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July 14, 2025

Via U.S. Mail

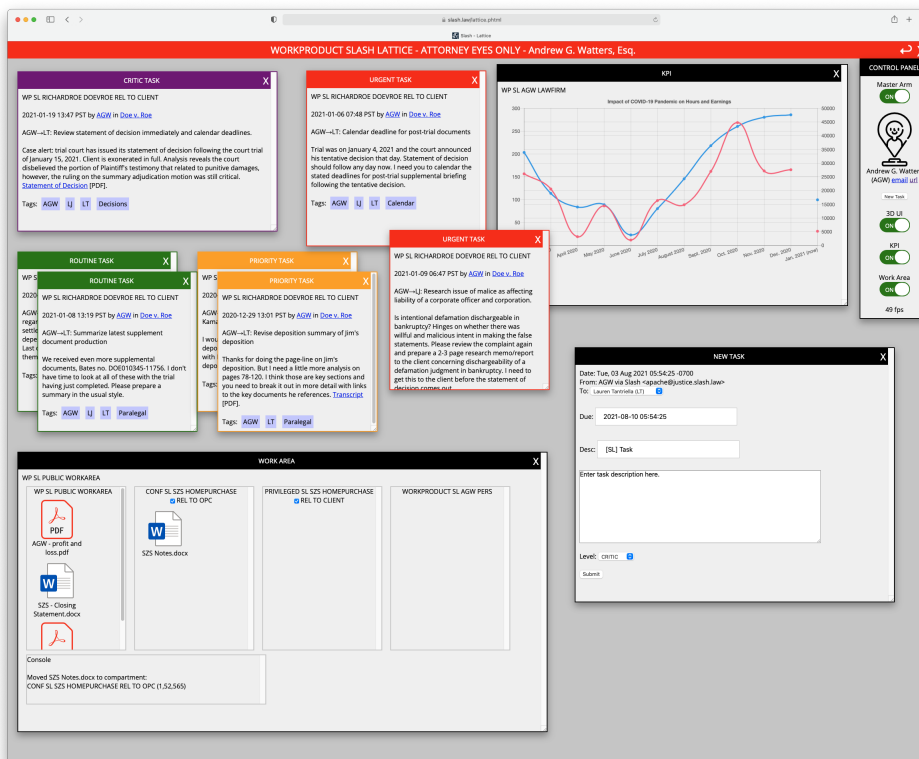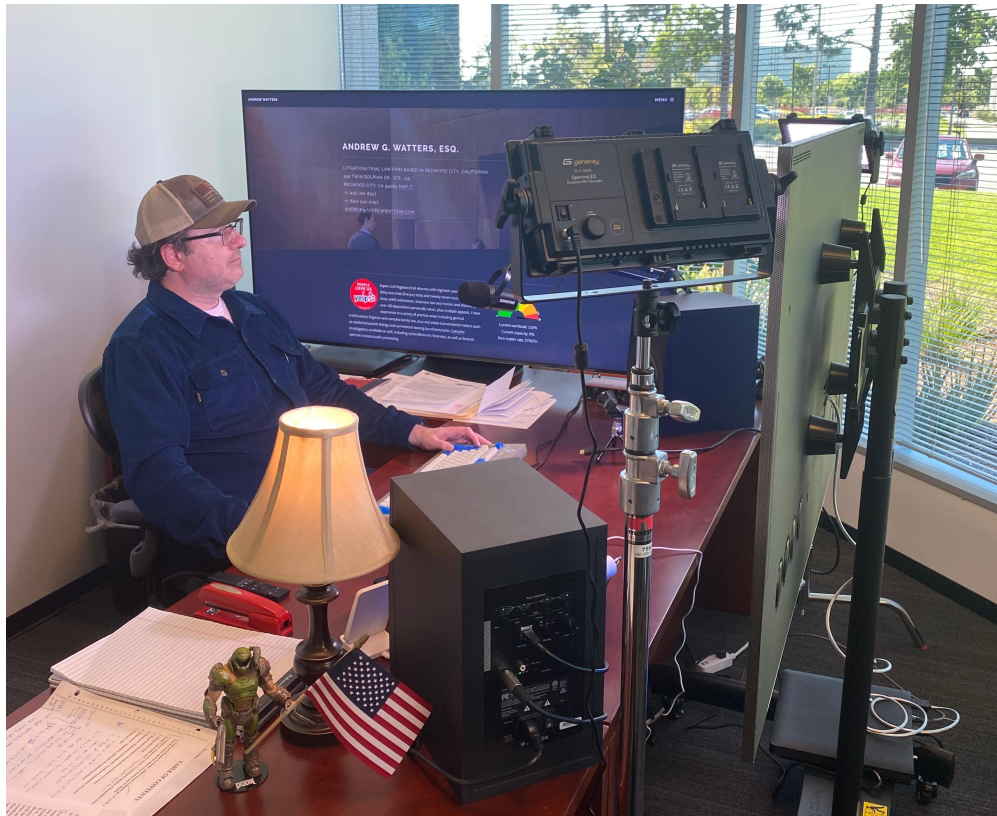Attorneys in San Mateo County

    Re: Information Technology

Dear Fellow Attorneys,

    I am an area trial attorney and law firm owner with just under twenty years in practice (admitted November 2005). My office is in Redwood City, where we focus on a fusion of civil litigation and family law while providing value to clients using our technical proficiency and advanced technology.

