



ipro innovations 2016

#IproInnovations



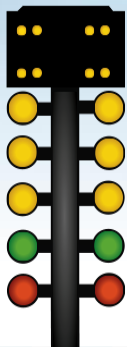
2016 Key eDiscovery Trends

eDJGroup

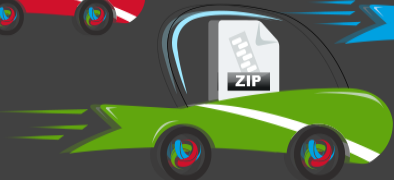
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Greg Buckles



START



FINISH

eDJ Group – Research Consultants

Strategic educational engagements with Fortune 1000 and AmLaw 200 clients. 80% consulting and 20% active research/outreach. Short term, high impact assessments and projects to create mature solutions.



Greg Buckles
Founder/Consultant






- 25+ years expertise
- Career spans law enforcement, service provider, law firm, corporate, software design, market analyst
- Industry speaker and author
- Sedona Conference, EDRM Committee, ABA Ledes Oversight Committee

*Greg is not an attorney. Perspectives and opinions herein should not be considered legal advice. All information is based on eDJ's experience, research and publicly available information. eDJ will decline any questions that my conflict with client confidentiality agreements.

Agenda

Audience Priorities

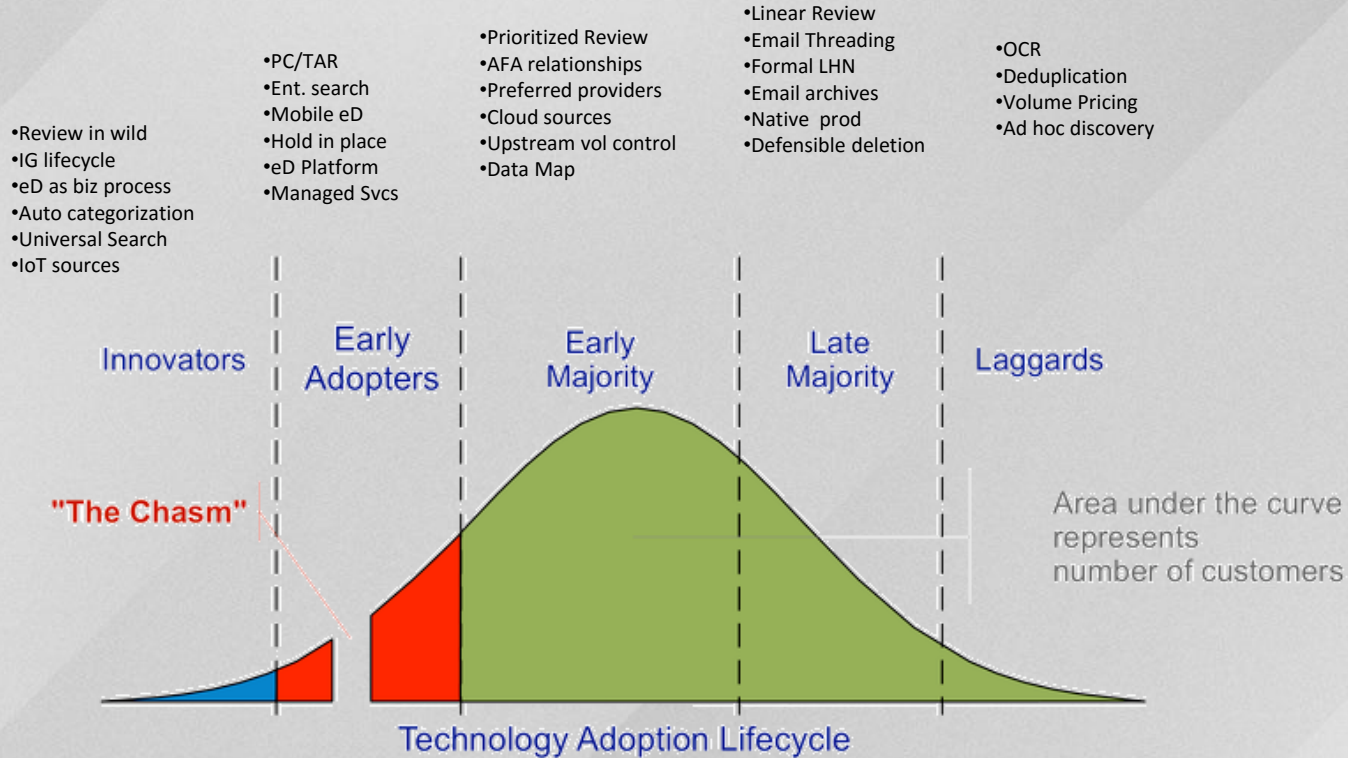
2016 – Moving Targets

-  Market Consolidation
-  Analytics Adoption Update
-  Office 365/Microsoft/Equivio Update
-  3rd Generation ESI
-  IG – Aspirational vs. Operational

