

Ron Friedmann

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SUMMARY

Lawyer with extensive experience in technology, litigation support, knowledge management, and law firm management. Strong ability to understand business needs and translate into technical solutions. Excellent people, analytic, writing, presentation, and communication skills.

EXPERIENCE

Prism Legal Consulting, Inc. (Arlington, VA) 2002-Present
Founder and Principal

Advise on using technology to create competitive advantage in the legal market; projects include:

- LARGE LAW FIRMS: Litigation support assessment; knowledge management strategy; technology assessment and planning; benchmark internal consulting function; records management policy.
- LEGAL MARKET VENDORS: Help formulate legal market strategy; support marketing, positioning, and development for new products; write white papers; organize a legal CIO advisory board.
- LAW DEPARTMENTS: Contract management strategy; document management system utilization.
- OTHER ORGANIZATIONS: Content management strategy; market research advice and support.

Mintz Levin Cohn Ferris Glovsky & Popeo PC (Washington, DC and Boston, MA) 2001-2002
Chief Information Officer

Developed client-facing technology strategy and managed IT department for firm of 500 lawyers.

- INITIATED STRATEGIC PROJECTS: Built and market tested online legal services. Rolled out a new portal. Created knowledge management strategy. Enhanced litigation support department.
- MANAGED INFORMATION TECHNOLOGY OPERATIONS: Supervised IT department of 50+ staff with a \$15 million budget.

iLumin Corporation (McLean, VA and Orem, UT) 2000-2001
Vice President, Corporate & Strategic Development

Planned alliances and strategy for online signing (digital signature) software company.

- SET-UP ALLIANCES, MANAGED BEACHHEAD ACCOUNT, STRUCTURED SOFTWARE LICENSES: Identified potential partners and initiated discussions. Managed relationship with lead customer from inception through beta testing. Negotiated and drafted agreements. Revised pricing schedule.

Jnana Technologies Corporation (Arlington, VA and New York, NY) 1998-2000
Director, Legal Applications Division

Brought web-based expert system to market.

- DEVELOPED THE LEGAL MARKET: Worked with law firms and departments to create interactive advisory systems. Conceived the business model, wrote white papers, and generated publicity.
- PROVIDED KNOWLEDGE ENGINEERING, PRODUCT, AND TECHNICAL CONSULTING: Supported customers in all aspects of product use, from substantive system design, to training, to technical support.

Wilmer, Cutler & Pickering (Washington, DC)

1989-1998

Director of Computer Applications

Pioneered and managed the use and development of technology to improve lawyer effectiveness.

- IDENTIFIED BUSINESS PROBLEMS AND CREATED SOLUTIONS: Assessed business and practice needs, formulated technology plan to meet needs, and won approval to develop solutions.
- INITIATED AND SUPERVISED NUMEROUS PRACTICE SUPPORT PROJECTS:
 - *Litigation Support*: Created integrated full-text, database, and imaging system.
 - *Work Product*: Built work product retrieval systems.
 - *Intranet*: Supervised creation of first firm-wide Intranet in 1996.
 - *Other*: Create virtual library; pre-web hypertext system; pre-internet online legal community.
- HIRED STAFF, PREPARED BUDGETS, NEGOTIATED CONTRACTS: Hired technical, library, and legal assistant staff. Prepared a \$2 million budget. Negotiated major vendor contracts.

Bain & Company (Boston, MA)

1986-1989

Consultant

Created corporate strategies for Fortune 500 clients of this strategy consulting firm.

- ♦ Identified \$50 million in potential profit for a national consumer brand.
- ♦ Designed a sales force compensation plan for a direct marketing firm.
- ♦ Created strategic pricing plan to counter falling prices for medical supply company.

Data Resources, Inc. (New York, NY and Stamford, CT)

1979-1983

Consultant and Team Leader

Provided consulting support and customized financial/economic analysis for many large companies.

- ♦ One of two people to open a new office in Stamford.
- ♦ Built and managed a consulting team.
- ♦ Developed an investment screening system, M&A model, and product line forecasts.

PROFESSIONAL

- FOUNDER AND ORGANIZER OF TWO LEGAL TECHNOLOGY GROUPS: Founded and organize the DC Legal Knowledge Management group (2+ years, 25+ meetings). Co-founded and organized the national Law Practice Technology Roundtable (20 meetings over 10+ years).
- PUBLISHED NUMEROUS ARTICLES: Wrote many articles for legal magazines; topics include litigation support, knowledge management, working virtually, and law firm e-commerce.
- FREQUENT PRESENTER AT CONFERENCES. Presented at Legal Tech, ABA Tech Show, PLI, ABA, and other seminars and conferences for lawyers and legal technology professionals.
- TRUSTEE OF THE COLLEGE OF LAW PRACTICE MANAGEMENT. Inducted in 2002 into this society that honors achievement in law practice management; voted Trustee in 2005.

EDUCATION

New York University School of Law, JD, Cum Laude (Rank: 3rd out of 375)

June 1986

Oberlin College, BA, Honors in Economics (Phi Beta Kappa)

May 1979

Admitted to the Bar in New York and Massachusetts (inactive status in both)

References Upon Request