

Okay. Great. Well, I think it's okay to get started.

First of all, thank you everyone so

much for joining this webinar,

we're really excited to be hosting you.

We're going to be focusing on remote depositions today,

and some best practices to keep in mind,

especially in the current climate

with everything that's currently going on

and that a lot of different legal professionals

are experiencing.

I'm very excited to have with me today

Jacques who is from Verbit, our VP of Marketing,

As well as Alex Hewitt,

who is the Director of Operations at vTestify.

So Alex, I'll turn it over to you first

to just do a quick introduction

and then Jacques to follow.

Yes. So I just wanted to say

thank you to Verbit for having us

today to talk about remote depositions.

So real high picture of vTestify.

We've built a remote deposition capture tool.

We've been implemented in

the field for a couple of years now,

and we're starting to see a tremendous increase in

interest in providing solutions in this current climate.

So it's really an unprecedented thing

that's happening right now with this global pandemic.

We just wanted to make a statement that our company is providing, offering a commitment to user support and training to help attorneys that want to find solutions for how to accommodate a remote depositions and remote matters of any kind, even remote mediations, and anything that we can do to help make this transition towards remote work, and keep the wheels of justice spinning during this time.

We're making that commitment.

Also, I just wanted to say that it's really encouraging the level of cooperation and partnership we're seeing amongst different companies to try and help solve problems for people.

Also, I just want to say thank you to Verbit.

You've been an excellent partner to us as we try and help create solutions as I mentioned.

So with that, I hand it over to Jacques.

Thank you so much, Alex.

So first of all, I wanted to say a comment of Alex,

I've been working with Alex,

I think more than two years already.

I think the first person that he spoke back

then when we started the conversation from Verbit,

and I think that we have a lot of court reporting owners that are here listening. I think you guys will learn from a lot of the innovation that Alex and the vTestify team is leading in the market, and I think it's very relevant for your customers today. In general, I'm the VP Marketing of Verbit, and I've been here since day one of the company. I've been breathing and living the court reporting market in the last three years, work with the the top court reporting firms and small court reporting firms, helping them in transitions. If it's from steno to digital but also companies that are doing a steno or are doing a remote work, and now we're helping everyone. Not only as a client, but we'd like to help the markets. For example, I can tell you that the CEO of Verbit, because of the situation, approved an emergency fund for universities, where we're providing free services to support the students for the next couple of weeks, so they can go to Zoom and they don't need to take care of budget. We just are donating all the money that we can to help the market in this hard transition. But we hope that we will be able to help them do so.

So with that, I think that everyone knows the challenges.

I would say it's a very challenging situation.

It's an unexpected situation.

I think that I was reading from a lot of investors,

that the market was really going

very well at the beginning of the year,

we are doing exponential growth,

everything is going amazingly.

This comes as a surprise to everyone in a way,

and everyone is working to work on remote.

I can tell you today, like one hour ago,

we had a meeting of 94 people in the company,

where we have to align

everyone and give the support

to all the employees of Verbit.

I think it's not only happening in a specific market,

it's all the markets are happening.

We are hearing it from our court reporting

firm customers that their clients,

the law firms are all moving over there.

We have a lot of consultants,

our own law firms,

our own lawyers are moving to remote.

So it's something that is happening.

So we need to be able to provide them tools.

I was speaking with our customers,

one of the leaders of Verbit in the legal market,

one of the Customer Success Managers, Tony Sirna.

He was telling me that one of

the clients of Verbit today,

they texted him, they told him,

"The judge told us that he doesn't care how you do it,

but if you have to do it remote, do it,

but he wants to proceed

with any proceedings that is needed".

So we're in a moment that we don't want to

hurt the judicial system,

and we need to provide tools to

the market in order to move forward.

So if you can go to the next slide.

Yes. So we believe that rather

than delay depositions,

delay interviews, examination on their oath,

anything that you can think,

I think that there are a lot of tools in the market today.

vTestify has proven it very

well that you can do remote deposition.

Law firms are doing

remote depositions very well through vTestify.

There is a lot of different possibilities.

Today, we're doing a Zoom meeting.

We have a lot of people today joining.