2017+ Predictions


-  In-place enterprise eDiscovery
-  Managed Cloud SaaS eDiscovery

eDiscovery Maturity Spectrum




eDiscovery Market Consolidation

Global Tech buying eDiscovery IP Continues

 Microsoft, IBM, HP, EMC, Symantec

Private VC funds flowing finally

 kCura, Inventus, LDiscovery, Lighthouse, Everlaw, Zapproved, CS Disco, Logikcull, eDepoze, Omnivere

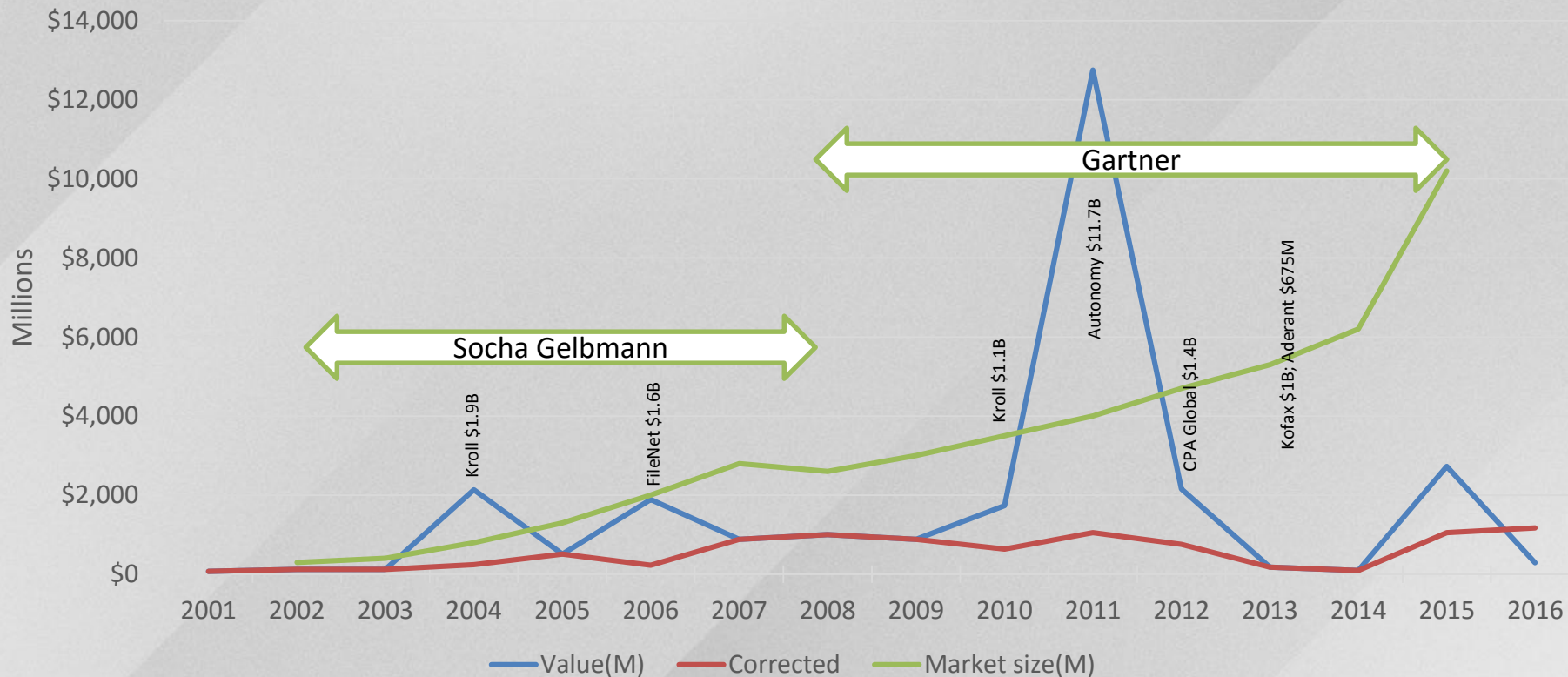
Corporate purchasing vs. ad hoc firm buyers

Relativity brand dominating hosted platform revenue – how do you differentiate?

