

**COURTROOM TECHNOLOGY -  
NOT STAR WARS, BUT TRENCH WARS**

**TEXAS TRIAL LAWYERS ASSOCIATION**

**(ADVANCED PERSONAL INJURY COURSE)**

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Andy Payne has lectured on various topics involving experts, products liability, evidence and trial advocacy. Most recently, Mr. Payne served as a guest lecturer at SMU Dedman School of Law both in the areas of trial advocacy and products liability.

## Table Of Contents

	Page
<b>I. INTRODUCTION</b> .....	1
<b>II. GATHERING SOURCE MATERIALS: RESOURCES AND TECHNOLOGY</b> ...	1
A. <u>Obtaining Source Materials</u> .....	1
1. Video Interviews of Key Witnesses .....	1
2. Video Interviews of the Client .....	1
3. Television News Coverage .....	2
4. Newspaper Photographs .....	2
5. Police and Medical Examiner Photographs .....	2
6. Scene Photographs .....	2
7. Family and Work Photographs .....	2
8. Sympathy Cards .....	2
9. Day-in-the-Life Footage .....	2
10. Aerial Photography .....	3
11. Answering Machines and Call Notes .....	3
12. 9-1-1 Tapes .....	3
13. Home Videos and Movies .....	3
14. Medical Illustrations .....	3
15. Stock Photography .....	3
B. <u>Technology To Capture Source Materials Yourself</u> .....	3
1. Video Kit .....	4
2. Digital Cameras .....	4
3. Scanners .....	4
4. Video Capture Equipment .....	4
<b>III. CREATING DEMONSTRATIVE EVIDENCE</b> .....	4
A. <u>Necessary Equipment</u> .....	4
1. Computer .....	4
B. <u>Necessary Software</u> .....	5
1. Publishing Software .....	5
2. Presentation Software .....	5
3. Photo Editing Software .....	5
4. Video Editing Software .....	5
<b>IV. PRESENTATION TECHNOLOGY FOR TRIAL</b> .....	6
A. <u>Presentation Hardware Essentials</u> .....	6
1. Laptop Computer .....	6
2. LCD Projector .....	6
3. Document Cameras .....	7
4. Audio Systems .....	7

5.	Portable Presentation Screens .....	7
B.	<u>Presentation Software</u> .....	8
1.	Presentation Software for Mediation, Opening Statement and Closing Arguments .....	8
2.	Presentation Software for Trial and Witness Examination .....	8
<b>V.</b>	<b>CASE MANAGEMENT SOFTWARE</b> .....	9
A.	<u>Transcript Management</u> .....	9
B.	<u>Search Capabilities</u> .....	9
C.	<u>Evidentiary Links</u> .....	9
D.	<u>Case Organizer</u> .....	9
E.	<u>Database Capabilities</u> .....	10
<b>VI.</b>	<b>CONCLUSION</b> .....	10

## I. INTRODUCTION

From multimedia presentations to case management software, technology in the courtroom is fast becoming an integral part of the trial practice. Today's technology allows the trial lawyer economically and efficiently to produce and to present evidence at trial. Additionally, case management software can be instrumental in organizing witness statements, depositions and key documents from case inception through trial. This paper breaks down that process - from gathering the materials to presenting the final product at trial. The coming pages discuss, in detail, both the technology hardware (computers, projectors, speakers, etc.) and the software (PowerPoint, Sanction, Summation, etc.) needed to make a compelling use of technology at trial. Finally, the paper will review the trial management software, Summation. Using the technological tools available today makes the trial advocate more effective and efficient.

## II. GATHERING SOURCE MATERIALS: RESOURCES AND TECHNOLOGY

The obvious starting place for the creation of persuasive demonstrative exhibits is gathering the underlying source of materials. This portion of the paper suggests some areas to explore for source materials. Secondly, this section addresses some of the basic technological equipment you will need to capture this source material yourself.