We have more than 70 people right now,

and we see all the time

appropriately by the end of the webinar,  
we'll get to more than 100.

What we're seeing all the time is  
that people have solutions in the market,  
we just need to make order of it.

We will try to give you a couple of ideas during  
this webinar on how to do  
that transition to the situation.

So with that, I want to start with a simple question  
and move then to Alex so he can explain us,  
how do you do a remote deposition work.

By the way, Alex, before you start,  
everyone that has a question,  
please make sure to ask it.

Danielle is taking all the questions  
that are being asked already.

Ask it, I will make sure to  
ask them when relevant. I will try.

Alex and me have a lot of  
understanding on different use cases,  
so I'm sure that we will be able to answer  
a lot of use cases or questions that you may have.

We tried to build a presentation  
that answers those questions.

So Alex, go ahead and tell us,  
how does a remote deposition work?

Yeah, absolutely. So I just want to

say thanks Jacques for that.

To reflect that, we're also seeing this and want to state again that we're all in this together.

We're doing everything we can to make sure that we're providing solutions.

We're trying to help people transition towards this new remote reality.

So just a big picture how we'll go through this.

So Jacques asked some questions and I'll just give hopefully some insightful things.

Perhaps you already know some of these, but I'll pepper in some things that we're hearing from the industry and give you our perspective on these matters in terms of the industry in general and in light of what's happening out there in the world.

So how does a remote deposition work?

So the first thing that you want to obviously figure out and you want to do is take care of the legal requirements.

So capturing remote depositions, from our understanding, is admissible in all 50 states.

Initially, you have to update your notice of deposition to include specific language.

I just want to point out, as I talk about legal requirements, it's a patchwork of different legal requirements

in all states.

A disclaimer is that I will try and give you a tool set of these different things that you may want to consider, recognizing that it may not apply specifically to your state, but hopefully, this tool set give you an idea of the things to look for.

So the first thing is the notice of deposition and from my understanding, that is standard across the industry, starting with that notice.

Usually, there's a window that can be from five to seven days, where you want to submit that notice with the specific recording method, we're recording via remote video conference.

In some states we know that it doesn't have to be in the original notice.

You can send an amended notice or a separate notice that actually includes the language about the recording method that it will be done via remote video conference.

Again, we're just starting with the big picture, and a really powerful tool for setting up remote depositions is also the stipulations with your opposing parties.

Usually getting a stipulation or



agreeing with opposing counsel  
can be a difficult proposition,  
but in these times,  
we're seeing a lot of cooperation  
where opposing sides are willing to work  
together to try and capture these matters.  
We're seeing lots of different use cases  
where usually they may not work together,  
but now it's like, "Yeah, we've  
got to keep our clients safe,  
we need to keep each other safe,  
we need to keep the justice system moving."

So in terms of stipulations,  
you want to focus on the oath.

That's a big consideration right now,  
is how do you facilitate that introduction of  
the oath for your witness?

Again, this varies.

There are many states  
where you need to have notary or a person  
who is actually the officer of the court  
physically with that witness,  
but what we've seen in some  
other states is you may be able  
to accomplish this over video conference.

Again, just one potential tool in your toolbox  
to consider is via an affidavit of oath.

So there are remote notary tools such as notarize.com where they're able to do a remote oath and it's admissible all across the country.

So you could stipulate that we're going to sign this affidavit of oath that lists the specific language that says, "I agree to tell the truth, the whole truth, and nothing but the truth," and you could memorialize it into a document.

Then if you have that witness log in through Notarize, it actually creates a video recording of it, and that satisfies some of the rules around having the oath be on camera.

What we understand is that the courts hold a lot of weight toward stipulations in order to move matters forward in that regards.

You could also have a notary appear or the court reporter appear with the witness themselves if you're in a state that is more stringent in terms of the law.

So those are a couple of different tools to consider when getting through these legal requirements.

Then I'll move quickly through these next points.

You want to think about using a purpose-built technology.

So we're on Zoom right now.

