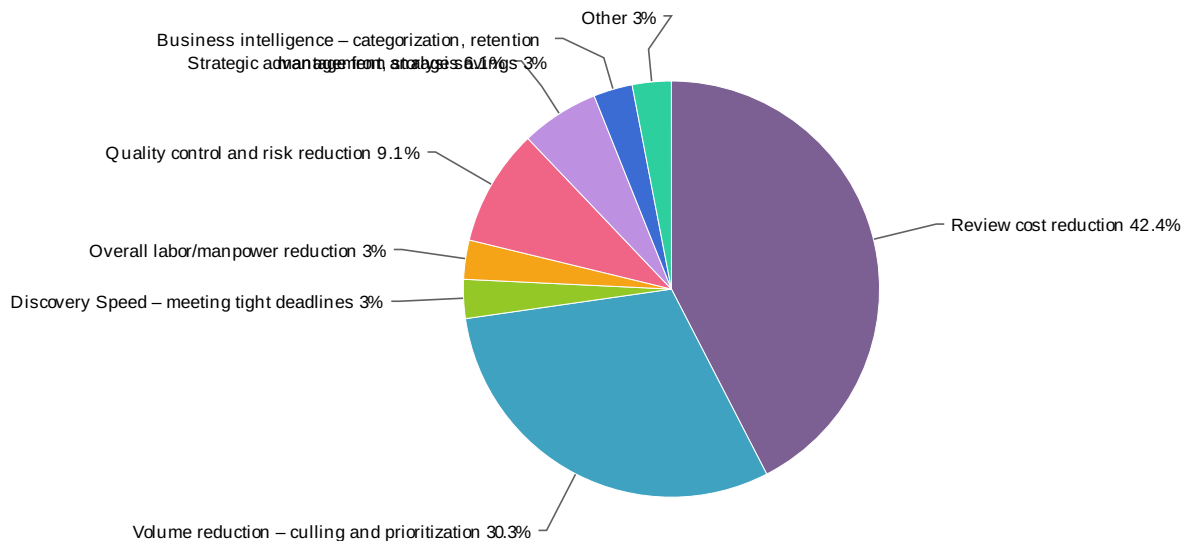


New Summary Report - 05 August 2014

Survey: 2014 Analytic Adoption - Provider

1. What do you see as the primary selling point for using analytics in eDiscovery or Information Governance for your customers?

