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# Orange Legal Technologies Corporate Information Briefing

# Orange Legal Technologies 2009 Corporate Information Briefing

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Orange Legal Technologies Advertisement in Law Technology News, August 2008



# Executive Summary

## Executive Summary

### What is Electronic Discovery?

Electronic Discovery is simply the discovery of electronic documents and data to include email, web pages, word processing files, computer databases, and virtually anything that can be stored on a computer and can be read only through the use of computers.<sup>i</sup> The complete process of electronic discovery, when viewed through the lens of civil and criminal audit, investigation, and litigation requirements, typically consists of nine key stages (*Figure 1*) which are defined in detail by the Electronic Discovery Reference Model (EDRM).<sup>ii</sup>

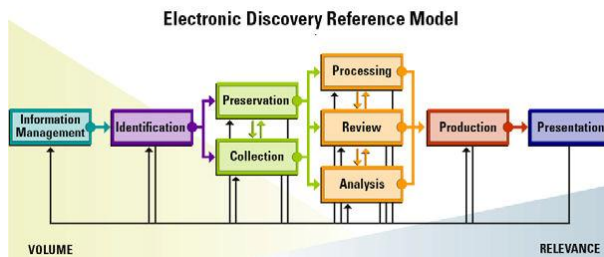


Figure 1 – Electronic Discovery Reference Model

Source: EDRM Project

Within the electronic discovery market, five specific services make up a majority of the offerings current available to legal professionals today. These services being:

- Collection Services that help users acquire potentially relevant electronically stored information (ESI).
- Analysis Services that help users identify and eliminate irrelevant document sets early in the discovery process.
- Processing Services that help users prepare relevant files for subsequent use while ensuring that the techniques used are defensible.
- Review Services that help users define and examine data sets of documents for relevance, responsiveness, privilege, and/or confidentiality.
- Production Services that help users deliver or make available to another party documents and/or ESI deemed responsive to a discovery request.

### What is the Market Opportunity?

The market for electronic discovery providers continues to grow with an estimated addressable opportunity expected to increase from \$3.3 billion in 2008 to over \$4.6 billion by the end of 2010 (*Figure 2*).

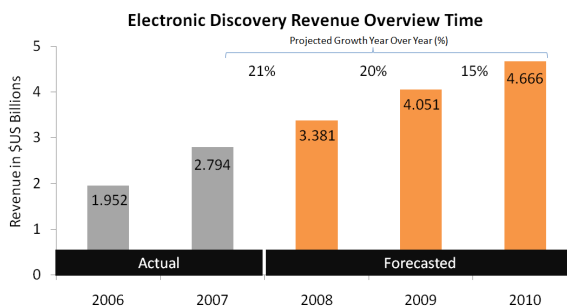


Figure 2 – Market Revenue Overview Source: 2008 Socha-Gelbmann Electronic Discovery Survey

### Industry Analyst Comments

“The integrated analysis, processing, and review is certainly an attractive feature, making life a lot simpler for the user. Today, these different phases are commonly handled by separate products. Over the long term, such integration is likely to win out over cobbling together best-of-breed solutions.”

David Ferris

President/Senior Analyst of Ferris Research  
August 13, 2008

“Orange Legal Technologies brings to our project both industry experience and an understanding of XML interoperability,” said George Socha, independent consultant and co-founder of the EDRM Project. “While the challenges associated with electronic data are now becoming mainstream knowledge, the standards and practices necessary to address those challenges are still in the early stages of development. We look forward to leveraging Orange Legal Technologies’ XML expertise in application interoperability to help further develop and establish those standards and practices on behalf of the EDRM Project.”

George Socha

President of Socha Consulting  
Co-Founder, EDRM Project  
August 20, 2008

## Executive Summary

### What is the Key Competitive Advantage of Orange Legal Technologies?

*½ the Time, ½ the Cost, at lower the Risk of traditional electronic discovery offerings = OneO® Discovery Platform*

Orange Legal Technologies' OneO® Discovery Platform provides distinct and quantifiable advancements over current electronic discovery services as it is one of the only offerings in a marketplace of over 600 electronic discovery companies that provides all of the following capabilities with in-house proprietary technology:

- A Complete Electronic Discovery Platform: OneO® can provide analytics, processing, and review – the core tasks of electronic discovery – from within a single platform. *This means that once data is received and ingested, there is no need for an additional platform or provider to complete these key electronic discovery tasks thus saving clients over 50% of the time and 50% of the money required for electronic discovery<sup>iii</sup> when compared to traditional discovery offerings.*
- An Integrated Electronic Discovery Platform: OneO® architecture provides for integration of electronic discovery tasks at the application level vs. the platform level. *First, this means that data transfer between the key tasks of analytics, processing, and review occurs within the OneO® platform thus increasing the defensibility of evidence by both reducing the risk of potential spoliation that can occur when transferring data between platforms and/or service providers and providing a defensible process in support of compliance with Federal Rule of Evidence 502 and current case law. Secondly, this application level integration helps OneO® index documents twice as fast as other leading solutions<sup>iv</sup> - substantially decreasing the time and cost of electronic discovery.*
- An Online Delivery Model: OneO® is delivered to clients via a Software-As-A-Service Model (SaaS). *This means that there is no additional client-side resource or infrastructure investments necessary to implement and maintain the OneO® Discovery Platform – thus providing client's cost savings for today and investment protection for tomorrow.*

In addition to the competitive advantage of the OneO® Discovery Platform, Orange Legal Technologies also has the competitive advantage of having an experienced and proven management team with over 156 years of combined expertise in the litigation support arena – making it one of the most experienced management teams in the industry. Consisting of seven key functional area leaders, the team is led by Bret Laughlin, the companies' Founder, President and CEO. Mr. Laughlin originally founded the company as the Litigation Document Group in 1995 and reorganized it as Orange Legal Technologies in 2008. Under Mr. Laughlin's leadership, the company has had over thirteen years of success in supporting legal professionals with litigation support services.

## Executive Summary

### Why Orange Legal Technologies?

**The Company:** Orange Legal Technologies' is an industry-recognized<sup>v</sup> electronic discovery service provider that has a portfolio of electronic discovery services that allow it to meet the audit, investigation, and litigation needs of its clients. Currently established in the market today with currently available services and customers, the company is led by an industry-experienced staff with a demonstrated understanding of the regulatory, compliance and legal issues surrounding electronically stored information (ESI), including the procedures necessary to maintain the forensic integrity of the information throughout the legal process.

**The Management Team:** Under the direction of the corporate management team headquartered in Salt Lake City, Utah, Orange Legal Technologies' senior management team is an extremely disciplined and experienced team that has extensive domain expertise in business, technology, and litigation support. Led by Bret Laughlin, President, CEO, and Co-Founder, the team has over 156 years of combined experience. Additionally, Mr. Laughlin originally founded the company as the Litigation Document Group in 1995 and reorganized it as Orange Legal Technologies in 2008 to take advantage of the burgeoning opportunity for complete, integrated, Software-as-a-Service delivered offerings in the electronic discovery market. Under Mr. Laughlin's leadership, the Litigation Document Group – now Orange Legal Technologies - has had over thirteen years of success in supporting legal professionals with litigation support services.

**The Technology:** Delivered under a SaaS model, OrangeLT™'s OneO® Discovery Platform is a proprietary, fully integrated, web-accessible electronic discovery platform that enables users to analyze, process, and review unstructured data online, from the security of a hosted centralized repository. This capability, available to clients today, allows Orange Legal Technologies to deliver key electronic discovery services to a growing industry with a delivery model that provides for the most efficient delivery of electronic discovery analysis, processing, and review services available today. Additionally, based on the integrated architecture of OneO®, it is well positioned to take advantage of the security/chain-of-custody benefits intrinsic to integrated solutions – a position being sought by many providers – but currently provided for by few.

**The Partners:** OrangeLT™ also augments the capability of the OneO® Discovery Platform with third party services from industry leading partners to include AccessData, eMag Solutions, and Guidance Software (Identification, Preservation, and Collections Services), as well as Catalyst Repository Systems, Concordance, CT Summation, and iConect (Review Services), to ensure the complete spectrum of electronic discovery services can be delivered by OrangeLT™ to clients.