### A. Obtaining Source Materials

Obviously, the demonstrative evidence that ends up being used at trial will have its foundation in the substantive evidence uncovered through the normal discovery processes, (Requests for Production, Interrogatories, Request for Disclosure, Depositions, etc.) but there are often overlooked sources that may be helpful in creating demonstrative aids for use in pretrial mediation or settlement discussions. I routinely consider the following sources for pretrial demonstrative aids:

#### 1. Video Interviews of Key

#### Witnesses

Videotaped statements of key witnesses will generally not be admissible at trial. Nevertheless, I find these interviews to be invaluable. As a Plaintiff's lawyer, I generally have the opportunity to interview all the key witnesses, obtain videotaped statements, and pin witnesses to specific positions before I ever file the lawsuit. While the statements themselves are generally not admissible, once I have them on video their depositions are almost always consistent with their previous statements. Should they deviate, I could use their prior statement for impeachment purposes. In addition to the obvious benefits of obtaining these statements, I find that doing so is rather disheartening to my opponents. Once they begin their investigation, they are generally shocked to learn that all of the key witnesses in the case have given me a video statement supporting my position. Using edited video interviews of these witness statements during mediation has met with great success.

#### 2. Video Interviews of the Client

I generally conduct video interviews of my client for use in settlement negotiations, settlement videos, and mediation. These videotapes are unlikely to ever come before the jury, but they can be enormously persuasive in educating decision makers on the likeability of your client. Videotaped client interviews give the decision makers a glimpse of how your clients will be perceived by the jury. Videotaped interviews of the clients can be powerful, emotional catalysts to a settlement. These interviews put a name and face with the decision maker's file.

Although it has never been raised in one of my cases, be careful to only videotape discussions that you would be comfortable providing to the other side. An argument certainly could be made that this process was not done with the intent of communicating legal advice and should not be afforded protection under the attorney/client

privilege. While I do believe that good arguments exist both ways, the safe practice is simple to limit videotaping to those items which you are comfortable providing to the other side.

### 3. Television News Coverage

At times a case you may be handling will be television newsworthy. Many major accidents are captured by television news crews and their news helicopters. Obviously, the raw pictures themselves may be, and likely will be, evidence that is admissible in trial. Always obtain these photos. They are generally of professional quality and are taken with an eye towards evoking emotion. I have also found, that the corresponding sensational comments by newscasters often lends credibility to the severity of the incident. The subtle message is that if this collision is an item worthy of the five o'clock news, the decision makers should also give it serious consideration.

### 4. Newspaper Photographs

I have found newspaper photographs invaluable in a number of cases. These photographs are often scene photographs that will be useful both in the pretrial and trial phases. I have found newspaper photographs particularly fruitful with the smaller town weekly papers. Inevitably, if there is any wreck within the jurisdiction of a small town newspaper, they will send their photographer. If you are lucky, they may have even interviewed some witnesses and provide you with some early leads. I routinely check the local newspapers where my incident has occurred to determine whether there is any newspaper coverage.

### 5. Police and Medical Examiner Photographs

Most of us already appreciate that police officers and medical examiners take photographs in most major accidents. However, I am always surprised to learn how many times lawyers stop at ordering just a copy of the police report. Make it a practice to subpoena the entire police officer's file, including notes, calculations, photographs, statements and other materials used to compile the

police report. Most often the police officer's photographs are the best scene photographs available.

### 6. Scene Photographs

We do quite a bit of automotive product liability cases. In these cases, documentation of the condition of the scene is critical. Immediately upon being hired in a case, we send an investigator to document the scene where the incident occurred. The photographs should document all evidence left on the roadway—skid marks, yaw marks, gouge marks, and debris patterns. Likewise, the fields should be photographed to show the location of burrows, gouges, and debris. The point of rest of the vehicle should always be documented. Look for signs of medical attention being provided. EMS often leave tools of their trade at the location where the victim is found. These photographs together with police and news photographs should give you good scene photographs for use at trial.

### 7. Family and Work Photographs

When we are hired to represent a family, one of the first tasks we undertake is to gather all family photographs and work photographs to use in settlement presentations, settlement brochures, and collages for use at trials. While it may be difficult to describe a relationship between a father and a son, a photograph of a father carrying his son on his shoulders and the smile they both have can communicate more than a skilled advocate could ever do with words.

