

# ESENTIO CONTINUES GROWTH TRAJECTORY WITH ADDITION OF GLOBAL DIRECTOR OF BUSINESS DEVELOPMENT



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eSentio Technologies, the leading provider of strategy and technology consulting to the world's largest law firms, is continuing its growth and global market expansion with the addition of Doug Gschwendtner as Global Director, Business Development.

eSentio advises the AmLaw 200 and UK top 50 firms on high-value strategic projects and technology implementations. Its key strategic partnerships include Litera, Intapp, Microsoft and NetDocuments. Named NetDocuments' Strategic Law Partner of the Year for the past four years in a row, eSentio delivers high-level strategy and implementation for some of the law firm market's most complex challenges.

Gschwendtner brings more than 20 years of experience in sales leadership, operations, customer success, and change management in legal and professional services, including more than 12 years of experience in the legal technology industry, with roles at Litera, Integreon and Jigsaw. Drawing on his experience in legal software companies and consulting organizations, he will develop and implement transformational strategies that drive value for eSentio's clients.

Yvonne Dornic, eSentio's CEO, stated, "We are elated to have Doug join our team. With his decades of sales leadership experience and deep background in legal and technology, I look forward to his leadership as eSentio enters a new era of growth. Our success stems from our ability to educate and successfully guide our clients through significant industry and technology shifts. To accomplish that daunting task we need to keep our finger on the pulse of the market and listen carefully to our clients' changing needs. Doug's consultative approach and commitment to client service will help us serve our clients better and bring even more strategic value to the world's largest, most technologically advanced law firms."

"I'm excited for the opportunity to join eSentio at such a pivotal phase of its growth," Gschwendtner said. "As a consultancy dedicated to driving legal innovation for leading law firms, eSentio is taking the forward-thinking approach that the industry needs. I look forward to building strategic partnerships and delivering tailored solutions that offer a true competitive advantage for our clients."

In late 2024, eSentio grew its team with the additions of Andrew Payne as global associate director of DMS and Anil Vemulapalli as global director of professional services.

## **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 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.