**The Clients:** OrangeLT™ is currently conducting business with over 40 of the top 200 law firms<sup>vi</sup> in the United States including Ernst & Young, Paul Hastings, Latham Watkins and O'Melveny & Meyers.

**The Associations and Educational Efforts:** OrangeLT™ is an active member of the Electronic Discovery Reference Model (EDRM) Project and a vendor member of the International Legal Technology Association (ILTA). Additionally, as a thought leader in the area of electronic discovery, OrangeLT™ provides objective informational resources to the legal professional community through online resources to include its industry newsfeed, *Unfiltered Orange*, and its Predictive Pricing Estimator.



# Corporate Overview

## Company

Orange Legal Technologies' is an industry-recognized<sup>vii</sup> electronic discovery service provider that has a portfolio of electronic discovery services that allow it to meet the audit, investigation, and litigation needs of its clients. Currently established in the market today with available services and customers (*Figure 5*), the company is led by an industry-experienced staff with a demonstrated understanding of the regulatory, compliance and legal issues surrounding electronically stored information.

Originally founded in 1995 as the Litigation Document Group, the company was reorganized in 2008 as Orange Legal Technologies. This reorganization was designed to take advantage of company growth in the litigation support service market and to position the company for entrance and growth in the electronic discovery market – a positioning spurred by both the burgeoning opportunity for electronic discovery providers and the 2008 acquisition of technology by Orange Legal Technologies that can provide clients a complete, integrated, Software-as-a-Service delivered electronic discovery offering for analytics, processing, and review.

Under Mr. Laughlin's leadership, the Litigation Document Group – now Orange Legal Technologies - has had over thirteen years of consecutive business success in supporting legal professionals with litigation support services.

40 Of The Top 200 Am Law Organizations Have Worked With Orange Legal Technologies – Details Available On Request

Figure 5 – Client Listing

Source: Orange Legal Technologies

Orange Legal Technologies operations are conducted from a state-of-the-art processing and archiving facility at its headquarters in Salt Lake City, Utah. This facility is designed to ensure that the electronically stored information it processes and hosts is securely and safely managed against theft, fire and loss. Orange Legal Technologies' facility features multiple layers of security and safety devices, including a role-based security access system, video cameras, redundant power and cooling systems, a dry fire suppression system and 24x7 facility monitoring.

Based in Salt Lake City, Utah and operating from four offices (Salt Lake City, UT; Los Angeles, CA; San Francisco, CA; Spokane, WA) and with two geographically dispersed data centers, Orange Legal Technologies is an active participant in the electronic discovery industry and a participating member in both the Electronic Discovery Reference Model (EDRM) Project and the International Legal Technology Association (ILTA).





## Services

Orange Legal Technologies helps legal professionals prepare for and conduct litigation, audits and investigations by providing services that allow them to:

- Collect potentially relevant paper-based and/or electronically stored information (ESI).
- Analyze collected paper and/or ESI to identify and eliminate irrelevant documents.
- Process documents in a forensically defensible manner for subsequent use.
- Review documents and classify them accordingly as to their relevance, responsiveness, privilege, and/or confidentiality.
- Produce documents and deliver or make them available to another party.

The collective objective of these services – which constitute the core elements of the process known as *electronic discovery* (Figures 6 and 7) - is to allow legal professionals to defensibly decrease data set sizes as much as possible without compromising the completeness of relevant documents.

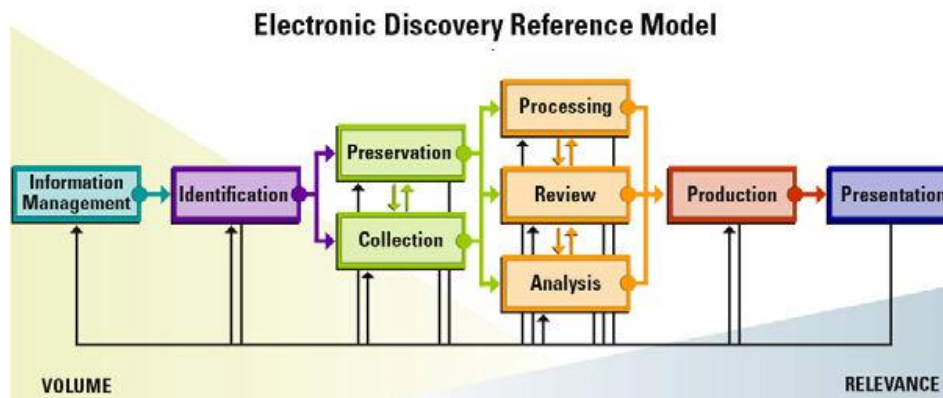


Figure 6 - Electronic Discovery Reference Model

Source: EDRM Project

### Modified EDRM Waterfall Model of Electronic Discovery

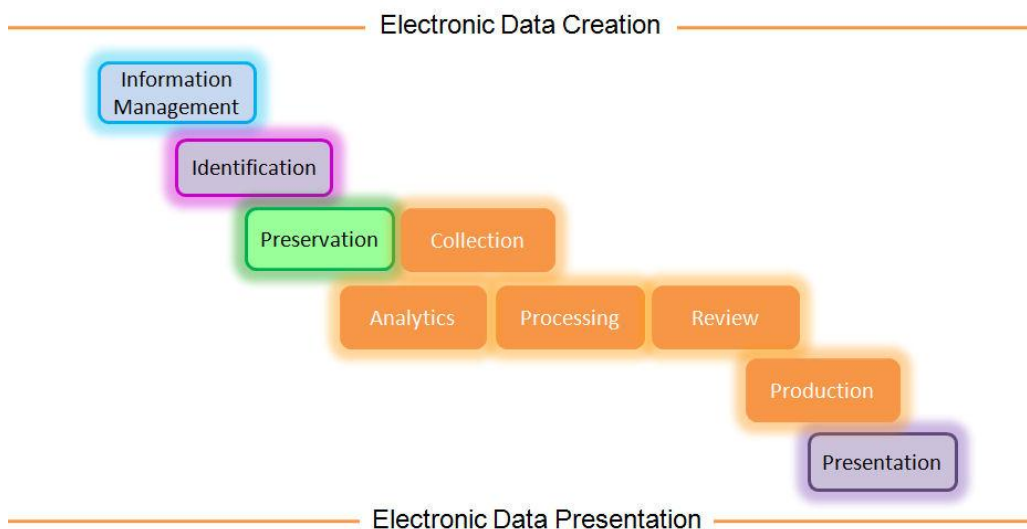


Figure 7 - Waterfall Model of EDRM

Source: EDRM Project and Orange Legal Technologies

## Approach

Orange Legal Technologies provides these services in three primary ways:

- Orange Legal Technologies' OneO® Discovery Platform to support analytics, processing, and review services.
- Orange Legal Technologies' Internal Paper and ESI Support capabilities for Pre-Discovery/Project Planning, Collection, Data Restoration, Scanning, Coding, Optical Character Recognition (OCR), Production, and Post Discovery/Project Archiving.
- Industry Partners that provide support and/or augment collection and review services.

Orange Legal Technologies' Proprietary Technology – The OneO® Discovery Platform

Orange Legal Technologies' OneO® Discovery Platform is an integrated, web-accessible electronic discovery platform that enables online analysis, processing, and review of unstructured data from the security of a hosted centralized repository. Delivered under a Software as a Service (SaaS) model that requires no incremental investment by the client for hardware, software, or support personnel. Simply stated, OneO® allows users to gain full control of the electronic discovery process by providing a forensically sound discovery platform that allows users to analyze, process, and review ESI.

Consisting of an integrated platform organized into three service modules, the key capabilities of OneO® are as follows:

### Analytics

- Data Preparation allows for the ingestion and normalization of unstructured data as well as ensures that data is managed in a forensically sound manner.
- Data Indexing provides a comprehensive index that includes full text and metadata attributes and can quickly be queried online to organize, understand, and assess available data.
- Data Reduction and Organization is accomplished through the combined use of culling and filtering technologies that provide system file, data range, extension, custodian, and key word filtering as well as the application of near duplicate identification.
- Data Understanding is facilitated with unique features to include interesting phrase finder and conversation thread linking technologies allowing for analysis of data within context of its use.
- Early Case Assessment is the combined leveraging of the preparation, indexing, organization, and understanding capabilities of *O1 Analytics* to provide users with the ability to balance opportunities, risks, and costs in preparation for litigation, audits, and investigations.