### 8. Sympathy Cards

We routinely ask to review any sympathy cards that the family has received. Many times these cards contain heartfelt words of what your client may have meant to others in his or her lifetime. These sympathy cards can provide leads to powerful potential witnesses and make outstanding demonstrative aids.

### 9. Day-in-the-Life Footage

If your client has a debilitating injury,

obtaining footage of their daily routine can be an invaluable tool to communicate the true difficulties associated with the incident. A day-in-the-life video, which is accurate and not overly prejudicial, will many times be allowed into evidence with a life-care planner or physical medicine and rehabilitation doctor narrating. More often, day-in-the-life videos demonstrate to decision makers the truly life changing nature associated with the incident.

#### 10. Aerial Photography

Aerial Photography is enormously helpful in many personal injury cases. An aerial shot of the scene can be used as real evidence in the case. Many times I will obtain an aerial shot of the scene, intersection or roadway involved. We will then use this aerial photograph throughout the pretrial process as deponents describe how the incident occurred by actually marking on the aerial photograph itself. Aerial photography can be obtained at a fairly modest price. Moreover, aerial satellite photographs are available on the internet for free at [www.teraserver.com](http://www.teraserver.com). This website can provide satellite photographs with surprising detail. These photographs can then be used in mediation presentations or trial easily and inexpensively.

#### 11. Answering Machines and Call Notes

Anyone watching the recent press on the John Batafia murder case knows the powerful effect of answering machine voice messages. Ask your clients if they have saved any voice messages from victims. You can usually incorporate these into a powerful message for use during settlement negotiations.

#### 12. 9-1-1 Tapes

Obtain the 911 Call Logs. These logs will often identify witnesses who saw the incident but did not stop to be interviewed by the

police. Further, these tapes will often provide dramatic and emotional descriptions of the incidents. These are generally admissible as excited utterances under an exception to the hearsay rule and make a wonderful addition to a settlement presentation.

#### 13. Home Videos and Movies

Like family photographs, home videos and movies truly capture family relationships that are either lost or inadequately described with words alone. Always obtain copies of home movies and videos for use in your settlement presentations.

#### 14. Medical Illustrations

We have all seen anatomically correct medical illustrations. While a medical illustration tailored to your case can be expensive, many times the medical illustration is a powerful demonstrative aid during the direct examination of a physician. When a customized medical illustration does not make sense, generic medical illustrations can be used by simply downloading medical illustrations off websites. The following websites provide such generic illustrations: [www.adam.com](http://www.adam.com); [www.lifeart.com](http://www.lifeart.com); [www.nlm.nih.gov/research/visible/human.html](http://www.nlm.nih.gov/research/visible/human.html).

#### 15. Stock Photography

Sometimes you may not have time to obtain the perfect photograph for your case. In the pretrial context you may want to consider using stock photography for a visually appealing filler. The following internet sites provide stock photography: [www.corbis.com](http://www.corbis.com); [www.stockmarketphoto.com](http://www.stockmarketphoto.com) and [www.eyewire.com](http://www.eyewire.com).

#### B. Technology To Capture Source Materials Yourself

Most demonstrative aids that you will use in the pretrial and trial arenas can be captured using basic technology that is available to all attorneys. The following is a list of the basic equipment you will need to capture the source materials necessary for the creation of persuasive demonstrative aids.

1. Video Kit

Our firm has invested in a handful of simple video kits. These video kits include everything we need to do basic interviews or scene documentation. Your kit should include a digital camcorder, a digital camera, camera lights, power supplies (batteries, back-up batteries and power cords), blank tapes, a tripod and lapel microphones. We routinely use these video kits to document scenes, conduct video surveillance, interview witnesses and interview clients.

2. Digital Cameras

A digital camera is a cheap and easy way to capture demonstrative evidence. Digital cameras can transfer digital files directly into Power Point presentations for use at mediation and trial. As stated above, we have a digital camera in each of our video kits to document scenes, vehicles or other critical evidence. Good digital cameras can be obtained for between \$300 - \$1,000.

