

Report for How Do You Buy eDiscovery?

Response Counts

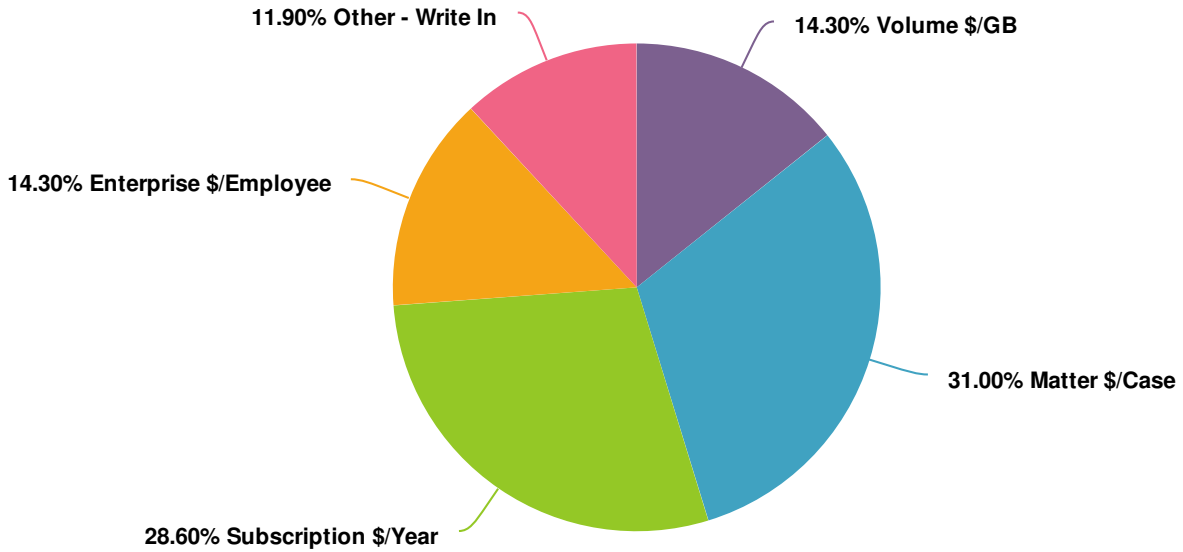


Total: 42

1. How do you buy your eDiscovery services, SaaS or tech? (or how do you currently sell eDiscovery)

	None	Testing	Selective	Most	All
Volume - \$/GB	4 10.8%	0 0.0%	11 29.7%	20 54.1%	2 5.4%
Matter - \$/Case	11 35.5%	3 9.7%	17 54.8%	0 0.0%	0 0.0%
Hourly - \$/Hr	11 29.7%	0 0.0%	15 40.5%	11 29.7%	0 0.0%
Enterprise - \$/Employee	16 50.0%	4 12.5%	10 31.3%	2 6.3%	0 0.0%
Fixed Annual	15 45.5%	7 21.2%	10 30.3%	0 0.0%	1 3.0%
Handle in-house	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%
by endpoint	0 0.0%	0 0.0%	1 100.0%	0 0.0%	0 0.0%

2. How would you like to buy your eDiscovery? (what methods are your customers asking for?)



Value	Percent	Responses
Volume \$/GB	14.3%	6
Matter \$/Case	31.0%	13
Subscription \$/Year	28.6%	12
Enterprise \$/Employee	14.3%	6
Other - Write In	11.9%	5

Total: 42

Other - Write In	Count
Enterprise with Min/Max and some Rollover GB's	1
NA	1
Per custodian	1
Proportional to case size and value	1
We are experiencing requests for all of the above models	1
Total	5