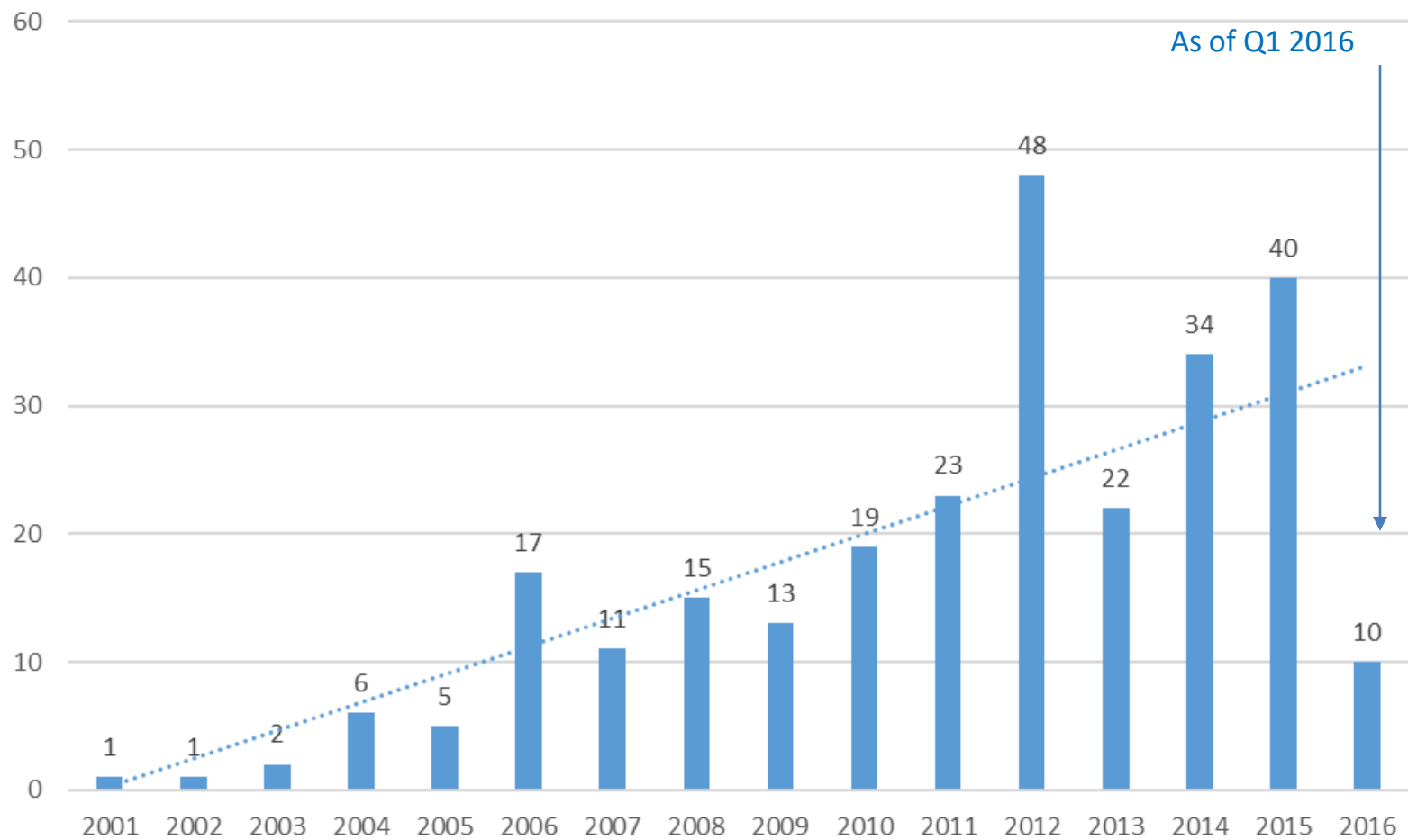
SaaS Cloud challengers self-service for SMB