3. Scanners

Unfortunately, most documents and photographs that you encounter will not be in a digital format. Invest in a good scanner to capture family photographs, sympathy cards and other source materials. Scanners can be purchased for between \$200 - \$500 at any computer store.

4. Video Capture Equipment

Like scanners that transform photographs and documents into a digital format, video capture cards transform VHS videos into a digital format. This allows the user to manipulate and to edit the video within the computer.

Using the basic technology outlined above, you can capture evidence, which will be later used in the creation of persuasive demonstrative evidence.

### III. CREATING DEMONSTRATIVE EVIDENCE

Today, the majority of demonstrative evidence can be created with nothing more than a home computer, a high quality color printer and basic software packages. In this portion of the paper, I will describe the equipment and software necessary to create your own demonstrative exhibits. With just these basics, the majority of your demonstrative aids can be easily and inexpensively created.

- A. Necessary Equipment

1. Computer

I recommend purchasing a laptop computer. Today's laptop computers have the necessary processing power to run the programs needed to make demonstrative aids. Additionally, a laptop computer has advantages over a desktop in that the laptop can be taken on the road and used to present your demonstrative evidence at seminars, mediations and/or trial.

If you are considering the purchase of a laptop computer, I would recommend the following minimums. (1) The operating system should be Windows XP. (2) The processor should be at least a Pentium 3, 850 megahertz processor. My recommendation is to buy the most powerful processor available. Not only are more powerful processors necessary to run the demonstrative creation and presentation programs, but they are necessary to smoothly

play videos downloaded onto your laptop. (3) I would recommend at least a 30 gigabyte hard drive. Having the largest hard drive available allows you to store photographs, videos and images that will be used in your demonstrative aids. All of these items take up considerable hard drive space. Accordingly, it is best to have an abundance of hard drive capacity. (4) Finally, your computer should have a DVD Player. DVD is quickly becoming the dominant media format. The introduction of DVD burners now allows lawyers to burn 2 ½ hours of video onto a single DVD. A laptop equipped with a DVD player can play the video and access other images from a DVD.

My recommendation for laptop manufacturers are Dell Computers at [www.dell.com](http://www.dell.com); Sony Vaio Computers at [www.sonymstyle.com/vaio/notebooks](http://www.sonymstyle.com/vaio/notebooks) or IBM Thinkpads at [www.IBM.com](http://www.IBM.com).

## B. Necessary Software

### 1. Publishing Software

Publishing Software is used to create printed brochures and boards. The desk top publishing software I recommend is Microsoft Publisher, which can be purchased at [www.microsoft.com/office/publisher/](http://www.microsoft.com/office/publisher/). The price of this software is \$339.00. We use Microsoft Publisher to create settlement brochures. The key documents, medical records, photographs of the scene, and photographs of the injuries can easily be imported and narrated in a colorful and powerful manner. These demonstrative aids are easily created in the desk top publishing program. Once you have a format for doing so, the settlement brochures can be customized for different cases with relative ease.

A second use of desk top publishing software is the creation of single page exhibits either to be shown with the Elmo, overhead projector,

or on foam core boards. You can create the exhibits you wish in these programs and e-mail them to companies to print enlarged versions on boards.

### 2. Presentation Software

Presentation Software is similar to publication software in that images, documents, and photographs can be organized on separate pages called slides. Additionally, the presentation systems allow the user to play video excerpts directly from the presentation software. Presentation software is include in this portion of the paper because the software is useful in creating and in formatting the demonstrative aids in addition to presenting them through an LCD projector or otherwise. The presentation software that I recommend is Microsoft Power Point which can be purchased at [www.microsoft.com/office/powerpoint](http://www.microsoft.com/office/powerpoint) or Corel Presentations which can be purchased at [www.corel.com](http://www.corel.com). Both programs cost approximately \$400.

### 3. Photo Editing Software

Photo editing software allows photographs to be edited and polished for later use in a presentation or publication created in Microsoft Publisher or Power Point. I have used photo editing software to crop unwanted images and clarify and brighten others. The very best photo editing software is Adobe Photoshop which can be purchased at [www.adobe.com](http://www.adobe.com) for \$609.00.