Our team uses Zoom all the time,

it's a great tool,  
but when it comes to legal,  
there are some specific requirements that  
using a purpose-built platform really  
enables you to accomplish some of  
the specific legal workflows  
and make that workflow more efficient,  
and we'll go into more details.  
For example, digital exhibits, applying digital stamps,  
having testimony being able to play back, redundancy,  
and we'll hit on that, and then also capture and review.  
So really, we try to make vTestify as simple as possible,  
that hopefully technology can help  
you create these digital assets in  
a simple way as possible that instantly lets you review.  
So with that, I'll hand it back to Jacques.

Yeah, I think that's a great explanation.

I want to repeat a couple of things,  
notarize.com is an amazing solution.

I utilize it internally for other things  
like RFPs and it's accepted across the States.

I think it's a good solution and that's a great tool.

I think what I want to add,  
if you can go one second back,  
Danielle, to the previous slide,  
is that it's very important to have someone  
that can consult you on the legal side.

We can help with some of our our experience on that,  
but in general, you can do  
remote depositions everywhere as Alex said.

I know that a lot of people are joining,  
so we just wanted to make sure that in the 50 states,  
our understanding as well as vTestify's understanding,  
is that you can do remote the position with no issues.  
So let's go to the next slide.

There's a lot of concerns always, right, Alex?

People are very concerned,  
especially on change and especially now  
that we're having a very heavy change.

How do you alleviate colleagues,  
your clients doing depositions now  
remotely versus waiting until the situation gets back?

What is that change?

What is the benefit that you have  
on doing a remote deposition?

What are the things that you may miss?

Sure. Yeah. I'll speak to the last point on this slide,  
which is something that attorneys  
always need to consider  
when they're selecting their purpose-built tool,  
is that redundancy is incredibly important  
when it comes to capturing these remote matters.

So with vTestify, we have a built-in redundancy  
for remote feeds where it's actually

capturing two separate audio channels  
to enable a remote source redundancy,  
is the buzz term we use for it,  
because we take very seriously that we are  
the guardians of the record in this virtual medium,  
and so it's very important to consider how you  
handle redundancy for remote matters.

Jacques, do you want to speak to  
maybe the first two points on here?

Yeah, of course.

There is a lot of interesting things.

The first thing is something that  
we see in the market today is delays.

I don't know if you guys are aware,  
but there's a group called CSRNation that every day,  
you get notifications on people  
looking for court reporters to cover a deposition  
and the time now to go for a deposition  
is completely removed from the equation.

So now we will be able to cover more depositions.

It will be easier to cover depositions.

Also, the ability that, for example,  
vTestify has to schedule a deposition  
from one day to another,  
very few companies has it and that  
remote work is allowed by their technology.

Something super important that we see,

the main concern, and I think is the myth of the market, is that digital court reporting or anything that has to do with technology like recording in Zoom is not accurate, and that's a myth because the technologies today have very accurate microphones and have better memory than any human can have.

So the accuracy that you can get from a very professional recording, like after this meeting, you guys will get a recording of the webinar, the accuracy doesn't get affected.

The opposite, the accuracy can get even higher at a level that is really good and you will have an audio that is professional.

So you can always look at the audio.

We have a lot of clients that they have the transcript, the templates, and they leverage the audio, which is a perfect audio.

It feels like you're in the deposition.

I'll just second what Jacques said there, our experience with Verbit is

that it's a combination of AI and human intelligence.

So in terms of getting that accuracy to where it needs to be,

it's through the system that you have

a collaborative environment where you're combining AI intelligence plus the human intelligence, where you're able to work in that collaborative environment to really produce their transcript up to legal standards.

Correct, and the technology allows us to do it.

So guys, don't be concerned about it, the technology will provide you audio that you can transcribe very, very well.

So those concerns of accuracy should be completely removed.

So what are the best practices?

You're doing a deposition remotely, Alex, what is the best practices that you usually share, you provide?

What can you tell to the people here that it's probably the first time that a lot of the people here is going to be probably the first time they're going to do or lead a deposition remotely.

What should they tell their clients in preparation?

What are the things that you see?

What are the things that you would like to prevent before, the deposition issues that you see?

Yeah, absolutely.

So just hitting out on these first two points

that I went into a little bit detail a few slides back.

Another point to note is that

we're hearing through the grapevine

that some states are potentially waiving

the personal appearance requirement

temporarily in terms of what we're doing.

