



eSentio Technologies Strengthens Leadership Team with Appointment of Lucy Sofiano as Global Marketing Director

Legal technology marketing expert joins eSentio to drive strategic growth and innovation, reinforcing the company's commitment to serving the world's largest law firms

WASHINGTON, DC, May 28, 2025 – eSentio Technologies, a leading provider of strategic technology consulting services to the world's largest law firms, today announced the appointment of Lucy Sofiano as Global Marketing Director to its leadership team. Sofiano, who previously served as the Marketing Director at NetDocuments, will work with eSentio's leadership to showcase the eSentio story and brand, identify opportunities to drive innovation, and accelerate revenue in the US, Canada, and UK.

An accomplished enterprise marketer with over 20 years of experience in B2B marketing and a proven track record in the legal technology sector, she has established herself as a strategic leader focused on helping organizations leverage innovative technology solutions. As Marketing Director for EMEA and APAC at NetDocuments, she engineered a growth focused marketing strategy that positioned the company as an innovation leader in legal tech. Her thought leadership initiatives established valuable relationships with key decision-makers at leading law firms while demonstrating how they could transform their information management practices. Most recently, Sofiano has been focused on cloud transformation and AI in Saudi Arabia, where as part of a boutique consultancy she successfully built strategic partner programs with global technology leaders including Alibaba Cloud and Microsoft.

"I'm excited to join eSentio and build upon their strong reputation as the strategic partner of choice for large law firms," said Sofiano. "Having worked extensively in the legal technology

space I understand the unique challenges faced by global firms and am passionate about creating meaningful connections between technological capabilities and business outcomes. I look forward to helping our clients support their AI strategies through robust information governance, enhanced data privacy, and innovative practice solutions that maximize the value of their information assets and truly transform how legal professionals work."

In her new role, Sofiano will lead eSentio's global marketing function, developing strategic initiatives that showcase the company's comprehensive approach to legal technology across all markets. While primarily focused on global marketing strategy, she will also contribute to strengthening eSentio's regional presence, including the UK team, leveraging her extensive experience in the EMEA region as part of her broader responsibilities. Sofiano's expertise in building collaborative relationships with partners and clients will be instrumental in strengthening eSentio's position as a trusted advisor that enables law firms to effectively leverage their information resources.

"We are thrilled to welcome Lucy to the eSentio global management team," said Yvonne Dornic, President and CEO of eSentio Technologies. "With her decades of experience working at the cutting edge of marketing for legal technology leaders and deep understanding of how technology enables law firm success, we could think of no better leader to help us deliver exceptional value to our clients across the US, Canada, and UK. Lucy's international background, including her experience in the EMEA region, brings a valuable global perspective to our marketing initiatives. Her vision to help us build meaningful relationships and translate complex technical capabilities into business outcomes aligns perfectly with our commitment to being trusted advisors for large, global law firms."

This strategic appointment underscores eSentio's dedication to enhancing its leadership team with top-tier talent, reinforcing its position as a trusted advisor for the world's largest and most technically advanced law firms.

About eSentio

eSentio Technologies is a leading provider of business and technology consulting and implementation services to the world's largest and most technically advanced law firms. Our consultants are recognized as industry leaders who provide vast industry expertise along with outstanding client service. We deliver candid, unbiased recommendations on the technologies that will best serve the needs of our client firms. Our core belief is in doing

what is best for our clients while exceeding their expectations for service, knowledge, value, and innovation.

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