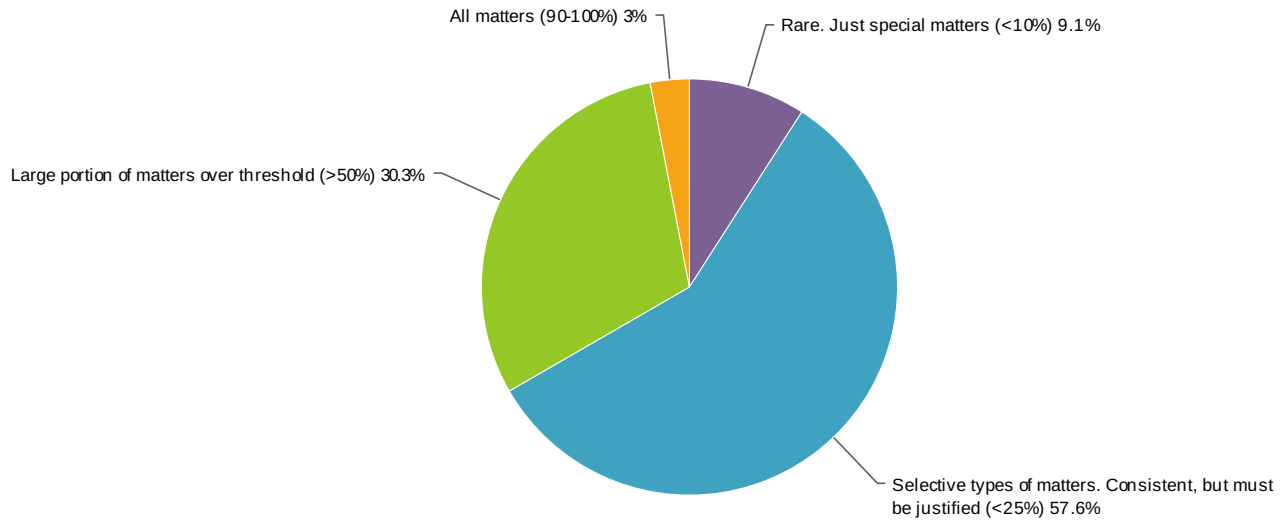


Category	Percentage	Count
Review cost reduction	42.4%	14
Volume reduction - culling and prioritization	30.3%	10
Discovery Speed - meeting tight deadlines	3.0%	1
Overall labor/manpower reduction	3.0%	1
Quality control and risk reduction	9.1%	3
Strategic advantage from analysis	6.1%	2
Business intelligence - categorization, retention management, storage savings	3.0%	1
Other	3.0%	1
Total		33

Responses "Other"

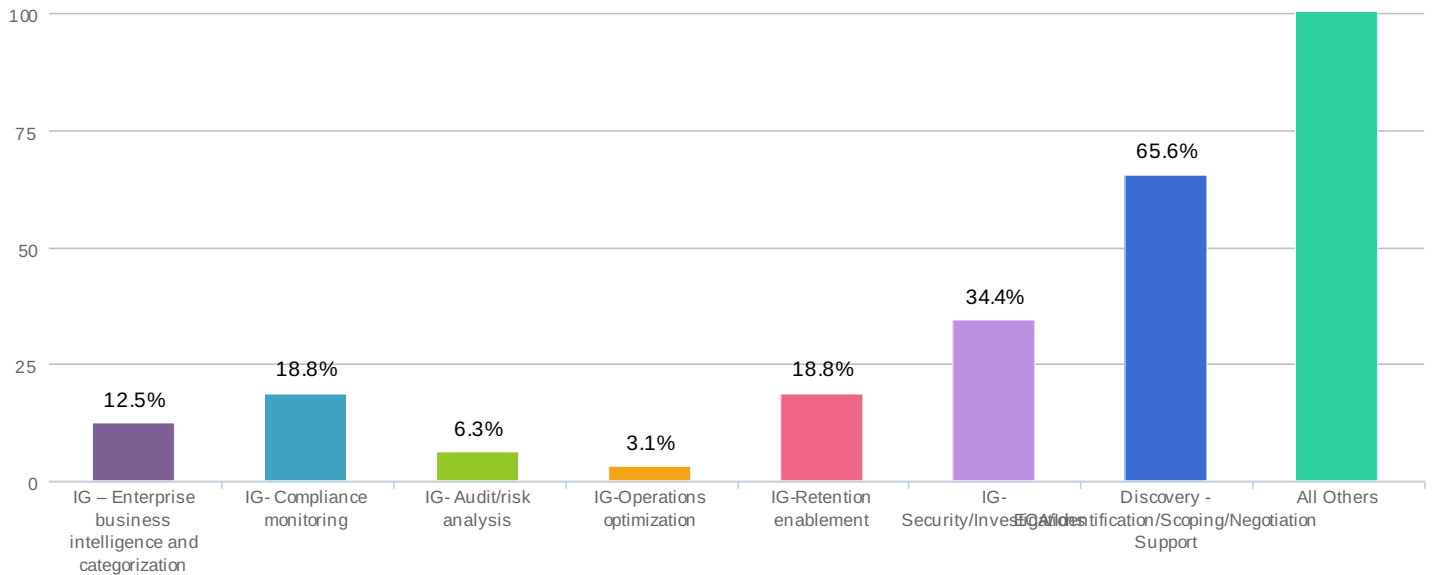
Response	Count
Left Blank	32
Speed and cost of human review combined -- they're closely related	1

2. What portion of matters do your customers use some form of analytics on?



None	0.0%		0
Rare. Just special matters (<10%)	9.1%		3
Selective types of matters. Consistent, but must be justified (<25%)	57.6%		19
Large portion of matters over threshold (>50%)	30.3%		10
All matters (90-100%)	3.0%		1
Total			33

