

CPA further strengthens European Legal Services Unit



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Press Release Author: **CPA Management Systems Limited**

Industry: [Law](#)

Press Release Summary: CPA announce the further strengthening of its European Legal Services Unit with new key appointments



Press Release Body: **Computer Patent Annuities (CPA)**, a leading provider of legal outsourcing services, has announced that **Derk Kropholler and Andrew Loach** have joined as vice presidents of business development for the company's **European Legal Services Unit**.

Kropholler has more than 12 years' experience in selling to senior and managing partners within Europe's largest law firms. Most recently, he was the international sales director for **Thomson Elite**, a global market leader in providing ERP solutions to professional services firms. At Thomson, Kropholler was head of regional sales across the UK, Europe, Asia and Australia.

"CPA has an impressive international client base and a breadth of offering that I believe is a true competitive advantage for them. The company is now further expanding its solutions offering and is already seeing success within the Legal Process Outsourcing market," Kropholler says. "It is an exciting time for the firm and I'm looking forward to making a significant long-term

contribution." Kropholler, who is based in Amsterdam, speaks fluent Dutch, English, German and French.

Loach joins as vice president of business development for **CPA's** corporate segment of Legal Services in Europe and will be based in London. He has a strong track record of success in the outsourcing arena. He was previously sales & marketing director for **Higham Group**, an outsourcing vendor providing services to the financial, retail and media sectors. Before that, Loach was Business Development Director of **Xchanging Group**, a leading BPO vendor providing HR, procurement and accounting services. During his tenure at Xchanging, revenues grew from \$100m to \$210m.

"I'm delighted to be joining CPA's team and am looking forward to the opportunities that will arise as the firm continues its ambitious strategy", said Loach, *"CPA has assembled a strong team which will only serve to benefit its clients in the fast-changing world of [legal outsourcing](#). I believe that CPA's 40-year legal domain expertise, strong brand, strong on-shore and off-shore presence and the company's leading-edge technology infrastructure strongly positions CPA to seize market leadership in this space."*

"The addition of Derk and Andrew to our Legal Services team underscores our commitment to expanding our position as the industry's leading legal outsourcing solution provider", added **Chris Veator, CPA's Executive Vice President of Legal Services.** *"This industry is expected to grow to over \$1bn by 2010 and CPA is investing significantly to ensure that our customers are offered the most comprehensive and highest quality services."*

About

CPA

With nearly a 40-year history of solving complex challenges for the legal community, **CPA** is a leading provider of [outsourced IP](#), [Litigation Support](#) and [Contract Management](#) solutions. **CPA's** clients include leading law firms and corporations worldwide, and **CPA** has an exemplary record of providing tools and solutions to help them realise value by managing risk, cost and capacity.

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