

Please join us in welcoming

# ANDREW PAYNE

to eSentio Technologies



Associate Director, DMS

## Andrew Payne Joins eSentio Technologies

**Washington DC, January 3, 2024:** eSentio Technologies grows its industry leading document management systems (DMS) division with the strategic hire of Andrew Payne as Associate Director of DMS. This strategic hire signifies a marked expansion of eSentio's UK presence and further strengthens their Enterprise Content Management practice.

Payne will be a key member of the eSentio management team with direct responsibility for the success of all DMS implementations undertaken by eSentio.

As a leading legal IT strategic consulting and implementation company serving the world's largest law firms, eSentio aims to deliver service to clients at the highest level. Having worked in the legal technology industry for over 20 years, Andrew brings a wealth of document management experience in both law firms and corporate legal departments to help achieve that mission.

Payne was one of NetDocuments' first UK employees and spent 5 years working as Senior Director of Professional Services before moving to run their EMEA/APAC partner programme. He joins eSentio from Verlata Consulting where he headed up their entry into the UK market. During his time at NetDocuments and Verlata, Payne was responsible for the successful adoption of NetDocuments across a wide variety of EMEA clients. During this time, he gained substantial experience in its configuration and integration to suit the complex and demanding requirements of global firms and organisations. In addition to core implementations, Payne has mapped and automated legal workflows across the lifecycle of a matter, using the full NetDocuments suite and latterly PatternBuilder.

eSentio has some of the largest NetDocuments projects within large global law firms. It's success in doing so has resulted in NetDocuments awarding eSentio its Strategic Law Partner of the Year award for the last three years in a row. 2024 sees eSentio commence work on one of the largest legal projects in the industry and Andrew's role will be key in its delivery.

Yvonne Dornic, eSentio's CEO, stated, "We have been seeking just the right person to head up the delivery of our DMS projects for the world's leading law firms and we feel fortunate to have found that in Andy. His experience and professionalism were evident immediately and we are delighted to welcome him to our team. While Andy's role is a global one, he has extensive knowledge of the UK market and we look forward to him helping the UK team drive even more success over the next year."

"I'm very excited to join the eSentio team and help our organization continue to deliver innovative and high-quality solutions to our clients," said Payne. "I am confident that my experience and expertise will be a valuable asset to eSentio, and I look forward to working with the team to achieve our shared goals. I'm impressed by the unique and holistic approach eSentio takes to client engagements which is vital when working with large and complex organisations. I feel that eSentio is uniquely positioned to assist clients in leveraging new capabilities such as GenAI and am excited to be part of that journey"

You can reach Andy at [andrew.payne@esentio.com](mailto:andrew.payne@esentio.com)

### About eSentio

eSentio Technologies is a leading provider of business and technology consulting and implementation services to the world's largest law firms and corporate legal departments. Our clients are the largest and most technically advanced law firms in the world. We focus exclusively on the largest law firms in the U.S., Canada, the United Kingdom [and mainland Europe].

Our consultants are recognised industry leaders who provide vast industry expertise along with outstanding client service.

eSentio is committed to delivering candid, unbiased recommendations on the technologies that will best serve the specific needs of our clients' firms. Our success has stemmed largely from our core belief in doing what is best for our clients, while exceeding their expectations for service, knowledge, value, and innovation.