So don't necessarily quote me on that,

but it may be worth noting

just something as a rumor that we're hearing

through the grapevine and may want to research for

your specific state because really,

in terms of the capture,

a remote video conference,

it's a notice requirement

and also stipulate with the parties.

But the real question is:

how do you facilitate that person.

Are they with the witness physically

or are they remotely,

how can you facilitate that?

So I'm seeing in the comments

that Florida has waived it,

and that was actually something that we heard as well,

that Florida had done that.

So again, hopefully there's some tools

that in your toolbox to just consider

when you're researching for your specific state.



Another thing you want to consider

is get in the driver seat.

We had designed vTestify to be as simple as possible.

As we are beta testing our product,

we put a computer in front of attorneys of all ages

and technological experience and say,

"Can you schedule?

Let's see how you work with the technology."

Just within a few minutes, they feel confident.

But as we know,

many attorneys may not

want to spend the time to login beforehand.

So that's something that we recommend is,

even 10 minutes in the driver's seat where you login,

explore the technology, and just prepare.

Obviously, what we're seeing with

this transition toward a remote work,

is that people are having to set this,

what their workflow is

in terms of where you sit,

how you get the correct lighting.

So we told Jacques that,

"Hey, your lighting is not too good,"

right before this colleague,

and he threw up the virtual background.

So it seems like as a society in general.

We're all trying to figure out how do we have that,

the correct microphone setup?

How well is our camera?

How reliable is our Internet?

How do we get the lighting optimized?

I think as we all work through these kinks,  
it becomes second nature.

You don't really think about that because  
when you're focusing on a deposition,  
you want to focus on the case.

The attorneys don't want to think about the technology.

So that's why we designed vTestify to be  
purpose-built and to be as simple as possible.

Just getting in that driver's seat,  
doing a quick demo and walking through,  
really helps solve it.

Let's move on.

I completely agree with everything that are said.

So are there additional benefits  
to holding depositions remotely  
aside from accounting for  
trial and a special restrictions, Alex?

Yeah, absolutely.

So what we see with  
video and adopting some of these tools,  
some of the benefits are that  
when you have a digital asset,  
you're able to review it immediately.

Being able to immediately review things,  
we've heard can help make settlement decisions faster.

So we like to say there's speed to settlement  
because with vTestify,

you're getting a video feed that creates AI rough.

So think of it as real-time without the cost.

Obviously, it's not to the level of a actual real-time.

But from my understanding is that

there's really only a small pool of

percentage of actual court reporters

who provide real-time.

So through that real-time rough,

it's searchable to the video.

So you have a searchable video that

you're able to interact with immediately

and to make some decisions

and able to review as fast as possible.

So one of the technological benefits

of finding some solutions such as this.

Also video is the best evidence.

We truly believe that if you

make video accessible and affordable,

it will become more common in the legal sphere.

Also the big one,

Verbit has been a great partner with this,

how do we address the shortage of

stenographers in the market today?

I think this is a unique opportunity to get more comfortable with technology and work out the kinks now because it helps us address the issues that the marketplace is dealing with in terms of the shortage of stenographers.

Very good. I think we have a couple of interesting questions that I think are relevant.

Someone ask the benefits, how do you manage exhibits?

You're going to expand that a little bit about it.

Yeah, absolutely.

So vTestify, we have a digital exhibit system.

So on the left side of the screen, you have your videos and the right side is devoted to your exhibits.

It's controlled facilitation of the exhibits where we try and mimic how it's currently done, where you can privately preview your exhibits beforehand, and then you can then choose to share that with the other people.

With a single button, it applies a digital exhibit stamp.

You can rearrange it and place it and choose what's on that stamp.

Even has the ability to annotate.

So when asked if you could just show us,

we'd be happy to send over  
a little promotional video  
or some materials after the webinar.

Alex, maybe you can send  
some of the screenshots and we will  
add it to there so they can see how it works.

But I think it's a clear explanation.

I think vTestify has designed a very robust solution,  
but not everyone has vTestify.

I recommend you whoever needs to  
utilize the vTestify, it's a great solution.

But there are ways of going around it if needed.

There's a lot of corporate differences  
that don't have the means right now.

Zoom can be a great partner in this.

