

Law Office Case Management Software: Partners in Success

When the law office software firm Chesapeake Interlink, Ltd. sponsored a contest that asked their users to answer the question, "I Love My Needles Because....," they received over 180 testimonials. Two of these responses were from the law offices of Stark & Stark, a firm founded in 1933. The firm is a regional law firm with a national client base, and has offices in Princeton, Marlton, Philadelphia and New York. In 1990, the firm made the decision to purchase a case management software system, and they choose Chesapeake Interlink, Ltd's system. At that time, the current system and predecessor to Windows based Needles was called PINS, which stood for Personal Injury Negligence System.

John A. Sakson is a Co-managing Shareholder and a Co-Managing Director of Stark & Stark and Chair of the Accident & Personal Injury Group. He joined the firm in 1979 and concentrates his practice in the area of serious personal injuries. Mr. Sakson served two terms as a member of the New Jersey Supreme Court Board on Trial Attorney Certification and was chair of the Civil Trial Attorney Certification Exam in 1993. He is also a frequent lecturer at the National Institute of Trial Advocacy programs and other Continuing Legal Education courses. He co-authored the popular book New Jersey Auto Insurance: A Consumer's Guide. In addition, Mr. Sakson is a member of the Mercer County Chamber of Commerce and the Seton Hall University School of Law Alumni Association. In 2005-2006, Mr. Sakson was named as a New Jersey Super Lawyer by New Jersey Monthly Magazine.

When John responded to the "I love my Needles Because..." contest, he said, "It allows me to sleep at night! Needles enables me to run a 30 attorney Personal Injury and Workers Compensation practice, employing 30 paralegals and 30+ staff members in three locations in two states, with ease. Needles allows me to monitor important issues, including statutes of limitations, workload allocation, checklist compliance and speed of compliance, average case life, average settlement value and overall productivity....I would have never considered expanding our practice into another state or opening additional offices without Needles. Our law firm, our Personal Injury practice and our profits and productivity have grown greatly, thanks to Chesapeake Interlink, and I'm sleeping though the night! Needles, I love you!"

Stark & Stark's Marketing Director Cindy Mark-Conley also participated in the contest, and her contribution made it clear that Stark & Stark was a highly committed Needles user: "Eleven years ago, I was hired as the PINS police. It sounds funny, but my job was to come in and oversee PINS and make sure the users were utilizing it to its fullest capacity...The day I was told by our Chesapeake Interlink trainer that she believed we were almost at a 100% efficiency level was probably one of the most gratifying days of my career." Both Cindy and John's contributions were testimony to a part of the many passionate Needles software customers across the country.

When John Sakson was notified that he won the contest, he told Chesapeake Interlink, "I am thrilled to have been awarded the first prize in the "I Love My Needles Because..." contest. You know that everything that I said about Needles in my submission is the God's honest truth – it is the single most important tool in our arsenal, and we couldn't do what we're doing without it – and here I am, the recipient of a fabulous vacation for telling the truth about a product that I depend on and that I love....I've been preaching the Needles gospel for years, and I'm proud to have played a role in converting others to your program, because I know that, whether they initially realize it or not, I'm doing them a big favor. I can honestly say that I've never encountered a disappointed Needles convert. And for this, I get a cruise – how great is that!" John also wrote to Burt Bank, the President of Chesapeake Interlink, during his cruise and said, "I have one regret...it's that I haven't logged into Needles in 4 days! That's about as long as I ever go!"

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