3. What general usage cases do your customers use analytics on?



IG – Enterprise business intelligence and categorization	12.5%		4
IG- Compliance monitoring	18.8%		6
IG- Audit/risk analysis	6.3%		2
IG-Operations optimization	3.1%		1
IG-Retention enablement	18.8%		6
IG-Security/Investigations	34.4%		11
Discovery - ECA/Identification/Scoping/Negotiation Support	65.6%		21
Discovery - Selective Preservation	15.6%		5
Discovery - Collection scoping	18.8%		6
Discovery - Processing/Filtering	62.5%		20
Discovery - Relevance and Search Criteria	81.3%		26
Discovery - Exclusion Criteria	56.3%		18
Discovery – Review - Clustering/Grouping (Accelerated Review)	84.4%		27
Discovery – Review - Machine Learning/TAR/Decision Propagation	65.6%		21
Discovery – Review - Predictive Coding/Recommendation	71.9%		23
Discovery – Review - Quality Control	75.0%		24
Discovery – Review - Opposing production analysis	68.8%		22
other	0.0%		0
		Total	32

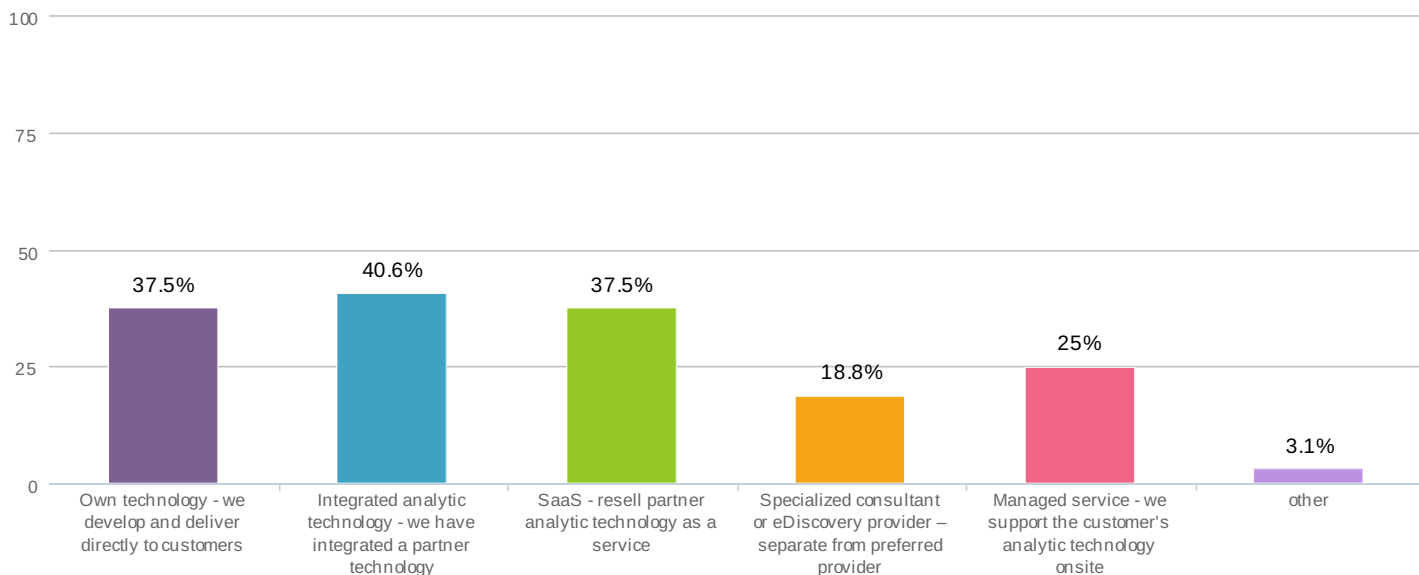
Responses "other"

Count

Left Blank

33

4. Who provides the analytics that your customers use?



Own technology - we develop and deliver directly to customers	37.5%		12
Integrated analytic technology - we have integrated a partner technology	40.6%		13
SaaS - resell partner analytic technology as a service	37.5%		12
Specialized consultant or eDiscovery provider – separate from preferred provider	18.8%		6
Managed service - we support the customer's analytic technology onsite	25.0%		8
other	3.1%		1
Total			32