### 4. Video Editing Software

I personally do not edit my own videos. I think this is an area that takes some time and is better and more professionally conducted by a professional editor. Nonetheless, simple video editing can easily and inexpensively be accomplished on a case that does not justify outsourcing these items. The best video editing

software is Adobe Premiere Software which can be purchased at [www.adobe.com](http://www.adobe.com) for \$549.00.

Adobe Premiere is a highly sophisticated video editing platform that contains a vast number of features most of which would go unused by the layman editor. Today, many digital camcorders and laptops come with video editing software included. Likewise, video capture cards that transfer VHS video to a digital format will include basic editing software. Most of this software is very inexpensive and should satisfy the basic editing needs of the legal profession.

#### **IV. PRESENTATION TECHNOLOGY FOR TRIAL**

Presentation of your evidence can be accomplished by use of several different mediums. The presentation of exhibits in traditional formats (such as charts, graphs and blow-ups) is well known by most practitioners. Accordingly, this portion of the paper will focus upon presentation of demonstrative exhibits using technology.

##### **A. Presentation Hardware Essentials**

With very basic hardware, demonstrative evidence can be inexpensively presented at mediation and trial. The following are essential hardware items to add to your equipment presentation inventory.

##### **1. Laptop Computer**

As previously discussed in Section V.A.1., of this paper, a laptop computer is the centerpiece of the hardware used in presenting demonstrative evidence. My recommendations for laptops were presented earlier in this paper and will not be repeated here.

##### **2. LCD Projector**

LCD Projectors allow the presenter to show computer-generated demonstrative evidence, Power Point presentations, play video from a VCR and show documents. In essence, a LCD projector acts like a television or monitor that allows multiple inputs from a VCR, document camera and your computer. The LCD projector provides high quality images on a large screen even under lighted conditions.

In considering an LCD projector, it is important for the projector to have at least 1,000 lumens. This represents the projector's ability to project bright images. The more lumens, the brighter the images. It is also important to confirm that the LCD projector you are considering has the capability for multiple inputs and an easy switching mechanism. This is important so that you can run a cable from your VCR, your ELMO and your computer directly to the LCD projector. The projector switching device should allow you to easily switch back and forth from these different sources for presentation of your demonstrative evidence.

LCD projectors are priced between \$2,000 - \$6,000. I recommend the Epson PowerLite Series priced from \$2,204. More information regarding these LCD projectors can be obtained at [www.epson.com](http://www.epson.com). Infocus also has a very good line of LCD projectors from \$1,999. More information about these LCD projectors can be obtained at [www.infocus.com](http://www.infocus.com). Finally, my firm uses an NEC Series projector which has worked quite well. These projectors start at \$2,220. More information regarding these projectors can be obtained at [www.nec.pj.com](http://www.nec.pj.com).

I would like to provide some final thoughts regarding LCD projectors. Consider purchasing a back-up projector, particularly if you plan to use the projector in the Courtroom. Likewise, it is important to have replacement bulbs on hand. It would certainly be an

unenviable position to be out of town at trial with a computer full of wonderful demonstrative evidence but no ability to show the jury your work because the LCD projector light bulb was out. As always, plan in advance for the worse and have appropriate back-up systems available.

### 3. Document Cameras

I believe that most practitioners are becoming more and more familiar with document cameras. Many of the larger cities have court-owned document cameras available for use. Dallas County's ABOTA Chapter purchased document cameras and big screen T.V.s for all of Dallas' Civil courtrooms. This provides an invaluable resource for use by lawyers in all cases large and small. While document cameras may be available in some courtrooms, the vast majority of courtrooms still do not have document cameras available to litigants.

I would highly recommend purchasing a document camera to use during trial. Document cameras are essentially fancy overhead projectors. The document cameras work by suspending an actual video camera onto an arm above the surface of the machine. Documents are then placed on the surface of the machine. The camera can be zoomed and focused in on certain portions of documents. The video captured is then output to a T.V. or an LCD projector thereby displaying the document, photograph or three dimensional object for the jury to view. Document cameras are excellent tools for showing exhibits, the charge, photographs, and even three dimensional exhibits. Once you have used a document camera to cross-examine witnesses with exhibits, you will truly appreciate its value.