 Everlaw, Logikcull, CS Disco, DWR, FOX, Ipro

eDiscovery Market M&A Action

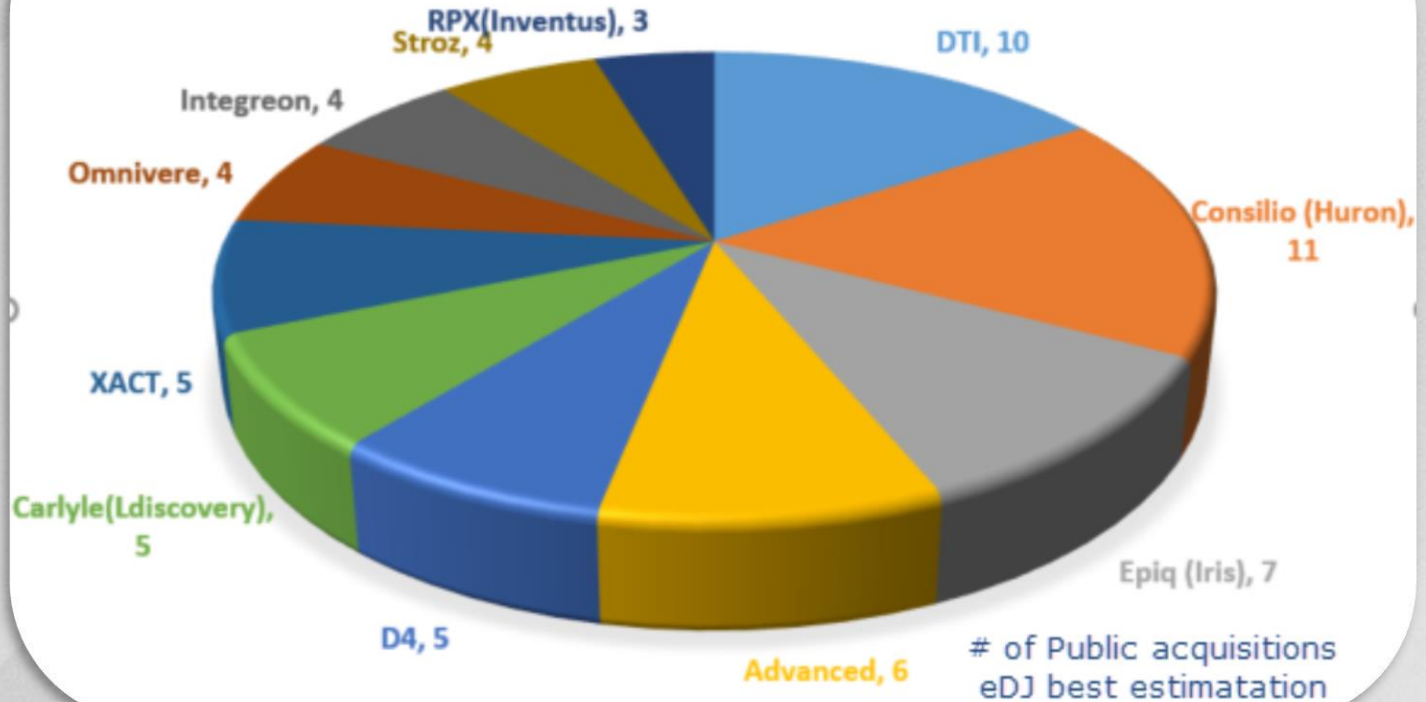


Transactions



Who's Buying Customers?

