS). In February 2005, following the acquisition of ResSoft, he became Tikit's Professional Services Director. Leaving Tikit in 2008, he was retained by top 100 law firm Thomas Eggar as Head of IT and by Browne Jacobson in a strategic capacity. Neil is currently the Director of Products (Nimbus and Visualfiles) at LexisNexis. He is a winner of various industry awards and a regular member of the Knowlist's 'Most Influential People in Legal IT'.

### Andrew Sellors (Technical Director)

The third founder of Athenian, Andrew gained a BSc in Physics from Imperial College London and then an MSc in Information Technology from Kingston University. His technical qualifications include Microsoft MCSE, iManage iCSE and Autonomy ACP and his expertise includes C, BASIC, Visual BASIC, ASP, ASP.NET, JScript, HTML, SQL, C#, .NET framework, WCF, WPF, assembler, network administration and even hardware design, going back some 20 years. He joined ResSoft in the early nineties and Tikit in 2005 and has worked with many major clients including: Ashurst, Bird & Bird, Freshfields Bruckhaus Deringer, Hengeler Mueller, Herbert Smith, Holman Fenwick & Willan, Hyder Consulting, Kennedys, KPMG Germany, Linklaters, NautaDutilh, Shoosmiths, and Sorainen.

### Karen Rudd (Development Manager)

After gaining an honours degree in Computer Science and working for the Home Office and Kerridge, Karen joined the legal systems integrator and software house ResSoft in 1998 where she implemented new technologies and techniques, including the FirmWare PMS. Following the acquisition of ResSoft by Tikit, Karen became Product Development Manager for Tikit's eMarketing solution, with responsibility for InterAction and Microsoft Dynamics integration. Karen joined Athenian in 2011. In addition to various programming skills, she has comprehensive document management development experience and is a qualified Autonomy iManage engineer. Karen's client engagements have included: 3i, Ashurst, Apax, Baker & McKenzie, Bank of England, Berwin Leighton Paisner, DLA Piper, Epstein Becker Green, Ernst & Young, Freshfields Bruckhaus Deringer, Kennedys, Lawrence Graham, Mills & Reeve, Norton Rose, PWC, Shepherd & Wedderburn, Slaughter & May, Taylor Wessing and Withers.

### Giles Coates (Financial Director)

Another founder of Athenian, Giles gained a BSc from Nottingham University in 1986 in Chemistry and qualified as an ACA in 1991. In addition Giles has a number of technical qualifications including Microsoft MCP, MCDBA and MCSE; iCSE (WorkSite); PRINCE2 Foundation and Practitioner; Autonomy Certified Professional and InterAction Certified Consultant. Giles joined ResSoft in 1996 and, following its acquisition, spent five years at Tikit as a Managing Consultant. During this time he worked with many prestigious clients such as Ashurst, Bech Bruun, Browne Jacobson, Clyde & Co., DLA Piper, Freshfields Bruckhaus Deringer, Garrigues, Hogan Lovells, Hugh James, Kingfisher, Kingston Smith, Lawrence Graham, Marks & Clerk, Mills & Reeve, Roschier, S J Berwin, Slaughter and May, Speechly Bircham, and Wragge & Co.

### Chris Wallis (Knowledge Director)

A Double Honours graduate in Computer Science and Physics, Chris gained a PhD in Information Engineering from Corpus Christi College, Cambridge in 1998. Chris moved into legal IT in 2001, working with the firm that became Weightman Vizards. He joined Tikit in 2003 and became their Head of IT Innovations and, as a Managing Consultant, was responsible for a team working on know-how systems and portals. His development skills include ASP, ASP.NET, C#, Crystal Reports, Handshake, SharePoint, SQL and SQL Reporting Services as well as information systems analysis and design, with a special interest in taxonomies. Chris left Tikit in 2008 to form his own company, BergBridge Ltd, and joined Athenian in 2010. He has worked with many major law firms including A&L Goodbody Solicitors, Allen & Overy, Ashurst, Baker & McKenzie, Berwin Leighton Paisner, DLA Piper UK, Eversheds, Kennedys, Lawrence Graham, Hogan Lovells, Shepherd & Wedderburn, Slaughter & May, Taylor Wessing, Thomas Eggar, Withers and Wragge & Co. Chris has had a number of articles published on MS Sharepoint, legal portals, know-how and legal information management.