



All Rise

Lawyer Ganesan Kasinathan Argues Cases Before High Courts with Help from MacSpeech Dictate Legal.

by Brad Cook



Lawyer Ganesan "GK" Kasinathan calls it "the sonic effect," referring to the unique persuasive benefits of speech. He explains: "One of the greatest advantages [of MacSpeech Dictate Legal] is that spoken English comes out better in print. It is far more easily 'heard' by the audience because they can follow your conversation."

Like any good attorney, GK is ready with supporting evidence: "Recently I argued a case. Just before the case commenced, the opposing attorney asked me, 'Who does your typing?' I said, 'Software called MacSpeech Dictate Legal.'"

When GK told her how MacSpeech Dictate Legal works, she responded: "No wonder. When I read it, I felt as if someone was talking to me."

However, the real payoff came inside the courtroom, when the judge interrupted the opposing lawyer to ask: "Have you seen GK's argument?" Explaining that judges typically skim documents for the main points, allowing opposing attorneys to poke holes in the arguments, GK noted "she then referred to the exact page. She understood the arguments better and could read the pages in shorter time."

A Legal Matter

GK is what is known in his native Malaysia as senior counsel. He's appointed by other firms' lawyers to prepare arguments for presentation before appellate courts and the Federal Court, which is the equivalent of the United States' Supreme

Court. His job requires him to spend a lot of time arguing cases in court, scouring appeals records, conducting voluminous amounts of research, and advising clients.

"All these require the production of written documents, and usually in short order," he explains. "The material is usually technical, complex, and requires an unusually high standard of written English."

GK went through a series of paralegals who couldn't keep up with the workload before resorting to typing the documents himself. He recalls: "This repeated DIY stuff kept me away from the real money earning work: thinking and problem solving. Clients paid if I could solve their problems. They were not interested to know whether I was a speed typist."

The Case for MacSpeech Dictate Legal

In the Fall of 2008, GK stumbled across a MacSpeech Dictate video demonstration on YouTube. Since he was already using Mac OS X, adding MacSpeech Dictate — and, later, MacSpeech Dictate Legal — to his toolset made perfect sense. Not only does MacSpeech Dictate Legal keep up with GK's fast-paced workload, but he can easily add to its dictionary of more than 30,000 legal words and terms. "[MacSpeech Dictate Legal] learns unusual words

quite fast," GK says, offering an example: "Suppose I say 'Ringgit,' which is the denomination of Malaysian currency. I have trained it to print it out as 'RM,' which is exactly what I need."

In addition, GK notes that MacSpeech Dictate Legal easily recognizes many of the legal terms he

uses on a regular basis, including *ex abundante cautela* ("in abundance of caution"), *inter alia* ("among other things"), *ratio decidendi* ("the reason for the decision"), and *primus inter pares* ("first among equals").

With increased speed and efficiency come financial savings, and GK estimates he has saved \$12,000 in annual paralegal costs. However, in his view, it's not all about the money: "You must also factor in the increase in the quality of the written work and the ability to work anywhere and anytime," he says.

He adds: "The faces of my clients when they see me dictating the opinions they want, and in under one hour too, are encouraging. I could give my client, whether in my office or at their office, or any place else, a short opinion, or a letter to my opponents typed in their presence with words edited in, or out, as they desired, and hot off the printer. And that will, I am sure, increase revenue in the future, because it increases the goodwill I have from clients."

No Statute of Limitations on Mac Allegiance

GK uses MacSpeech Dictate Legal with Microsoft Office for Mac software suite, Apple's Pages and Numbers applications, and Apple's Safari web browser. His history with Macs stretches back more than two decades, and today he and his partner employ four iMacs for the paralegals in their office; GK owns a pair of MacBook Pro laptops and a MacBook Air. All of the computers run Mac OS X 10.6 Snow Leopard.

"I began using the Mac in 1988, and our firm has been on Macs since 1993," GK observes.

www.macspeech.com

~~Type~~. Talk!™