I think Zoom is a great partner to everyone.

Alex, he always talks very highly of Zoom.

Of course, it is not as robust as vTestify.

But you can always utilize the shared tools  
that Zoom and other tools has.

But I think, Alex, we will share definitely  
all the screenshots that you send so people  
can see how you guys present it so they can do it.

What we will do is we will also give you some tips,  
for example, on how to do it in  
Zoom for whoever wants to do it.

Yeah, absolutely. Just to point out,

we use Zoom for our internal communication all the time.

But as I mentioned earlier,

having a tool that's purpose-built really goes

a long way for solving some

of these unique challenges related to legal.

Correct.

Do you see a differential cost for what you're

paying your court reporters or the people

that digital court reporters are paying in live

versus the traditional way, sorry, digital?

Jacques, I think I'll let you handle this,

but what I'll say is that we try to make

vTestify where video can be

accessible and affordable to anyone.

That includes to attorneys

who just want to add at a remote video stream

or even the same room capture.

There are certain states that don't have

video operator rules built

in where you just add a notice like,

"Hey, I'm going to capture video,"

and you could set up a tiny tripod mount.

And Texas is one of those states

that we know where you could do that.

It's a solution for agencies

where they want to add low cost video that's

recorded directly to the Cloud

and can you get all those benefits  
of your speech to text  
rough that makes the video searchable.

But we try to make it as  
inexpensive as possible.

So I think that we need to differentiate  
on how you record,  
and how you report it or transcribe it.

And I think that it's very important,  
we need to understand the times that we are in.

The law firms are cutting budgets.

I can tell you that a lot of our court reporting firms  
customers are telling us that budgets are being cut.

So it's very important then to  
fit your pricing to it as well.

So for example, appearances fee.

Do you really need to charge  
this specific amount for appearances fee?

So think twice when you're charging right now,  
because we want to move the market forward,  
we don't want to hurt the judicial.

We want to make sure that everyone gets a benefit for it.

So make sure to fit your pricing according to the market.

You have different possibilities on how to  
do an end-to-end deposition,

so make sure to check all the possibilities you have.

We have customers that are doing a mix of

digital court reporters and stenographers,  
digital court reporter and transcription,  
digital stenographers and  
then they utilize transcribers.

So there is a lot of different ways  
that you can provide a really good solution  
to your customers at this specific moment.

I'll just reflect what you're saying in,  
one thing, we've had another webinar in the past  
where we talked about we don't see,  
we don't think stenographers are going,  
we're not trying to replace anyone jobs.

We're trying to fill a gap  
that's in the industry right now.

And you can look at it as  
maybe there are some higher value cases,  
lower value cases,  
where just to get your feet wet  
in some of these digital tools,  
starting off with some lower value cases  
and potentially learn how  
to build up to some higher value,  
it's a low cost option and helps you prepare for  
the future with the [inaudible 00:30:37] and let you move on.

Great. So a lot of questions,

I'm seeing in the Q&A's from almost,

I don't know, I saw like 10 or 12



different questions for the same.

A lot of people want to understand in the sense that, they understand that we work together.

So they want to understand your process.

I think that this question is very relevant,

the process of vTestify

and how it's integrated with Verbit

in order to handle what we're handling right now.

Yeah, absolutely.

So just kind of the nuts and bolts,

and again, we try to design this

to be as simple as possible,

where you would have

one person that could log

in and you could schedule an account.

We have this feature called Case Coordinators,

where a paralegal could schedule on behalf of

someone or if you're in an agency,

you can have a Service Delivery Coordinator

who could schedule the matter

on behalf of the digital reporter or a court reporter.

So it's flexible and easy to schedule,

you just input emails for the people

to receive invites via their email.

They create an account and they're able

to then connect remotely,

there's a link that you get in your email.

You hit "Start Recording," and then you can share your digital exhibits while you're in there and I walked through that a little bit.

You can blow-up and have like a full screen and again, we'll send some screenshots and some marketing materials afterwards.

Then so within this space where you have, we call it the deposition room, where everything happens.

You could even have a sidebar room where you could have a private meeting with your clients off the record.

Also you can have the testimony playback via our script-sing feature, where again, it's just a rough AI transcript, but with unique values that allows you to playback the actual audio in real-time.