### Processing

- Data Filtering provides the capability to filter data by date ranges, extensions, custodians, and key words as well as allows for system file filtering against the NIST database using the MD5 hashing algorithm.
- Data Deduplication is provided using the MD5 hashing standard and can be accomplished throughout processing at both the global and/or the document family group level.
- Metadata Extraction allows for the efficient capture of system, file, and field metadata for most unstructured data formats.
- Full Text Extraction is conducted automatically in *O2 Processing* and is augmented as required by streamlined exception handling procedures to support secondary extractions via OCR and print driver text recognition.

- Data Conversion allows for the full conversion of native file formats into high quality TIFF images and PDF documents while also supporting native file linking.
- Load File Preparation allows for the seamless production of standard output files based on XML, Pass Through, Image, Native, and Proprietary Database Load Formats to ensure ease of use with industry standard review tools to include *O3 Review*.
- Custom Database Development allows for the proactive development of custom databases that enable the usage of non-standard review tools and technologies with *O2 Processing*.



### Review

- Foreign Language Support is enabled through integrated Unicode Consortium standards and covers 52 worldwide writing systems allowing for the scoping, searching, and review of data sets without the requirement for additional translation modules or services.
- Web Based User Access allows for secure access of data sets and the full conduct of review from any geographical location with Internet access without the requirement for additional client-side applications or programs. This capability allows for the use of geographically dispersed review teams that can be quickly pulled together virtually to manage and complete time-sensitive, coordination-intensive review requirements.
- Integrated Collaboration between reviewers increases the collective experience and knowledge of legal review teams while decreasing the time it takes to communicate and coordinate review issues.
- Integrated Workflow allows for the proper coordination of documents, reviewers, and technology by allowing for the automation of review processes to include reviewer roles, responsibilities, tasks and timelines.
- Audit and Reporting features allow users to customize and automate review reports to support both scheduled and real-time status updates.
- Inclusive Review Proficiency Training is provided as part of the *O3 Review* to ensure review teams are fully prepared, proficient, and supported in their review efforts.

In addition to the individual attributes of *O1 Analytics*, *O2 Processing*, and *O3 Review*, the OneO® Discovery Platform provides users with increased efficiency and decreased risk based on the following benefits:

- Implementation: Quickly deploy, customize, and securely access a hosted data repository that may immediately be used by multiple individuals from multiple locations to analyze and review data.
- Centralization: Allows for time efficient complex searches against large volumes of documents from a centralized electronic discovery platform architecture.
- Defensibility: Chain of Custody tracking down to the file level, to include extracted compound files and embedded files, throughout the discovery process ensures that both the discovery process and the data are defensible.
- Scalability: Provides capability to take full advantage of all available processing power regardless of the size of the data set being reviewed or the complexity of the review queries. The investment protection provided by scalable and centralized server architecture ensures that growing capacity requirements do not adversely affect electronic discovery capability.
- Security: Provides for secure online access to a centralized hosted and secure data repository with forensically sound processes and protocols to ensure both physical and digital security.
- Usability: Developed using industry accepted and user understood graphical user interface metaphors to ensure easy and intuitive use by end users.

OrangelT™ Internal ESI and Paper support capabilities include Pre-Discovery/Project Planning, Collection, Data Restoration, Scanning, Coding, Optical Character Recognition (OCR), Production and Post Discovery/Project Archiving (Figure 8a and 8b).

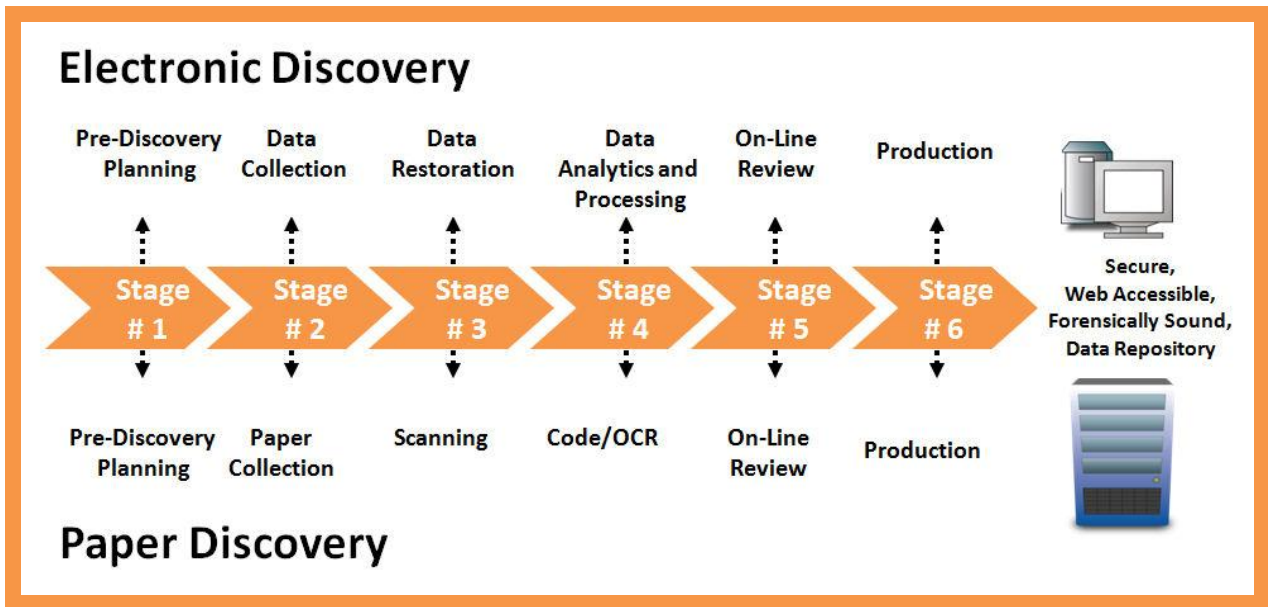


Figure 8a – Electronic and Paper Discovery Approach

Source: Orange Legal Technologies

Paper-Based Services	Electronic-Based Services
Pre-Project Planning	Pre-Discovery Planning
Collection	Collection
Scanning	Analytics
Coding	Processing
OCR	Review
Production	Production
Post Project Archiving	Post Discovery Archiving

Figure 8b – Paper-Based and Electronic-Based Services

Source: Orange Legal Technologies

These services include:

- Pre Discovery Planning that centers around litigation, audit, and investigation issues and includes:
  - Litigation Readiness Assessments
  - Litigation Response Planning
  - Discovery Management / Litigation Lifecycle Management Planning
  - "Meet and Confer" Planning
- Collection (ESI and Paper) services help rapidly and accurately acquire potentially relevant electronically stored information (ESI), for audits, investigations, and litigation. Our Collection Services include:
  - Fixed Storage Collection (Paper/Manual+Active Data Copy/Forensic Imaging)
  - Portable Storage Collection (Paper/Manual Copy/Forensic Imaging)
  - Back Up Tape Restoration (Augmented By Partner Resources)

- Data Restoration
- Scanning services by Orange Legal Technologies include:
  - Box Tracking by physical box labeling and entrance of identification and tracking information into internal tracking database.
  - Automated Indexing by Bar Code and/or OCR
  - Manual Indexing by key entry and entry verification.
  - Full Text OCR Indexing
- Coding
  - Domestic/Off Shore
  - Automated/Manual
  - Logical Unitization
- Optical Character Recognition
- Production that allows you to provide appropriate documents to another party. These documents can be provided in a variety of formats to include:
  - Native Format: Files produced in the format they were created and maintained are known as native production. In a native production, documents are produced in the format of the application in which they were created. Native format is often recommended for files that were not created for printing such as spreadsheets and small databases. For some file types the native format may be the only way to adequately produce the documents.
  - Near Native Format: Some files, including most e-mail, cannot be reviewed for production and/or produced without some form of conversion. Most e-mail files must be extracted and converted into individual files for document review and production. As a result, the original format is altered and they are no longer in native format. There is no standard format for near-native file productions. Files are typically converted to a structured text format such as .html or xml. These formats do not require special software for viewing.
  - Near Paper Format: ESI can also be produced in a near paper format. Rendering an image is the process of converting ESI or scanning paper into a non-editable digital file. During this process a “picture” is taken of the file as it exists or would exist in paper format. Based on the print settings in the document, the printer or the computer, data can be altered or missing from the image.
  - Paper Format: Documents are produced as paper or ESI is printed to paper and the paper is produced.