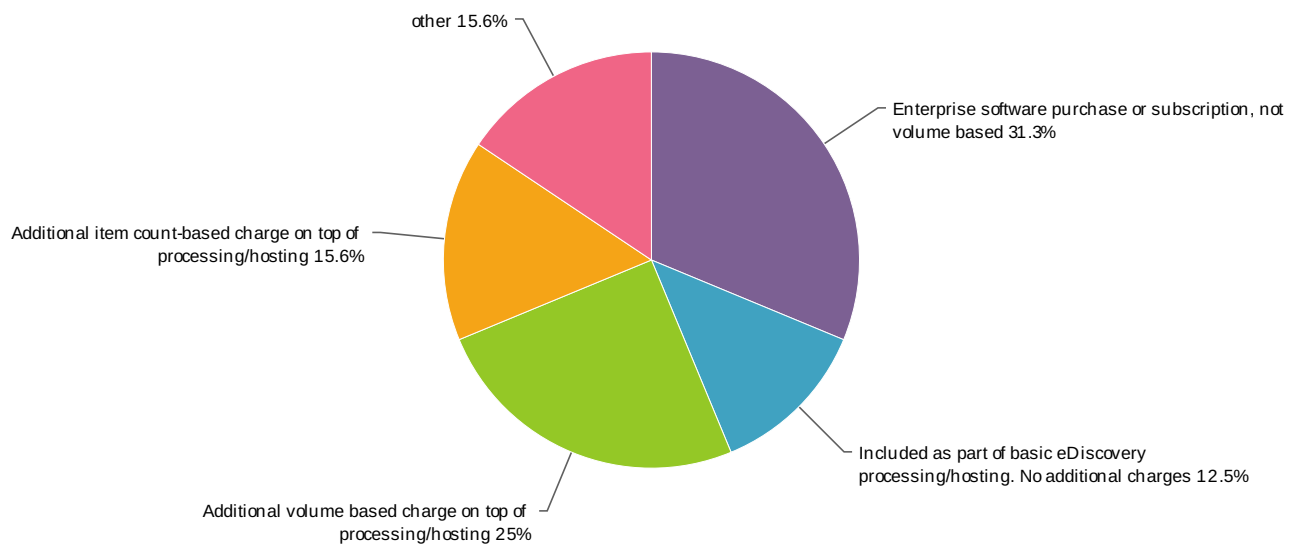
Responses "other"

Count

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33

5. How do you purchase/consume your analytics?

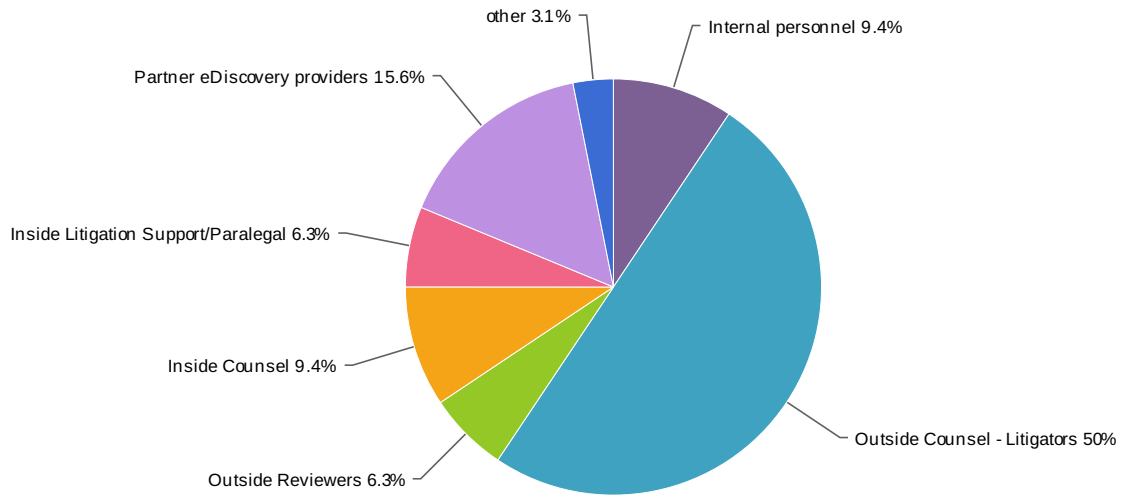


Enterprise software purchase or subscription, not volume based	31.3%		10
Included as part of basic eDiscovery processing/hosting. No additional charges	12.5%		4
Additional volume based charge on top of processing/hosting	25.0%		8
Provided for free by law firm	0.0%		0
Additional item count-based charge on top of processing/hosting	15.6%		5
other	15.6%		5
Total			32