BITES OF EDISCOVERY SERVICES PIE



Content Analyst Acquired



OEM Partners



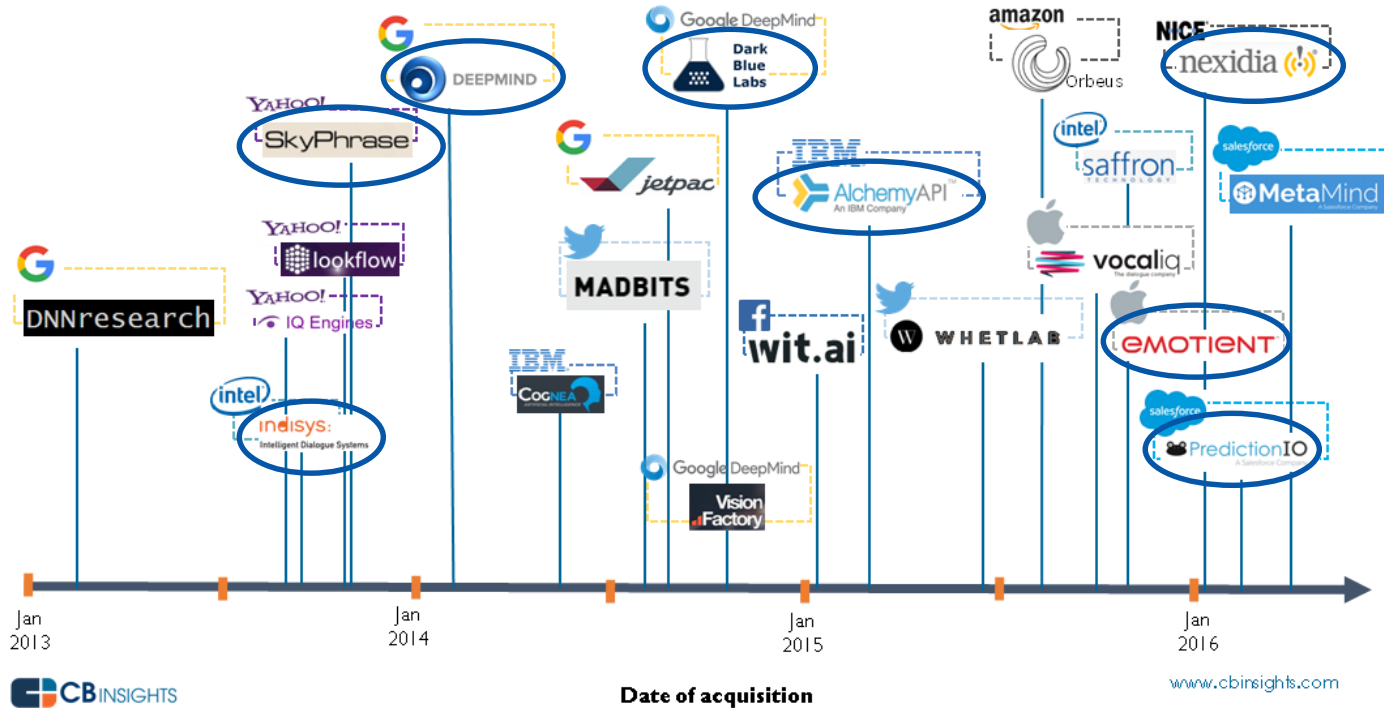
eDiscovery OEM Engines



Outside Alternatives

- Open Source
- BI Analytics – Palantir, IDOL, SAP, Watson
- Financial – SAS, R

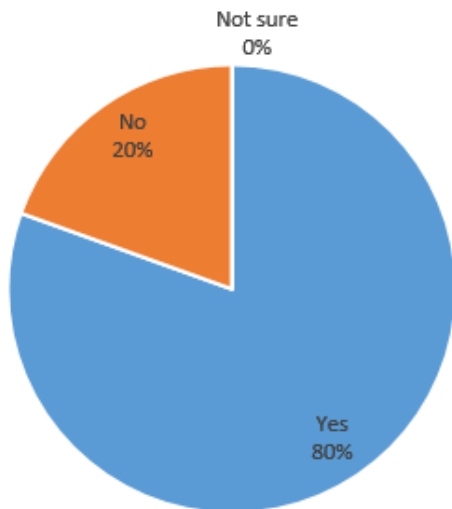
Race To AI: Major Acquisitions In Artificial Intelligence



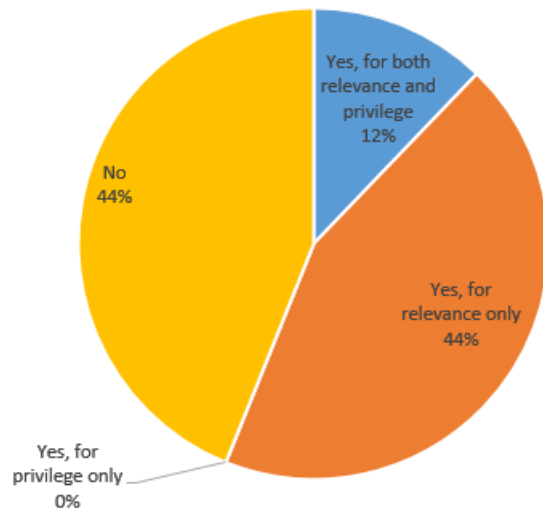
eDiscovery Relevant Acquisitions

2015 – Getting Specific on PC-TAR

1. Have you or your clients used or currently using machine learning technologies (PC-TAR) to review documents?



5. Have you ever relied on predictive coding to make actual relevance or privilege calls on documents without counsel individually reviewing the documents?