    I'm reaching out because I have a side gig in Information Technology consulting, in which I spec, design, develop, configure, install, and maintain combined software and hardware solutions for a small number of discerning clients in the Bay Area. I call these solutions Advanced Information Systems (AIS). Because I use them myself to great effect, I thought my offerings would be relevant to you as a fellow attorney and/or law firm owner in San Mateo County. I work with an in-house software engineer when appropriate, and I also program web applications in the LAMP stack (Linux, Apache, MySQL/PostgreSQL, and PHP) based on my twenty-five years of part-time experience in this field, since 2000.

    The key offering I have is a fully integrated, custom-programmed law firm portal that includes web, task, time, billing, file, calendar, email, and IOLTA management all-in-one, across three or four machines that all talk to each other. This is an Advanced Information System that rivals the best that BigLaw has to offer, and that allows a smaller law firm to leverage the technology to attain technological parity with much larger firms. While we are not a Microsoft shop, we do offer enterprise-level systems running Red Hat Enterprise Linux. This includes, but is not limited to, productivity-enhancing desktop workstations running special-order GPUs that bring A.I. and advanced technical computation to the law office– a rare capability in this field. We also offer high performance 10G/40G/100G networking based on fiber optic connectivity, simply because this solution worked well at our office. Additional options such as networked "thin clients" with network booting are also possible, although we don't currently use that type of setup ourselves. As just a few examples of our systems, here are some sample photos of my broadcast workstation with a custom cinema-quality Zoom system, dual 8K screens, and the Nvidia RTX A6000 GPU (not pictured); and a screenshot of my next-generation law firm portal interface with an innovative and intuitive user interface that I personally wrote from scratch entirely in HTML5/CSS/Javascript:

The software system is available as a Software-as-a-Service (SaaS) module that you could try out and that may partially integrate with your existing law firm I.T.

infrastructure; and as a full on-premise setup with dedicated hardware for maximum performance. In either scenario, **I can save you tens of thousands of dollars per year**, or more, by eliminating the patchwork of cloud-based subscriptions that you probably use, and by providing a highly performant and customized solution that helps you serve your best clients even better. As examples of what is possible with my system, which is called Slash (website is at slash.law):

1. Integrated timekeeping, billing, and client accounting with one-click PDF bills and pre-bills, with high granularity and customizable time slips/reports.

2. Integrated "FirmaSign" signature system that eliminates the need for DocuSign.

3. Integrated email and CalDAV calendar that is readable from within your law firm portal, with a shared calendar for your users.

4. Custom client portal for clients to access and upload files and respond to requests.

5. Web server with built-in large file sharing, plus compliance/logging in real-time.

6. One portal page for all law firm functions– even reading/sending email!

7. IOLTA journal, real-time client trust account pages, and other IOLTA features.

8. Unlimited email aliases and distribution lists on your very own email server.

9. Custom discussion board/BBS for all cases (handy for internal use instead of Slack).

10. Bates stamping module for processing and producing documents with one click.

Future features include rule-based calendaring with online reports and event entry (the current system "only" generates .ics files for typical legal deadlines with one click, which you then open with your desktop calendar program), plus semi-automated generation of pleadings that are typeset as beautiful PDFs with user-configurable parameters, with just a few clicks. This eliminates the need for endless drafts, templates, and Track Changes with Microsoft Word, while allowing entry of form data once for re-use across all filings in the case. I am also working on a very exciting module that auto-files emails into the correct case without even having to CC an additional address or include a code like you have to do with FileVine and other similar systems. Say goodbye to having to manually search your email account to produce all case-related emails to your client, or otherwise.

Although I would certainly charge you, I don't really make money doing this, as it's self-actualizing for me to align customer needs with solutions in the area of I.T., plus I get a kick out of just solving problems like this. Please keep that in mind, and let me know if you would like to have a free consultation about what I could do for you, and/or a technical evaluation of your existing systems and the feasibility of adding to them. The budget for this ranges from under $1,000 per year for the lowest-tier SaaS offering to the mid-tens of thousands of dollars for my exact setup. Thank you for your consideration.

Sincerely,

Andrew G. Watters, Esq.