This multiple-format production flexibility ensures that the requirement of each production request in a timely and cost effective manner.

## Industry Partners

Orange Legal Technologies partners with industry leading service providers to support and/or augment the core services provided with its proprietary technology (OneO® Discovery Platform) based services. These services include collection and review services.

Collection Service Partners include:

-  **AccessData**  
A Pioneer in Digital Investigations Since 1987
-  **emag Solutions**
-  **Guidance**  
SOFTWARE

Review Service Partners include:

-  **CATALYST**  
REPOSITORY SYSTEMS
- **Concordance®**
- CT Summation
-  **iCONNECT**

By leveraging its proprietary technology and augmenting the capability of that technology with best of breed services from leading electronic discovery companies, Orange Legal Technologies ensures that it can deliver a complete spectrum of electronic discovery services to clients and thus be considered a full service, one-stop electronic discovery service provider.



## Market Opportunity

### Market Size for Electronic Discovery

In business terms, the market opportunity for electronic discovery - derived from law firm, corporation, and governmental agency aggregate payments for the delivery of services and/or software supporting all electronic discovery stages - is expected to increase from \$3.3 billion in 2008 to over \$4.6 billion by the end of 2010.

Compared with other sectors of the U.S. economy, it is anticipated that market growth will continue at an increasing rate through 2010 with an estimated growth rate of 20% between 2008 and 2009 and 15% between 2009 and 2010 (Figure 9). While the overall market is highly fragmented in terms of provider capability with well over 600<sup>viii</sup> providers, approximately 50% of the market opportunity is captured by the leading thirty electronic discovery providers.<sup>ix</sup>

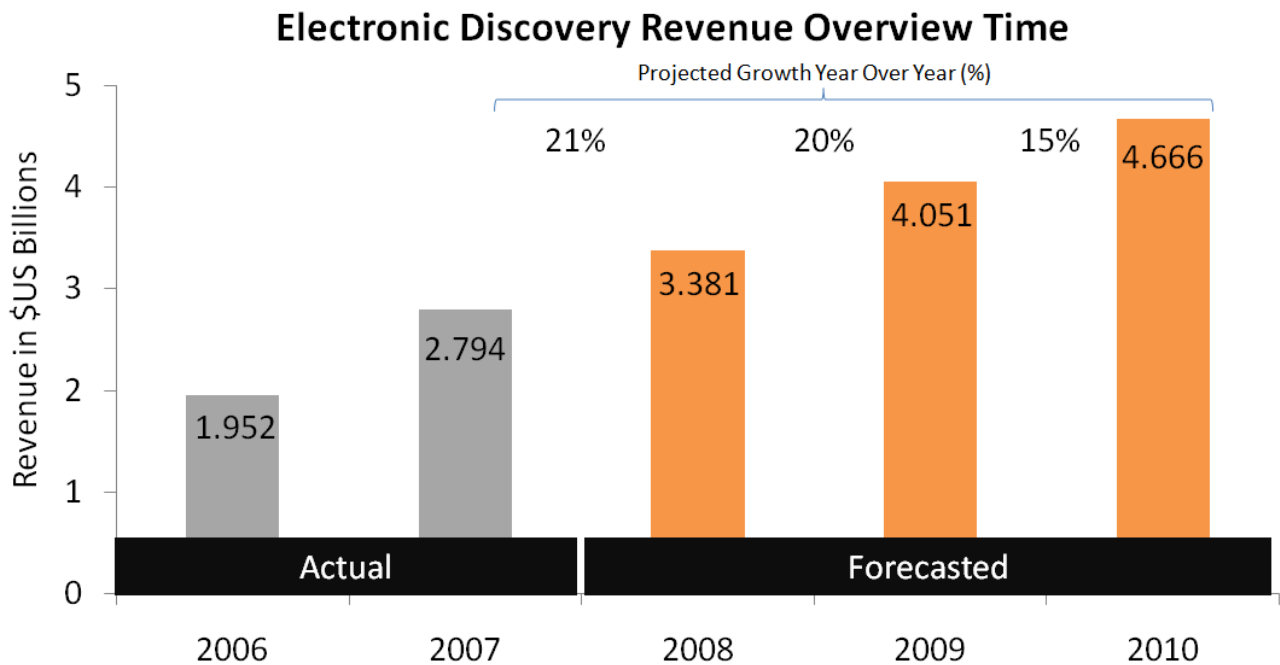


Figure 9 – Electronic Discovery Revenue Overview

Source: 2008 Socha-Gelbmann Electronic Discovery Survey

The primary methods in which electronic discovery providers deliver their solutions to the market aligns with traditional enterprise technology delivery methods and includes software licensing, managed service delivery, Software-as-a-Service (SaaS) delivery, and hybrid software/hardware appliance delivery.

Based on the major time and cost challenges and constraints facing technology professionals today, the SaaS model of solution delivery is experiencing strong growth in all industries - with as many as 50% of organizations running one of more enterprise applications as a service or considering doing so in the very near future-according to some industry surveys.<sup>x</sup>

Typically following the trends of other industries, it should be expected that electronic discovery providers who deliver electronic discovery solutions under a SaaS model should experience revenue growth percentages equal to or greater than overall industry revenue growth percentages.

## Market Drivers for Electronic Discovery

Electronic Discovery - which is simply the discovery of electronic documents and data to include email, web pages, word processing files, computer databases, and virtually anything that can be stored on a computer and can be read only through the use of computers<sup>xi</sup> - is growing in importance and need world-wide as law firms, corporations, and governmental entities seek to ensure legal, regulatory, and policy compliance both internally and externally. Spurring this growth is both the proliferation of ESI being created in the market today and the need to respond to potential concerns relating to the ESI – responses that are driven by the following ‘triggers’:

### *Litigation-Centric Electronic Discovery Triggers*

- Recognition that a law may have been violated within the organization.
- Understanding that an organization may be a candidate for a lawsuit.
- Receipt of a Preservation of Evidence Letter.
- Requirement to participate in a pre-trial Meet and Confer Conference.
- Required adherence to ESI Plan agreed upon in pre-trial Meet and Confer Conference and/or as ordered by the court.
- Production of ESI as ordered by the court.

### *Regulatory-Centric Electronic Discovery Triggers*

- Participation in a Merger or Acquisition. (Hart-Scott-Rodino Act)
- Participation in data transfer activities with multinational organizations. (Europe: Directive 2006/24/CE)
- Recognition as Public Company. (Sarbanes-Oxley Act of 2002)
- Recognition as a Broker/Dealer Organization. (SEC Rules 17a-3 and 17a-4)(NASD Rules 3010 and 3110)
- Recognition as a Financial Service Company. (Gramm-Leach-Bliley Act)
- Requirement to handle personal healthcare information. (HIPAA)
- Recognition as a pharmaceutical or related industry. (CFR Part 11)
- Recognition as a business in California or potentially doing business with firms in California (SB 1386).
- Requirement to follow Government mandated secure records management procedures. (DOD 5015.2)

### *Policy-Centric Electronic Discovery Triggers*

- Corporate Communications Policy Adherence
- Internal Records Management Policy Adherence
- Employee Harassment
- Employee Theft
- Employee Separation - Risk Mitigation Process

Electronic discovery providers that can address the electronic discovery needs driven by these triggers should be in a strong position to meet and exceed forecasted industry revenue growth percentages.