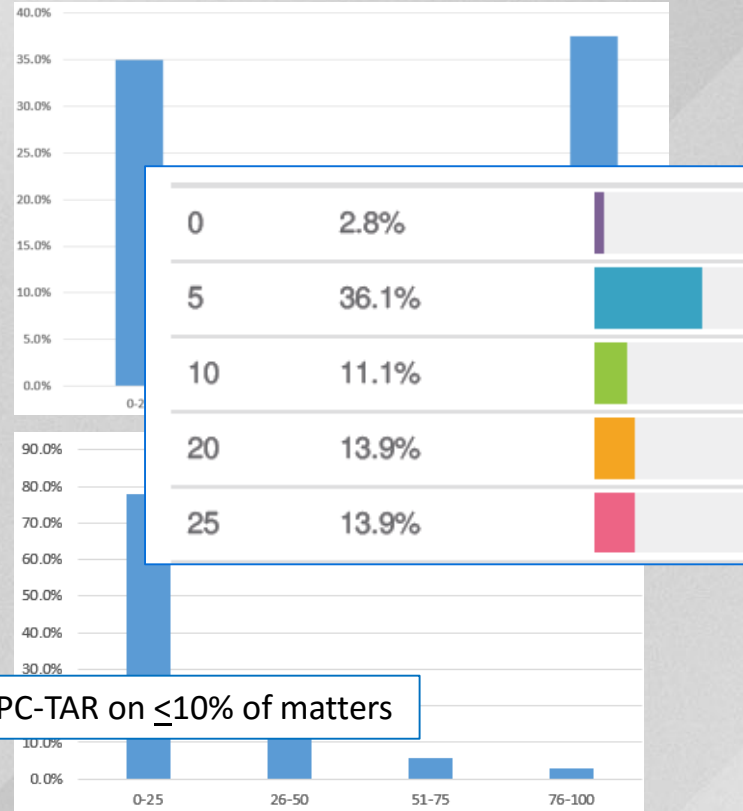


n=41 eDJ 2015 PC-TAR

2015 – Process vs. Review

2. What percentage of matters do you or your clients use analytics to optimize, cluster, sort or cull collections prior to linear review?

3. What percentage of matters do you or your clients use PC-TAR for review decisions?



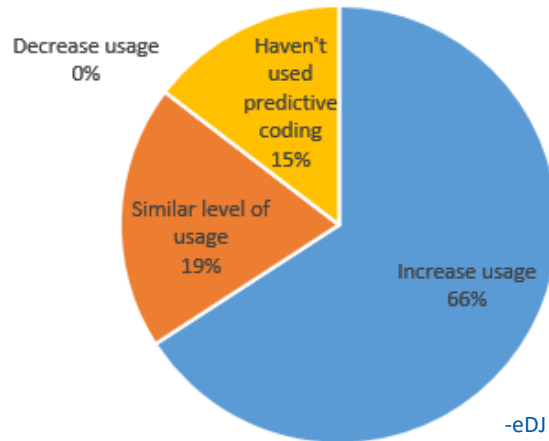
50% of respondents use PC-TAR on $\leq 10\%$ of matters