And you could listen to that privately or you can share with everyone.

Then at the end of it, you get to hit order a transcript and that will lead directly to Verbit's process.

One second, go back because there's a couple of relevant questions here to Alex that I'm seeing.

So some people are asking, "Could a witness sign

an affidavit after giving a deposition to confirm it was true if they're not sworn in at the depo?"

Again, this may be different depending on the state, but what we've seen some states

do is that you stipulate to an affidavit of oath and you meet with that notary beforehand,

where they would provide that oath, either in in-person notary,

and you stipulate that that oath

is an ongoing commitment to telling the truth

and they would provide that oath

and with Notarize you could do it on the camera,

and then you can even attach it

to that deposition video to meet

certain video operator rules in civil procedure.

Again, this is one method that we've encountered.

Again, there are certain instances

where you could just have that notary

or a digital reporter physically appear,

and in light of the circumstances,

you could keep them a certain distance away.

You could stay, say six feet

away and try and accommodate this,

wear a mask, wear gloves.

So there are different tools you can do here.

Another question that I think it's relevant,

maybe you're able to answer better than myself,

in a remote deposition,  
how do you keep the witness  
from getting answers from off camera signals  
or receiving answers via text?

That's a really great question.

So one thing that our system does,  
a unique thing is,  
where if a witness clips off the screen,  
so we have different roles within our system,  
where so we have a council role,  
we have a witness role,  
and the person who schedules would  
assign those roles and have different permissions.

For example, we have an observer role where you can have  
just remote streams and first you don't  
want them to be able to introduce exhibit, you know,  
council roles and your reporter or deposer roles,  
they are able to share exhibits.

But for that witness role,  
if they click off the screen,  
it actually becomes apparent because their video  
will go away and then it gives you an idea of,  
"Hey, where did the witness go?"

You can still hear them, but you say,  
"Did you just clip off the screen?"

Again, this is something that we have to work  
through as an industry dealing with,

how do you make sure either  
your witness is not being coached  
in any way possible.

Perfect.

If that answers your question.

So at the end of the day,  
it's not only about the Verbit platform,  
it's all about the Cloud.

We have the lock that the market right now,  
there is a lot of Cloud technology,  
a lot of Cloud technology.

Again, we need to be able to leverage it.

So Alex talked about notarize.com.

Zoom.com is another solution  
that is in the Cloud that it can help you.

The way that we work is completely in the Cloud.

Our service, to be honest,  
these months hasn't been hurt  
in any sense because it's the way that we work.

We always work in the Cloud,  
we serve in the Cloud.

You need to be able to surround  
yourself with tools that are in the Cloud.

Once Alex clients in this case,  
press the Order a Transcript button,  
it goes through a whole process automatically.

In this case,

it goes through our transcription process of an ASR engine, a speech recognition technology engine and legal transcribers, and we return it with a template for the customer, a template that is customized to your guidelines, to the specific needs of the customers.

You need to be able to find those types of partners.

For example, we recommend a lot

of the court reporting firms right

now to work more with Dropbox, with Google Drive,

there is more secure platforms, for example, we,

but there are solutions that integrate directly to

this and every file that you will put in that folder,

we will take it automatically

to make your life easier so you

can cover even more remote depositions.

So in general, try to find Cloud solutions.

We're going to spend couple of tips

after with some of the solutions that we

recommend as Alex have been mentioning some of them.

We'll mention more of them, and of course,

we will add some of the questions that you guys ask.

We will add it to those tools that may help you.

So following with that and I think we can discuss it.

So I think this slide,

we have already discussed it across

the way but there is a lot of different tools.

So Alex, what are  
your current expectations for  
the legal market overall  
due to the current state of events?

In the short term,

I think we're going to see an unprecedented level  
of transition towards remote,  
and again,  
we're committed as a company  
to try and make that transition  
as seamless and easy  
as possible with a purpose built tool.

But more generally, we're going to see,

I think a growth in a digital reporting  
and that is, I think is going to be a slow growth  
that will probably map with the decrease  
in stenographic court reporters.

I think we'll start to see some potential laws change,  
because in some states it can still be a little difficult  
about how do you certify  
a digitally-produced transcripts,  
some states don't have  
some of those requirements.