## Differentiation

Orange Legal Technologies' OneO® Discovery Platform provides distinct and quantifiable advancements over current electronic discovery services as it is one of the only offerings in a marketplace of over 600 electronic discovery companies that provides all of the following capabilities with in-house proprietary technology:

- A Complete Electronic Discovery Platform: OneO® can provide analytics, processing, and review – the core tasks of electronic discovery – from within a single platform. *This means that once data is received and ingested, there is no need for an additional platform or provider to complete these key electronic discovery tasks thus saving clients over 50% of the time and 50% of the money required for electronic discovery<sup>xii</sup> when compared to traditional discovery offerings.*
- An Integrated Electronic Discovery Platform: OneO® architecture provides for integration of electronic discovery tasks at the application level vs. the platform level. *First, this means that data transfer between the key tasks of analytics, processing, and review occurs within the OneO® platform thus increasing the defensibility of evidence by both reducing the risk of potential spoliation that can occur when transferring data between platforms and/or service providers and providing a defensible process in support of compliance with Federal Rule of Evidence 502 and current case law. Secondly, this application level integration helps OneO® index documents twice as fast as other leading solutions<sup>xiii</sup> - substantially decreasing the time and cost of electronic discovery.*
- An Online Delivery Model: OneO® is delivered to clients via a Software-As-A-Service Model (SaaS). *This means that there is no additional client-side resource or infrastructure investments necessary to implement and maintain the OneO® Discovery Platform – thus providing client's cost savings for today and investment protection for tomorrow.*

These differentiators translate into time, risk, and cost benefits when compared to the two traditional ways in which electronic discovery providers have typically approached electronic discovery offerings (Figure 10a)



Figure 10b – Traditional Options vs. OneO Discovery Platform.

Source: Orange Legal Technologies

The key elements supporting this differentiation are:

- The Integrated Architecture of the proprietary OneO® Discovery Platform.
- The Sustainability of the Software-as-a-Service Delivery Model utilized by the OneO® Discovery Platform.
- The Pricing Structure of OneO® Discovery Platform services.
- A Proven Management Team with Domain Expertise and Background of success.

**Integrated Architecture:** The primary differentiation of Orange Legal Technologies is based on its OneO® Discovery Platform being integrated at the application level by allowing the use of three executable tasks – analytics, processing, and review - within one application. This integrated architecture is not a characteristic of most electronic discovery platforms available in the marketplace today – thus providing OneO® with a technological advantage over most electronic providers.

Full integration of analytics, processing, and review is important - and a characteristic of only a few of the currently available electronic discovery offerings. A fully integrated platform is important as it helps mitigate risk in the electronic discovery process by decreasing the number of organizations, people, and applications that interact with the discoverable data during the process of electronic discovery. Every additional “touch” of the data by organizations, people, or applications increases the risk of chain of custody violations, increases the potential for spoliation, and increases the potential for human error.

Additionally, each additional “touch” typically increases the time required to complete the overall discovery process – thus directly increasing the cost of each electronic discovery matter. OrangeLT™’s OneO® Discovery Platform is inherently integrated and provides analysis, processing, and review from within a single application. Also, OneO® provides users with the capability to import and/or export data from/to other electronic discovery services – thus providing users complete control over which complimentary services and providers they may already be using in their discovery efforts.

**Sustainability of SaaS Delivery Model:** Delivered under a Software as a Service (SaaS) model, legal professionals can leverage the analytics, processing, and review capability of Orange Legal Technologies’ OneO® Discovery Platform without having to make incremental investments for hardware, software, or support personnel. While the SaaS model is becoming more prevalent in the electronic discovery arena, currently there are few providers that provide integrated analytics, processing, and review delivered via SaaS.

This service delivery model, differing from software licensing, managed service, and software/hardware appliance models, provides investment protection and sustainability for OneO® users by allowing service enhancements and support without requiring on premise upgrades and maintenance.

When considering the types delivery models of available to service providers – the recent results of an InformationWeek sponsored study<sup>xiv</sup> of 374 business technology professionals provided a snapshot of the challenges associated with non-SaaS delivery models. When asked “What are the biggest challenges associated with on-premise business applications? (Hardware and/or Software Solutions Residing inside the Corporate Firewall)”, respondents shared the following thoughts (*Figure 10b*).

- Cost of IT Staff Resources Required To Support/Manage: 57%
- Cost Of Upgrades: 57%
- Cost To Maintain: 55%
- Can’t Take Advantage Of New Functionality Because Not On The Most Current Version: 34%
- Lack Of Flexibility To Support Changing Business Needs: 32%
- Dated User Interface: 27%
- Limited Number Of Vendors To Choose From: 22%

*\*Multiple Responses Allowed*

## What are the biggest challenges with on-premise business applications?

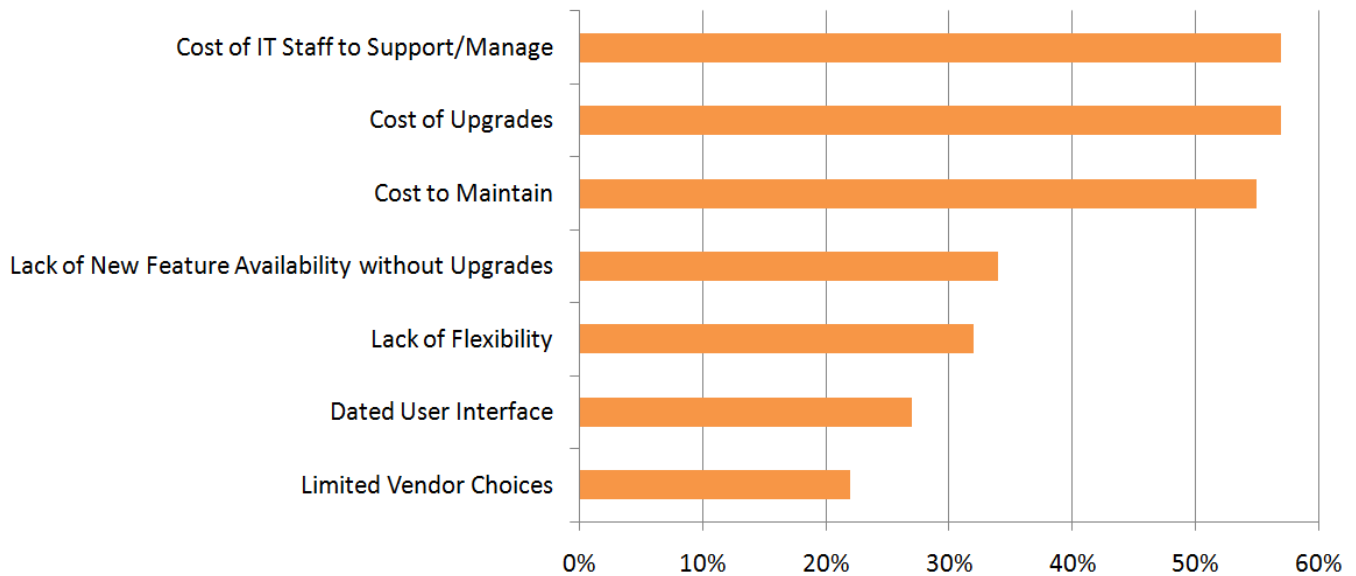


Figure 10b – On-Premise Business Application Challenges

Source: InformationWeek

Based on an objective review of these respondent answers - as well as the complete results of the InformationWeek Study - there appears to be substantial reason electronic discovery service decision makers to consider the delivery model sustainability of SaaS-based services – such as those provided by OrangeLT™ – as the most cost effective and resource efficient model to use when sourcing electronic discovery services.

Pricing Structure: Based on a combination of services available, integrated architecture, and service delivery model, OrangeLT™ is able to deliver its services under a pricing model that both allows for OrangeLT™ to achieve its financial objectives and allows clients to acquire these services at a highly competitive price.

Based on the 6th Annual Socha-Gelbmann Electronic Discovery Survey, the combined pricing for OrangeLT™'s analytics, processing, and review services is approximately 15% lower than industry standard pricing. A graphical comparison of forecasted electronic discovery costs for a 100GB project requiring analytics, processing, and review between Traditional Electronic Discovery Approaches (Filtering, Processing, Review)<sup>xv</sup>, A Major Competitor's Discovery Approach<sup>xvi</sup> (Clearwell Systems), and Orange Legal Technologies' OneO® Discovery Platform Approach<sup>xvii</sup> is provided below (Figure 11).

