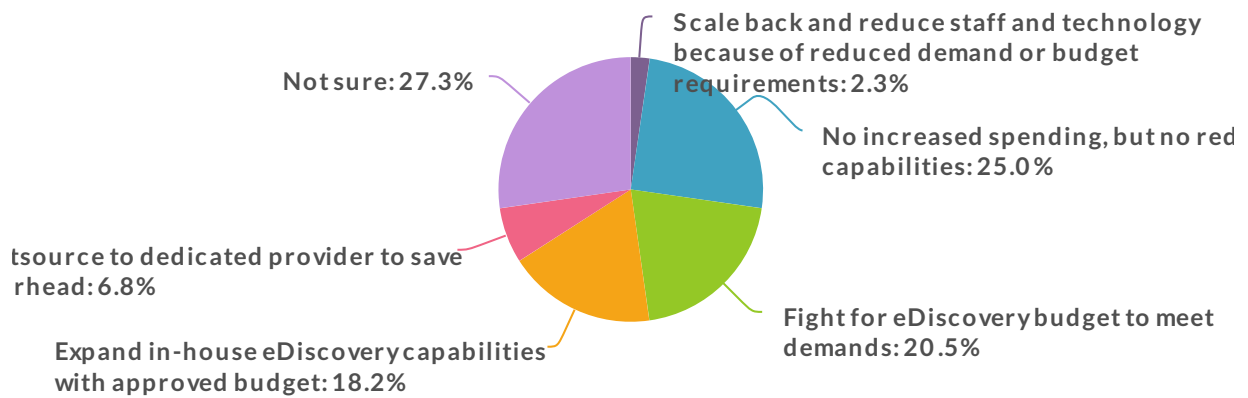


Report for 2016 eDiscovery Buyer Priorities

Response Counts

Completion Rate:	100%	<div style="width: 100%; height: 15px; background-color: #4a4a8a;"></div>
	Complete	<div style="width: 100%; height: 15px; background-color: #4a4a8a;"></div> 45
	Partial	<div style="width: 0%; height: 15px; background-color: #a6a6a6;"></div> 0
	Disqualified	<div style="width: 0%; height: 15px; background-color: #a6a6a6;"></div> 0
		Total 45

What is your eDiscovery purchasing strategy for 2016?



Value	Percent	Count
Scale back and reduce staff and technology because of reduced demand or budget requirements	2.3%	<div style="width: 2.3%; height: 15px; background-color: #a6a6a6;"></div> 1
		Total 44

Value	Percent	Count
No increased spending, but no reductions in capabilities	25.0%	11
Fight for eDiscovery budget to meet demands	20.5%	9
Expand in-house eDiscovery capabilities with approved budget	18.2%	8
Outsource to dedicated provider to save overhead	6.8%	3
Not sure	27.3%	12
	Total	44

What parts of the eDiscovery lifecycle and infrastructure do you need to invest in?

	Need	Approved	Budget
Info Gov/Retention	9 52.9%	4 23.5%	4 23.5%
Holds/Preservation	6 35.3%	9 52.9%	3 17.6%
Matter Management	7 46.7%	5 33.3%	3 20.0%
Collection - In house	4 22.2%	12 66.7%	3 16.7%
Collection - Cloud	10 52.6%	6 31.6%	4 21.1%
Processing - In house	3 17.6%	10 58.8%	4 23.5%
Processing - Services	4 23.5%	10 58.8%	4 23.5%
Analytics/ECA	10 40.0%	12 48.0%	5 20.0%
PC/TAR -	10 43.5%	10 43.5%	4 17.4%
Hosted Review Platform	7 33.3%	11 52.4%	5 23.8%

Count	Response
1	Distinguishing different types of TAR
1	Handling social and IoT data
1	I want to see more efficient/economical advanced robust filtering analytics, pre-processing (beyond keyword).
1	Implementation of actionable metrics for the collection, processing and review portions of the EDRM
1	Law Review
1	Limiting the amount of data preserved /collected.
1	Managing Resources
1	Managing data volumes
1	Many
1	Marketing misinformation
1	Need a legal hold software application asap.
1	Need legal hold application
1	Provider Pricing to align with case needs
1	ShareFile & Cloud collections
1	Storage
1	Targeted collections, rather than take all then filter
1	Training
1	Transparent pricing
1	Understanding the different types of TAR.
1	Vendor
1	Workflow
1	analytics
1	broader education
1	data storage
1	education
1	efficiency

Count **Response**

1 end-to-end coverage

1 few know that and scare

1 getting to the heart of the matter and pesuading clients to understand how if you pay more upfront with the technology it will save you ultimately on legal/outourcing fees

1 information governance

1 I

1 lack of any tool to effectively search across the enterprise

1 social media collections

1 staffing

1 web mail collections

1 workflow of current tools