In purchasing a document camera, consider the following important features. First, consider a document camera with a back light for displaying x-rays. Second, your document

camera should contain multiple inputs as with the LCD projector. Any document camera purchased by you should absolutely have zoom and auto focus features. These features are enormously important in highlighting certain items in documents without the necessity of refocusing each time.

Document cameras are available for purchase from between \$1,000 - \$7,000. While the initial cost may be significant, this critical presentation tool can be used over and over again without additional expense. There are two primary manufacturers of document cameras. Elmo manufacturers a document camera priced from \$1,750. Additional information regarding Elmos can be obtained at [www.elmo.com](http://www.elmo.com). A second document camera company is Doar Presentations. These document cameras range from \$1,049 to \$7,099. Additional information regarding Doar presenters can be obtained at [www.doar.com](http://www.doar.com).

### 4. Audio Systems

An often overlooked aspect of the presentation system is a powerful audio system. The LCD projector or computer speakers are wholly inadequate to powerfully communicate sound to juries. Audio systems which will amplify computer output sounds with subwoofers and multiple speakers are well worth the money. Most of these systems can be purchased from between \$200 - \$500 at Best Buy or CompUSA.

### 5. Portable Presentation Screens

Another needed, but overlooked item is a portable presentation screen. A presentation screen is necessary for use with an LCD projector. Presentation screens are now well designed so that they can be easily expanded for use and easily stowed away. I recommend the Da-Lite 4 Model C, 72" by 96" which is priced at \$665.00. More information regarding

presentation screens can be obtained at [www.da-lite.com](http://www.da-lite.com).

## B. Presentation Software

Once equipped with the basic hardware, you will need presentation software to effectively present your exhibits and demonstrative aids during mediation and trial. There are numerous software packages available. I use a combination of presentation software in cases that I handle. Some software is better for use during mediation, opening statements and closing arguments. Other software is better for presentation of exhibits and for use during examination of witnesses.

### 1. Presentation Software for Mediation, Opening Statement and Closing Arguments

Some presentation software is designed to present slides. These presentation systems work very well during mediation, opening statements and closing arguments. Both of the recommended presentation systems allow you to incorporate video, photographs, still images and to type your own text. Most importantly, these features are very easy to use and to implement with little or no training. My recommendations for these types of presentation systems are Microsoft Power Point priced at \$339.00. Microsoft Power Point can be purchased at [www.microsoft.com/ office/powerpoint/](http://www.microsoft.com/office/powerpoint/) or Corel Presentation which can be purchase for \$339.00 at [www.corel.com](http://www.corel.com).

### 2. Presentation Software for Trial and Witness Examination

The Power Point and Corel presentation systems discussed above work excellent in preplanned scenarios. However, we as trial

lawyers, know that the trial process is dynamic. Often times an examination of a witness can change instantaneously. Power Point and Corel presentations do not allow the flexibility to adjust to these quick changes. Accordingly, it is necessary to use another trial presentation software to display exhibits during the trial.

The trial presentation software I recommend allow exhibits to be scanned into the computer prior to trial. Each exhibit is assigned an exhibit number and bar code. These bar codes can be printed out on stickers to be placed in your witness notes or trial notebook. Further, these bar codes can be placed in your exhibit book. From any of these locations, a bar code scanner can instantaneously pull up an exhibit by simply scanning the bar code or by typing in the exhibit number on a key pad. Once the document is displayed through the presentation system, the lawyer can highlight and zoom in on important portions of the exhibit. Unlike a Power Point presentation, you are not limited in going to just the next slide. These systems allow you to skip around to different exhibits.

Further, these trial presentation software packages allow you to play videos and show images. The limitations of the trial presentation software are that you cannot easily add text to boxes and backgrounds, nor use design templates or animation. For this reason, Power Point and Corel presentations makes a more appealing presentation, but they lack flexibility needed for witness examinations.

Finally, one of the trial presentation packages, In Data's Trial Director, allows you to highlight portions of a deposition text. With the deposition text keyed to the video, the Trial Director Software will play the highlighted portion of the videotaped deposition. This allows for on-the-fly editing or on-the-fly video impeachment.