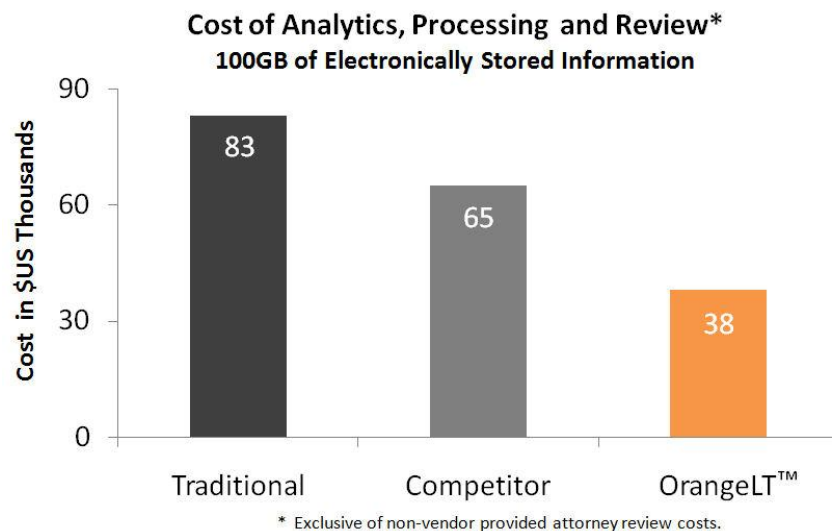


Figure 11 – Cost of Analytics, Processing and Review

Source: Orange Legal Technologies

This comparison, which shows the potential savings for legal professionals in the Orange Legal Technologies' One® Discovery Platform approach to analytics processing and review, coupled with the additional savings and risk mitigation benefits of the OneO® integrated architecture and SaaS – make the cost of acquisition for OneO® services one of the most favorable in the industry.

Proven Management Team: Under the direction of the corporate management team headquartered in Salt Lake City, Utah, Orange Legal Technologies' senior management team is an extremely disciplined and experienced team that has extensive domain expertise in business, technology, and litigation support. Led by Bret Laughlin, President, CEO, and Founder, the team has over 156 years of combined experience. A snapshot of this team, their role, and their experience is provided below.

- Bret Laughlin – President, CEO, and Co-Founder  
13 Years Litigation Support Industry Experience | Litigation Document Group
- Martin Reich – Chief Software Architect  
40 Years Software Development Experience | Retail – Medical – Legal - Litigation Support
- Gregory J. Spicer – Executive Vice President  
20 Years Litigation Support Experience | Encore Discovery - Whitmont Legal Technologies - IKON
- Ronda Raymond - Vice President, Operations and E-Discovery Solutions  
19 Years Litigation Support Industry Experience | IKON - MidnightRun
- Brian Meegan - Vice President, Business Development  
14 Years Litigation Support Industry Experience | IKON - Uniscribe - ONSITE3
- Rob Robinson - Vice President, Marketing  
15 Years Marketing Experience | Compaq - Crossroads - RenewData - ONSITE3
- Scott Bailey - Director of E-Discovery Operations  
15 Years Technology Experience | Encore Legal Solutions - Catalyst Repository Systems
- Kristin Currey – Director of National Accounts  
20 Years Litigation Support Industry Experience | Eastman Kodak - IKON - H5

Additionally, short biographies of these key leaders are provided below.

**Bret Laughlin – President, CEO, and Founder**

Bret Laughlin oversees the technology, expansion, marketing and administration of Orange Legal Technologies and The Litigation Document Group. Bret started in the litigation support industry in 1995 and has successfully built his companies from one office in Salt Lake City to four offices throughout the western states. Bret founded Orange Legal Technologies in 2007 to expand operations into larger markets such as San Francisco and Los Angeles as well as focus primarily on the growing electronic discovery market. With the acquisition of the OneO® Discovery Platform, Bret has positioned Orange Legal Technologies to take advantage of the expanding electronic discovery opportunity.

**Martin Reich – Chief Software Architect**

Martin Reich joined Orange Legal Technologies from Midnight Run where he was the primary software architect of Wrivet®, (now OneO® Discovery Platform). Martin's primary responsibility is the continued support and development of the OneO® Discovery Platform software application. With 40 years of software development experience, Martin has consistently maintained a position at the leading edge of shared services technology and has succeeded in extending the existing software boundaries through his development efforts. He created the architecture for the original Banana Republic web site and also designed, developed and installed the software responsible for automating law school admissions processing within the United States – a development effort that during its 20 year lifespan has processed more than 10 million applications for approximately 2 million law school applicants.

#### Gregory J. Spicer – Executive Vice President

Gregory Spicer is responsible for engaging with and supporting both Am Law 200 and Fortune 500 firms in the discussion, development, and deployment of Orange Legal Technologies' OneO® Discovery Platform. With extensive litigation support industry experience, Mr. Spicer previously was the Senior Vice President of Sales at Encore. Prior to joining Encore in 2006, he was Vice President of Professional Services for Whitmont Legal Technologies, where he led the company's national Professional Services Group. Previous to his employment at Whitmont, Mr. Spicer worked at IKON Legal Document Services, managing large projects for Fortune 500 companies.

#### Ronda Raymond - Vice President, Operations and E-Discovery Solutions

Ronda Raymond is responsible for overseeing the operations, sales and support of OneO® Discovery Platform. Ronda Raymond began her career in the litigation support industry in 1990. Her background includes operations, sales and management in all aspects of the legal support business. Ronda has been involved in the e-discovery market since 2003 working with operations, development, sales, marketing and customer support to offer traditional and application services to law firms and corporations. Before joining OrangeLT™, Ronda was CEO of Midnight Run, Inc. a San Francisco-based litigation support company.

#### Brian Meegan - Vice President, Business Development

Brian Meegan oversees Orange Legal Technologies' business development efforts. Brian is also directly responsible for managing Orange Legal Technologies' Los Angeles based regional sales force and operational staff. Brian brings a wealth of industry experience from his many years in the litigation support industry. Prior to Orange Legal Technologies, Brian served as the Managing Partner for ONSITE3's Los Angeles operations and was responsible for managing the company's west coast sales and operations. Prior to ONSITE3, Brian served as vice president of the west region for Uniscribe Professional Services. While at Uniscribe, Brian was responsible for nearly 350 employees including sales and operations for all of the company's facility management and city centers within the region. In addition to this experience, Brian served as the Southern California director of sales for IKON during its acquisition and restructuring period.

#### Rob Robinson - Vice President, Marketing

Rob Robinson is responsible for the creation, development and execution of external and internal communication and marketing programs. Based in Austin, Texas, Rob is a proven eDiscovery marketer who has held senior leadership positions with several top tier providers to include roles as the Vice President of Marketing at ONSITE3 and Senior Director of Marketing at RenewData. He has also had senior level managerial leadership positions in technology-centric organizations to include Crossroads Systems (Director of Marketing - Storage Area Networking), Azurix (Director of Procurement Services - B2B Online Marketplace) and Compaq Computer (Product Manager - Deskpro and Prosignia Product Lines).

#### Scott Bailey - Director of E-Discovery Operations

Scott Bailey is very well known and respected technology expert in the litigation support industry and has more than 15 years of experience in the legal industry in the areas of litigation support, consulting, electronic discovery, and document conversion. Prior to joining Orange Legal Technologies, he was the Director of Electronic Data Discovery (EDD) Operations for Catalyst Repository Systems, where he built and led a team of consultants, managers and EDD specialists servicing a full range of complex litigation projects. Scott also has extensive experience in leveraging new technologies and work flow features to streamline client service and processing department interactions – experience that has translated into increased efficiencies and decreased expenses for both the organizations he has served with and the teams that he has led.