Responses "other"

	Count
<i>Left Blank</i>	28
Presume this means how we offer it, and we offer as both doc-count and volume-based charges	1
We provide the analytics	1
software license which provider or client can price as they desire	1
subscription - either per user, or volume based	1
We offer options based on type of analytics though needed for projected scope. Generally we would offer an all-inclusive number by volume, but if no analytics is thought to be needed we will include a line item pricing by volume so that our clients know our pricing should they choose to use it later.	1

6. Who is the primary users/consumers of your analytic offerings?



User Category	Percentage	Count
Internal personnel	9.4%	3
Outside Counsel - Litigators	50.0%	16
Outside Reviewers	6.3%	2
Inside Counsel	9.4%	3
Inside Litigation Support/Paralegal	6.3%	2
Partner eDiscovery providers	15.6%	5
Compliance/Security or other business users	0.0%	0
other	3.1%	1
Total		32

Responses "other"

Responses "other"	Count
Left Blank	32
providers and Outside Counsel	1

7. What analytic systems has your company deployed or tested? (answers kept anonymous)

	Demo/Test - we have evaluated this technology for potential use		Direct Offer - we have this technology and deliver directly to customers		Partner Resell - we deliver this through a partner		Managed Service - we administrate and run this technology for customers		Total	
AD eDiscovery	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%
Autonomy IDOL	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
Axcelerate eDiscovery	4	100.0%	0	0.0%	0	0.0%	0	0.0%	4	100%
Brainspace (formerly PureDiscovery)	3	60.0%	2	40.0%	0	0.0%	0	0.0%	5	100%
Case Logistix	2	100.0%	0	0.0%	0	0.0%	0	0.0%	2	100%
Catalyst	3	50.0%	2	33.3%	1	16.7%	3	50.0%	6	100%
Catelas	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
Cicayda	1	100.0%	0	0.0%	1	100.0%	0	0.0%	1	100%
Clearwell	3	33.3%	7	77.8%	0	0.0%	4	44.4%	9	100%
Content Analyst	4	44.4%	3	33.3%	2	22.2%	4	44.4%	9	100%
Daegis Edge	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
Digital Warroom	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
DigitalReef	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%
Discovery360 DataMapper	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
Equivio	5	45.5%	6	54.5%	2	18.2%	4	36.4%	11	100%
Exterro Fusion	3	75.0%	1	25.0%	2	50.0%	0	0.0%	4	100%
Hadapt	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%
Intella Pro	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%
Kroll	1	100.0%	1	100.0%	0	0.0%	0	0.0%	1	100%
Lexalytics	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%
NexLP	1	100.0%	0	0.0%	0	0.0%	0	0.0%	1	100%
Nuix	7	70.0%	4	40.0%	0	0.0%	1	10.0%	10	100%
OmniX	0	0.0%	0	0.0%	1	50.0%	1	50.0%	2	100%
OrcaTec	4	100.0%	0	0.0%	0	0.0%	0	0.0%	4	100%
Palantir	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	100%

Percognate	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
PlanetData Analytics	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
Prolorem	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
RDC Analytics	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
Recommind	4	80.0%	1	20.0%	0	0.0%	2	40.0%	5	100%
Relativity	6	46.2%	9	69.2%	2	15.4%	4	30.8%	13	100%
Ringtail	2	50.0%	2	50.0%	0	0.0%	0	0.0%	4	100%
Servient	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
StoredIQ	2	66.7%	0	0.0%	1	33.3%	0	0.0%	3	100%
TunnelVision	2	100.0%	0	0.0%	0	0.0%	0	0.0%	2	100%
Viewpoint	4	66.7%	2	33.3%	0	0.0%	2	33.3%	6	100%
Xera	0	0.0%	3	75.0%	1	25.0%	1	25.0%	4	100%
Zylab	0	0.0%	0	0.0%	0	0.0%	0	0.0%	100%	
Liquid Litigation Management, Inc.	0	0.0%	1	100.0%	0	0.0%	1	100.0%	1	100%
eZVUE (ECA tool)/eZReview ADP (TAR tool)	0	0.0%	0	0.0%	0	0.0%	1	100.0%	1	100%