The two trial presentation systems I recommend are Sanction Trial Presentation

software priced at \$395.00. The Sanction Software can be purchased at [www.verdictsystems.com/sanction.html](http://www.verdictsystems.com/sanction.html) The second trial presentation system I recommend is In Data's Trial Director priced at \$595.00. This software package can be purchased at [www.indatacorp.com/software/default.asp](http://www.indatacorp.com/software/default.asp).

## V. CASE MANAGEMENT SOFTWARE

The core concept of case management software is to place the components of your case - documents, transcripts, images and your notes - at your fingertips for easy access, organization and searching. In my opinion, the case management software that best incorporates these functions is Summation.

### A. Transcript Management

Perhaps the most used component of the Summation software package is its transcript management function. With an ASCII disk provided by the court reporter, Summation allows you to load transcripts onto your laptop computer. Just the capability of carrying an unlimited number of deposition transcripts on your computer is valuable in and of itself, but Summation gives you the capability to work with those transcripts in several useful ways. First, you can search one or multiple transcripts at once. This feature is invaluable in deposition preparation or in the heat of trial. For example, you can enter a key date, search all deposition transcripts and print the results of any mention of that date by any witness deposed. Second, you can create witness digests by highlighting key testimony from each transcript. The software program then allows you to print just that key testimony in the form of a deposition summary or digest. Finally, the Summation software allows you to annotate the transcript with your notes, allows you to link key testimony from different depositions together, or allows you to assign issues to specific testimony so that during trial

or deposition preparation you can print all key documents and testimony relating to a specific issue important to your case.

### B. Search Capabilities

Most practitioners are aware of basic word searches from the use of legal databases, such as West Law and Lexis. Summation allows a user to conduct similar word searches of the data contained within the Summation program. Most often those searches are of deposition or hearing transcripts, as described above. However, Summation also has the capability to search other areas. For more document intensive cases, databases created in Summation can be searched. Moreover, text intensive documents can be scanned using an optical character reader. Documents that are scanned by an OCR are also searchable by the Summation software.

### C. Evidentiary Links

With previous generations of case management software, there was an inability to view separate items seamlessly side-by-side. That issue has been resolved in the latest generation of Summation. Summation now has a tool which it calls "evidence links" that allows a user to create a hyperlink between any two items. For instance, if a deponent is being asked about a particular exhibit, a hyperlink can be created from the particular testimony to an image of the document itself. This allows you to look at the document side-by-side with the accompanying testimony. Another example would be hyperlinking the testimony of two different deponents who may have different versions of the same events for a side-by-side comparison.

### D. Case Organizer

The Summation software includes an electronic trial notebook section called case organizer. This portion of the software allows you to add

as many as 100 tabs for any items you ordinarily include in your trial notebook - witnesses, exhibit lists, key documents, etc. Important testimony from other transcripts can be copied and pasted into these sections as well as document images and your own personal notes.

technology in every stage of your litigation practice will make you a more effective advocate and communicator.

G:\ANDY\2ndDemonstrative Evidence -.wpd

#### E. Database Capabilities

Like most trial software packages, Summation contains database capabilities. Within the Summation program you create entry sheets with different fields to denote important items about specific documents in a case. These summaries can then be manipulated or searched using the other features of Summation. In addition to using the database entry sheets, you may link entry sheets to the document images to instantly view the document at hand. Summation also allows you to search and view items contained in most other independent database programs such as Microsoft Access.

Once the trial lawyer makes the use of case management software a habit, the program will pay enormous dividends in the form of efficiency and convenience.

### **VI. CONCLUSION**

Whether in a deposition, a mediation, a settlement discussion or a trial, the trial lawyer's job is to communicate persuasively a client's position. With the evolution of technology, creating and presenting persuasive demonstrative evidence has become easy and inexpensive. Likewise, case management software now helps you easily manage information acquired during the case. I encourage you to invest the time and resources to acquire and to learn the basic technology discussed in this paper. Once you have learned and understand the basics, using technology will become a routine part of every case you handle. In the end, incorporating