Future Usage of Analytics

71% of legal departments indicate same or increased analytics spending for 2016

-CRTL 2015-2016 Analytics Survey n=164

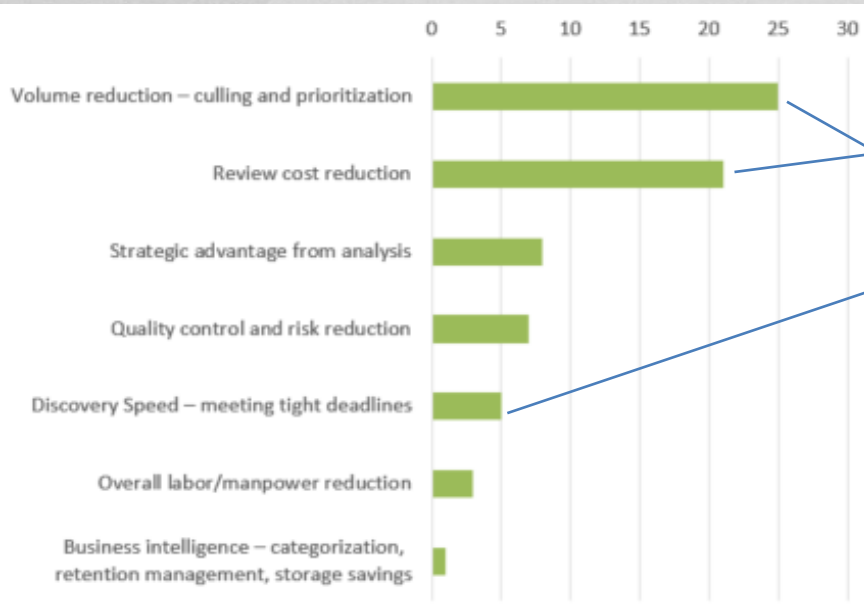
4. If you have used predictive coding, what are your plans for future use?



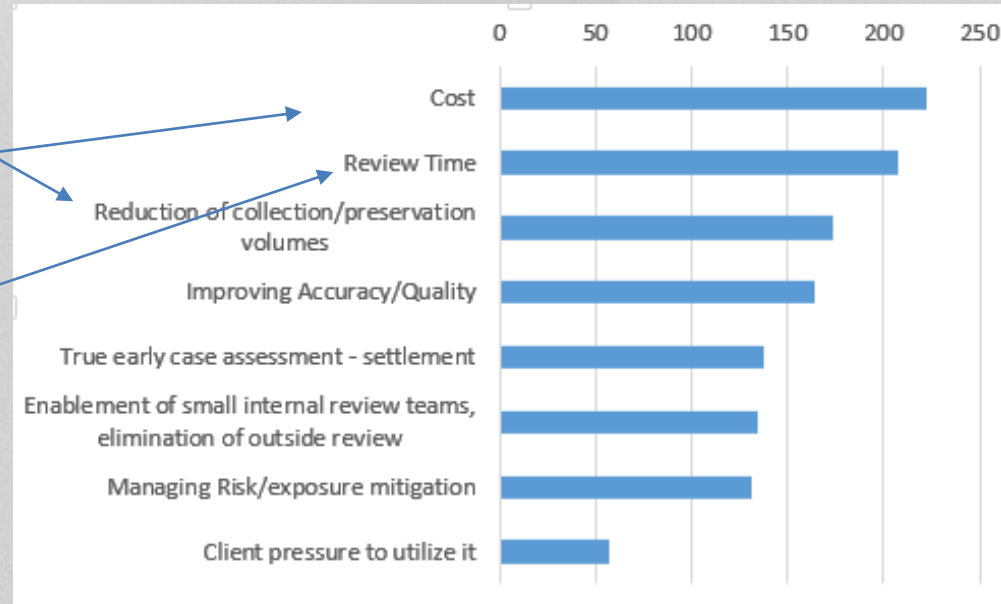
-eDJ 2015 Survey
n=41

Top PC-TAR Drivers by Weight

2014



2015



Microsoft-Equivio O365 Update



Home

O365 Testing

Jan 2015 - Microsoft acquired Equivio

July 2015 – Advanced eDiscovery beta

Dec 2015 – O365 E5 plan

(\$35/user/month) – Equivio analytics

Still early – 1M record limit/index

Near dup

Email threading

PC/TAR training

Themes

- eDiscovery Sets
- Queries
- Sources
- Exports
- Documents
- Site Contents

Identify and Hold



eDiscovery Sets

+ new item

Name	Modified
Items	December 01, 2013
Validation	December 01, 2013

Search and Export



Queries

+ new item

Name	Modified
450Terms	December 03, 2013
1000Terms	December 03, 2013
5000Terms	December 03, 2013



In-Place Hold Status

- 0 Cannot Hold
- 1 Not On Hold
- 0 Processing
- 0 On hold with filter
- 0 On Hold
- 0 Failed



Export Status

- 0 Download Not Started
- 0 Download Started
- 0 Download Complete
- 0 Export Failed