Generally we say that there's a lot of weight  
to stipulations and agreement,  
but of course, getting the opposing side  
to agree with you can be difficult.

But in terms of video,  
which is what vTestify provides,  
we believe that video will  
become the core of the pre-trial review process.  
How we envision that is  
that when you make video accessible and  
not just for very high value cases,  
where your typical videographer service  
can add another \$1,000 or more to your deposition,  
you can make video really accessible,  
and this also maps to the increasing Internet speeds  
we've seen over the last 5-10 years,  
where recording directly to the Cloud will  
generate if not equal,  
but very high-quality video capture  
and then when you add redundancy tools,  
you build this level of trust that your video  
is accessible and available to as many depth,  
your whole, all your depositions.  
Also what that means is that you'll  
have a collaborative space where,  
when you're reviewing and working with teams,  
it won't just be the transcripts.  
You'll have a video collaboration tool,  
where you'll be able to work together,  
search, bookmark certain sections,  
take notes, and all revolve around those video,



and maybe even synced video transcripts that are available in the Cloud.

That's where we see the industry going.

We see a similar picture.

I want to make some recommendations of what we're seeing.

A lot of depositions are going to go remote and are going remote.

A lot of them will get delay from what we're seeing, and what will happen is that there will be a very big amount of demand when the situation goes back to normal, which will make the shortage even higher.

So what we are recommending, a lot of the court reporting firms that we work with, is to start buying digital recorders.

We recommend, we have a lot of partners like vTestify is a great partner, we have JAVS which is a great solution that does digital recording, some clients are utilizing Zoom.

So make sure to be ready because you won't be able to cover the demand that is coming also after the crisis.

There is going to come a very big demand, that the only way to cover it is going to be remote and through digital reporting.

It's very important that the market is going towards these digital court reporting and there is place also for the traditional court reporters to also do depositions remote.

So it's very important that everyone understands that the market is going towards there. We need to bring solutions to the market as a whole, and we need to be together and try to find solutions and the best solutions that the market has, that's one.

The second thing that we're seeing, it's making companies like ours provide more functionalities and solutions to our customers.

So we know some of the things that we see lagging back in digital court reporting is a real time, things are going to improve substantially and being bested in the next couple of months.

For example, I can tell you that Verbit has a CART services that we implemented into Zoom and we can do a live transcription and live captions into Zoom and have a nice transcript after the session and then we work on it.

So there are a lot of solutions we're pushing forward towards this in the market.

We believe that the market is going to

be very innovative right now.

It's going to go from a very traditional market to a very innovative market in the coming months.

We believe in a lot of the things that are being said.

I think we answered a lot of the questions and I don't want to take more of your time,

I know that we passed a little bit.

Sorry. We just have a lot of those question.

I know that a lot of people were writing those questions.

So Alex, if you want to add anything?

No. Just want to say thank you for having me here.

Again, if anyone wants to learn more about vTestify, they can reach out to me directly,

ahewitt@vtestify.com,

it's A-H-E-W-I-T-T @vtestify.com.

Happy to answer any further questions,

hopefully giving you a little bit

of some tools that you can

think about for like how do we handle the oath,

how do we handle stipulations.

Again, you may know a lot of these,

but hopefully we can provide

some solutions to overcome this problem.

So something very important is that

if whoever needs to contact Alex,

they also have the email of our team

and we will make sure to connect you to Alex,

to whoever you need.

We're going to send the webinar,  
we're going to caption it and transcribe it  
and we're going to send it in the next coming days.

We're also making some guides.

We're going to bring other experts  
like Alex to the webinars to help you.

We're consulting everyone.

We just want to help.

Whoever is looking for microphones or digital recorders,  
we have a list of recommendations on our experience  
and we'll be following up and understanding  
if anyone needs our help.

Thank you so much everyone for attending.

It was an amazing webinar.

We had more than 100 [inaudible 00:45:09] , it's great.

So thank you so much everyone for attending.

Thank you, Jacques and thank you, Alex, and yes,

we will be following up with  
the on-demand versions after this,  
but thank you both so much for your time.

Thank you.

Thank you.