#### Kristin Currey - Director of National Account Sales

Kristin Currey is an achievement oriented, dynamic and strategic sales professional with a history of providing electronic discovery solutions to Fortune 500 companies and to the AM Law 200 Law Firms. Kristin's success is a direct result of her ability to identify her client's business challenges and consequently devote herself to collaboratively shaping relevant solutions that drive their business's strategic initiatives. Prior to joining Orange Legal Technologies Kristin was a National Practice Director with H5 Technologies. Kristin spent several years prior with IKON Office Solutions as a Regional Director with their National Accounts team. Kristin holds numerous awards in sales and sales management achievements and is an active member of Electronic Discovery Professionals.

## Competitive Positioning

Orange Legal Technologies positioning within the electronic discovery competitive landscape consists of two primary competitive baselines:

- 1) Strategic Positioning in relation to the Socha-Gelbmann four tier vendor stratification.
- 2) Tactical Positioning in relation to competitive vendors and their portfolio of electronic discovery offerings.

### Strategic Positioning Overview

The electronic discovery market is typically stratified into four key tiers as defined by the 2008 Socha-Gelbmann Electronic Discovery Survey. These tiers are as follows:

Tier 1: Tier 1 providers are established in the market, on average have revenues of approximately \$39 million, are national and generally international in scope, are widely recognized in the market, and offer a broad range of services. It is estimated that approximately 30 providers fit this profile.

Tiers 2: Tier 2 providers average approximately \$6.6 million in revenues; also offer a wide variety of services; and may be either national or regional in scope although they sometime are active internationally. It is estimated that approximately 60 providers fall into this category.

Tiers 3: Tier 3 providers are the remainder of providers active in the electronic discovery arena. They may be smaller versions of the Tier 2 providers. They might, however, be larger organizations that only devote a small portion of the energies to electronic discovery. It is estimated that are over 510 organizations active at this level.

Tier 4: Do It Yourself (DIY): This group consists of law firms and corporations who are doing something more than an inconsequential amount of electronic discovery internally, work that otherwise would have been sent to a provider. While not precise in number, research data indicates a substantial, continuing growth in internal electronic discovery work, in particular among the AMLAW 200 / National Law Journal 250 and Fortune 100. It is estimated that approximately 600 law firms and corporations fall into this grouping.

Based on this strategic stratification, Orange Legal Technologies can be considered a Tier 2 Electronic Discovery Provider, with a targeted competition base consisting of approximately 90 electronic discovery firms – the aggregate estimated amount of Tier 1 and Tier 2 Providers. It is from within the targeted competition base that Orange Legal Technologies defines its key tactical competitors for comparison and contrast efforts in sales, businesses development, product development, and marketing.

### Tactical Positioning Overview

From a tactical competitive positioning perspective, Orange Legal Technologies evaluates the electronic discovery marketplace based on four specific competitive areas. These high level evaluation areas include a competitor's:

- Capability: What is provider's capability?
- Flexibility: How well does the provider's offering integrate with other electronic discovery tasks (internal) or providers (external)?
- Delivery: What is the provider's delivery model?
- Pricing: Does the provider's offering offer traditional or "analytics upfront" cost benefits?

Taking the results of three key electronic discovery landscape documents, those being the Sixth Annual Socha-Gelbmann Electronic Discovery Survey (August 2008), the Thirteenth Annual AMLAW Tech Survey (October 2008), and the recent Gartner MarketScope For eDiscovery Software Providers (December 2008), the following listing provides a "triangulated" overview of the top twenty national providers.

## The Top Twenty Electronic Discovery Tactical Competitors

### AccessData (Software)

- Capability: Identification, Preservation, Collection, Processing
- Flexibility: Ability to Transfer Data to Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front) + Software Product Purchase Requirement (Up Front Investment)
- Website: <http://www.accessdata.com/index.html>

### Autonomy (ZANTAZ) (Software And Service)

- Capability: Processing, Review (Introspect)
- Flexibility: Ability to Transfer Data Between Introspect (ZANTAZ EDD and Review Applications) and Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product and Software As A Service (SaaS) Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front) + Software Product Purchase Requirement If Not Delivered Under SaaS Model (Up Front Investment)
- Website: <http://www.zantaz.com/products/electronic-discovery/index.htm>

### Clearwell Systems (Appliance)

- Capability: Analytics, Processing, Review (Clearwell eDiscovery Platform)
- Flexibility: Ability to Transfer Data to Third Party Review Tools (Platform Level Integration)
- Delivery: Appliance Model
- Pricing: Appliance Purchase Requirement (Up Front Investment)
- Website: <http://www.clearwellsystems.com>

### DTI Global (Integrator Of Services)

- Capability: Integrator Of Collection (National Data Center), Analytics (Attenex), Processing (National Data Center), Review(iCONNECT)
- Flexibility: Ability to Transfer Data to Third Party Review Tools (Platform Level Integration- Based On Use Of Third Party Tools))
- Delivery: Managed Service Model
- Pricing: Analytics Up Front Metrics (If Using Attenex Service)
- Website: <http://www.dti-global.com/e-discovery>

### Encore Discovery Solutions (Integrator Of Services)

- Capability: Integrator Of Collections, Analytics (Attenex), Processing (National Data Center), Review(FYI 3.0, iCONNECT, kCura, Summation WebBlaze)
- Flexibility: Ability to Transfer Data to Third Party Review Tools (Platform Level Integration- Based On Use Of Third Party Tools))
- Delivery: Software As A Service (SaaS)
- Pricing: Analytics Up Front Metrics (If Using Attenex Service)
- Website: <http://www.encorelegal.com/index.html>

### Epiq Systems (Software And Service)

- Capability: Collection, Analytics Processing Review (DocuMatrix, eDataMatrix)
- Flexibility: Ability to Transfer Data to Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product, Software As A Service (SaaS), Hybrid (Software+SaaS)
- Pricing: Analytics Up Front Metrics (If Using eDataMatrix)
- Website: <http://www.epiqsystems.com/home.php>

#### Fios (Service)

- Capability: Collection, Processing Review (Prevail, iCONNECT)
- Flexibility: Ability to Transfer Data Between Fios Processing and/or Fios Prevail and Third Party Review Tools (Platform Level Integration)
- Delivery: Managed Service Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.fiosinc.com/>

#### FTI Technology (Software And Service)

- Capability: Identification, Preservation, Collection, Analytics (Attenex Patterns ) Processing Review (Ringtail)
- Flexibility: Ability to Transfer Data Between Attenex Patterns, Ringtail, and Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product (Attenex Patterns), Managed Service Model (Ringtail)
- Pricing: Analytics Up Front Metrics, Up Front Investment (If Using Attenex Patterns Software)
- Website: <http://www.fticonsulting.com/web/services/Technology.html>

#### Guidance Software (Software And Service)

- Capability: Identification, Preservation, Collection, Processing, Review(EnCase Enterprise, EnCase eDiscovery)
- Flexibility: Ability to Transfer Data Between EnCase Enterprise, EnCase eDiscovery, and Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product (EnCase Enterprise), Managed Service Model (EnCase eDiscovery)
- Affordability: Traditional Discovery Affordability Metrics (No Analytics Up Front), Up Front Investment (If Using EnCase Enterprise Software)
- Website: <http://www.guidancesoftware.com/>

#### Huron Consulting (Service)

- Capability: Preservation, Collection, Processing, Review (V3locity)
- Flexibility: Unknown (Appears To Have At Least Platform Level Integration)
- Delivery: Managed Service Model
- Affordability: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.huronconsultinggroup.com/>

#### i365 (MetaLINCS) (Software And Service)

- Capability: Capability: Identification, Preservation, Collection, Processing, Review(MetaLINCS eDiscovery Suite,MetaLINCS Managed Service)
- Flexibility: Ability to Transfer Data at the Application Level within eDiscovery Suite (Application Level Integration) and with Third Party Review Tools (Platform Level Integration)
- Delivery: Software/Product, Managed Service Model, Hybrid Model
- Pricing: Analytics Up Front Metrics, Up Front Investment (If Using MetaLINCS eDiscovery Suite Software or Hybrid Model)
- Website: <http://www.i365.com/ediscovery/index.html>

#### iCONNECT (Service)

- Capability: Review(iCONNECTnxt)
- Flexibility: Ability to Transfer Data with Third Party Platforms (Platform Level Integration)
- Delivery: Managed Service Model (In-House or via Application Service Provider)
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.iconect.com/>