3rd Generation ESI Sources


1st Gen-Files & Email – Corporate

2nd Gen- BYOD, Text, IM, SharePoint – User

3rd Gen – 3rd Party platforms & IoT - Unknown

 Social – FB, Salesforce, LinkedIn, Jabber

 Vehicles – location history, wifi history

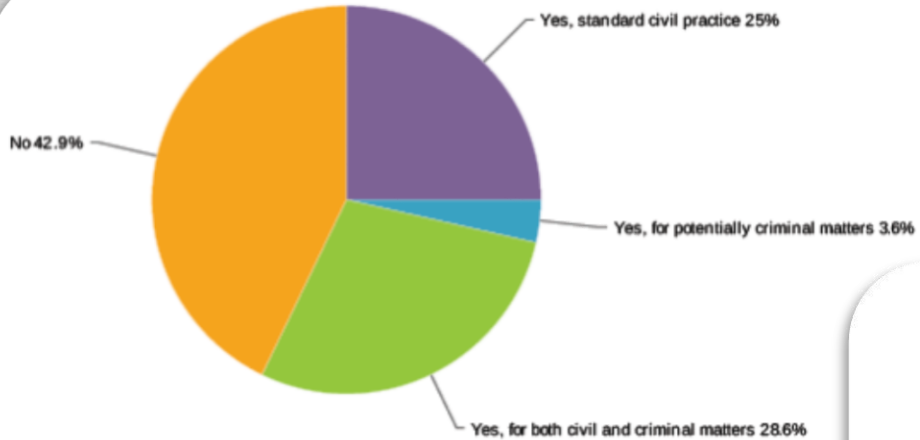
 Biz appliances – printer/copiers, smart boards, conference rooms, video, security systems

Challenges

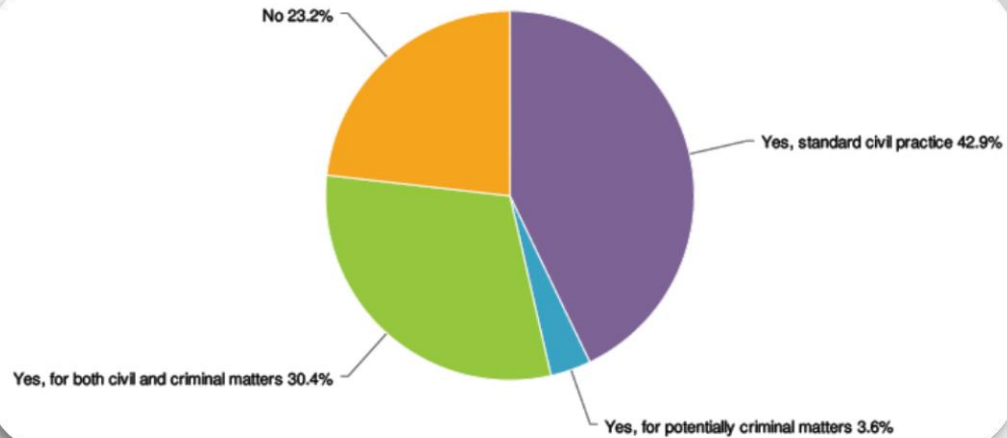
 Security, Privacy, Mobility, Identity

Preserve/Collect Mobile Device?

2014 eDJ Mobile Discovery Survey n=28



2016 eDJ Mobile Discovery Survey n=56



IG Reality Check

Transparent MIS

Universal Search

End to end encryption

ESI Segregation

- Personal vs. Business

Live BI Dashboard

- Siloed Systems

Lean Retention Expiry

Minimize Infrastructure

Stop the email hording

- PST elimination
- Selective journaling
- Short default expiry

Kill the tapes

- Live DR replication

Private Cloud

- O365, S3, Azure, SaaS

Data Maps

Aspirational

Operational

2017+ eDJ Perspectives

- eDiscovery preservation/collection become IG platform features
- Live eDiscovery— preserve, analyze, produce
- PC/TAR slow adoption – smart ECA and accelerated review win race for \$\$
- Analytic navigation displaces Boolean search
- Smart providers convert from \$/GB to managed SaaS subscriptions
- Gulf widens between few global EDD and small concierge providers

Q&A

Email or give me your card for a copy of the presentation

Greg Buckles – eDJ Group

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