### iPRO Technologies (Software And Service)

- Capability: Processing (eCapture, eCapture SaaS), Review (eReview, View)
- Flexibility: Ability to Transfer Data with Third Party Platforms (Platform Level Integration)
- Delivery: Software/Product, Managed Service Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front), Up Front Investment (If Using iPRO eCapture or View Software)
- Website: <http://www.iprotech.com/>

### Iron Mountain (Stratify) (Service)

- Capability: Analytics (Analytics Service), Processing (Legal Discovery Service), Review (Legal Discovery Service)
- Flexibility: Ability to Transfer Data internally between Analytics, with Third Party Platforms (Platform Level Integration)
- Delivery: Managed Service Model
- Pricing: Analytics Up Front Metrics
- Website: <http://www.stratify.com/>

### Kazeon (Software)

- Capability: Collection, Processing (Kazeon eDiscovery Suite)
- Flexibility: Ability to Transfer Data within eDiscovery Suite (Application Level Integration) and with Third Party Platforms (Platform Level Integration)
- Delivery: Software/Product
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front), Up Front Investment
- Website: <http://www.kazeon.com/index.php>

### Kroll Ontrack (Service)

- Capability: Preservation, Collection, Processing, Review (InView)
- Flexibility: Ability to Transfer Data with Third Party Platforms (Platform Level Integration)
- Delivery: Software/Product (InView), Managed Service Model (Preservation, Collection, Processing)
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.krollontrack.com/>

### LexisNexis (Applied Discovery) (Service)

- Capability: Collection, Processing, Review (Online Review Application)
- Flexibility: Ability to Transfer Data with Third Party Platforms (Platform Level Integration)
- Delivery: Managed Service Model (Collection, Processing, Review)
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.applieddiscovery.com/>

### Merrill Corporation (Service)

- Capability: Collection, Processing, Review (LextraNet)
- Flexibility: Ability to Transfer Data within Internal Platforms and with Third Party Platforms (Platform Level Integration)
- Delivery: Managed Service Model (Collection, Processing, Review)
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front)
- Website: <http://www.merrillcorp.com>

## Symantec (Software)

- Capability: Collection (eVault Based Collection), Processing (Discovery Accelerator Module For eVault)
- Flexibility: Ability to Transfer Data within Internal Platforms (Application Level Integration) and with Third Party Platforms (Platform Level Integration)
- Delivery: Software/Product Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front), Up Front Investment
- Website: <http://www.symantec.com>

## ZyLAB (Software)

- Capability: Collection(ZyIMAGE), Processing (ZyIMAGE eDiscovery Module)
- Flexibility: Ability to Transfer Data within Internal Platforms and with Third Party Platforms (Platform Level Integration)
- Delivery: Software/Product Model
- Pricing: Traditional Discovery Affordability Metrics (No Analytics Up Front), Up Front Investment
- Website: <http://www.zylib.com/index.html>

Using this same evaluation approach, provided below is both an overview of Orange Legal Technologies as well as description of its key differentiators when viewed through the evaluation criteria.

## Orange Legal Technologies (Service)

- Capability: Analytics, Processing, Review
- Flexibility: Ability to Transfer Data within Internal Platform (Application Level Integration) and with Third Party Platforms (Platform Level Integration)
- Delivery: Software-as-a-Service Model
- Pricing: Analytics Up Front Metrics
- Website: <http://www.orangelt.com>

Capability and Pricing: A Complete Electronic Discovery Platform - OneO® can provide analytics, processing, and review – the core tasks of electronic discovery – from within a single platform. *This means that once data is received and ingested, there is no need for an additional platform or provider to complete these key electronic discovery tasks thus saving clients over 50% of the time and 50% of the money required for electronic discovery<sup>xviii</sup> when compared to traditional discovery offerings.*

Flexibility: An Integrated Electronic Discovery Platform - OneO® architecture provides for integration of electronic discovery tasks at the application level vs. the platform level. *First, this means that data transfer between the key tasks of analytics, processing, and review occurs within the OneO® platform thus increasing the defensibility of evidence by both reducing the risk of potential spoliation that can occur when transferring data between platforms and/or service providers and providing a defensible process in support of compliance with Federal Rule of Evidence 502. Secondly, this application level integration helps OneO® index documents twice as fast as other leading solutions<sup>xix</sup> - substantially decreasing the time and cost of electronic discovery.*

Pricing And Delivery: An Online Delivery Model - OneO® is delivered to clients via a Software-As-A-Service Model (SaaS). *This means that there is no additional client-side resource or infrastructure investments necessary to implement and maintain the OneO® Discovery Platform – thus providing client's cost savings for today and investment protection for tomorrow.*

While there is certainly a highly competitive environment in the electronic discovery arena, Orange Legal Technologies believes its ability to deliver a complete electronic discovery platform, with integration at the application level, via an online Software-as-a-Service model should allow it to be highly competitive in developing and sustaining revenue against the key marketplace competitors and their offerings.

## Contact

For more information on Orange Legal Technologies, visit our website at [OrangeLT.com](http://OrangeLT.com), via email at [info@orangelt.com](mailto:info@orangelt.com), or via one of our four domestic locations:

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San Francisco, CA 94111  
415-989-7922 telephone

Spokane  
421 West Riverside Avenue, Suite 319  
Spokane, WA 99201  
509-744-0200 telephone



Good for you.  
Great for your clients.

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- <sup>i</sup> Kroll Ontrack, Glossary of Terms, <http://www.krollontrack.com/glossaryterms>
- <sup>ii</sup> Electronic Discovery Reference Model (EDRM), <http://www.edrm.net>.
- <sup>iii</sup> Orange Legal Technologies, Predictive Pricing Estimator, August 2008. (100GB Estimated Client Volume At Initiation).
- <sup>iv</sup> Clearwell Systems Rapid Indexing, <http://www.clearwellsystems.com/products/e-discovery-processing.php>, December 28, 2009. (Clearwell Indexing @ 10-12GB/Hour, OrangeLT® Indexing @ 25GB/Hour).
- <sup>v</sup> Ferris Research Vendor Overview, <http://www.ferris.com/2008/08/13/orange-legal-technologies-hosted-e-discovery/>, August, 2008.
- <sup>vi</sup> The American Lawyer, 2008 AMLAW 200.
- <sup>vii</sup> Ferris Research Vendor Overview.
- <sup>viii</sup> Article: Defuse Fear and Disarm EDD Vendors, Law Technology News, Monica Bay, Editor, October 2007
- <sup>ix</sup> 6<sup>th</sup> Annual Socha-Gelbmann Electronic Discovery Survey, August, 2008.
- <sup>x</sup> Special Report: SaaS, Information Week, Heather Vallis – Research Managing Editor - April 2008.
- <sup>xi</sup> Kroll Ontrack, Glossary of Terms.
- <sup>xii</sup> Orange Legal Technologies, Predictive Pricing Estimator, August 2008. (100GB Estimated Client Volume At Initiation).
- <sup>xiii</sup> Clearwell Systems Rapid Indexing, <http://www.clearwellsystems.com/products/e-discovery-processing.php>, December 28, 2009. (Clearwell Indexing @ 10-12GB/Hour, OrangeLT® Indexing @ 25GB/Hour).
- <sup>xiv</sup> Special Report: SaaS, Information Week.
- <sup>xv</sup> 6<sup>th</sup> Annual Socha-Gelbmann Electronic Discovery Survey.
- <sup>xvi</sup> Orange Legal Technologies, Competitive Note #13 – The Cost of the Clearwell Solution...In Their Own Words, September 2008.
- <sup>xvii</sup> Orange Legal Technologies, Predictive Pricing Estimator, August 2008.
- <sup>xviii</sup> Orange Legal Technologies, Predictive Pricing Estimator, August 2008. (100GB Estimated Client Volume At Initiation).
- <sup>xix</sup> Clearwell Systems Rapid Indexing, <http://www.clearwellsystems.com/products/e-discovery-processing.php>, December 28, 2009. (Clearwell Indexing @ 10-12GB/Hour, OrangeLT® Indexing @ 25GB/Hour).