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Orange Legal Technologies

Considering Third Generation eDiscovery?
ILTA Product Briefing of the OneO® Discovery Platform

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Considering Third Generation eDiscovery?

- What are the elements of an eDiscovery offering?
- What are the core offerings in eDiscovery?
- How can one compare different eDiscovery offerings?
- How big is the electronic discovery challenge?
- How do we help to solve eDiscovery challenges?

Presented by Ronda Raymond - Vice President of E-Discovery Solutions, Orange Legal Technologies

Ronda Raymond is responsible for overseeing the operations, sales and support of Orange Legal Technologies' 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 eDiscovery 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.

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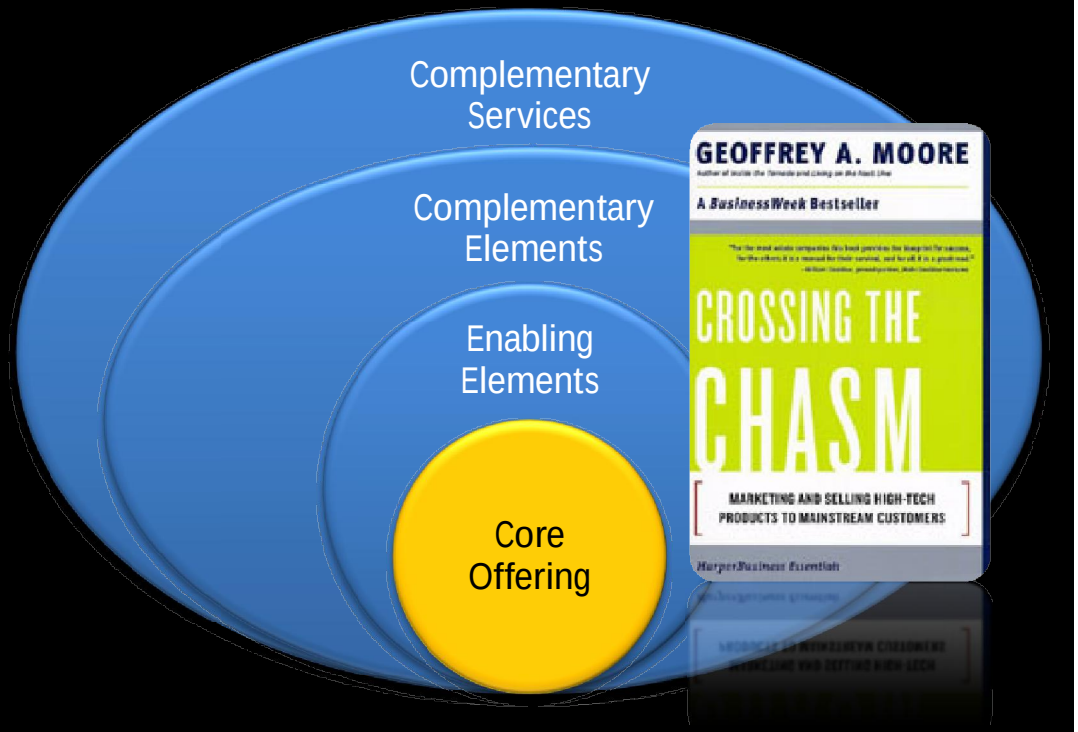
What are the elements of an eDiscovery offering?

Using Geoffrey Moore's* "whole product" definition as a guide, an eDiscovery offering typically consists of:

- Core Offering
  Analytics | Processing | Review
- Enabling Elements
  Hardware | Software | Connectivity
- Complementary Elements
  Architecture | Protocols | Interfaces
- Complementary Services
  Consulting | Training | Support



* Technology Consultant and Author of "Crossing the Chasm"

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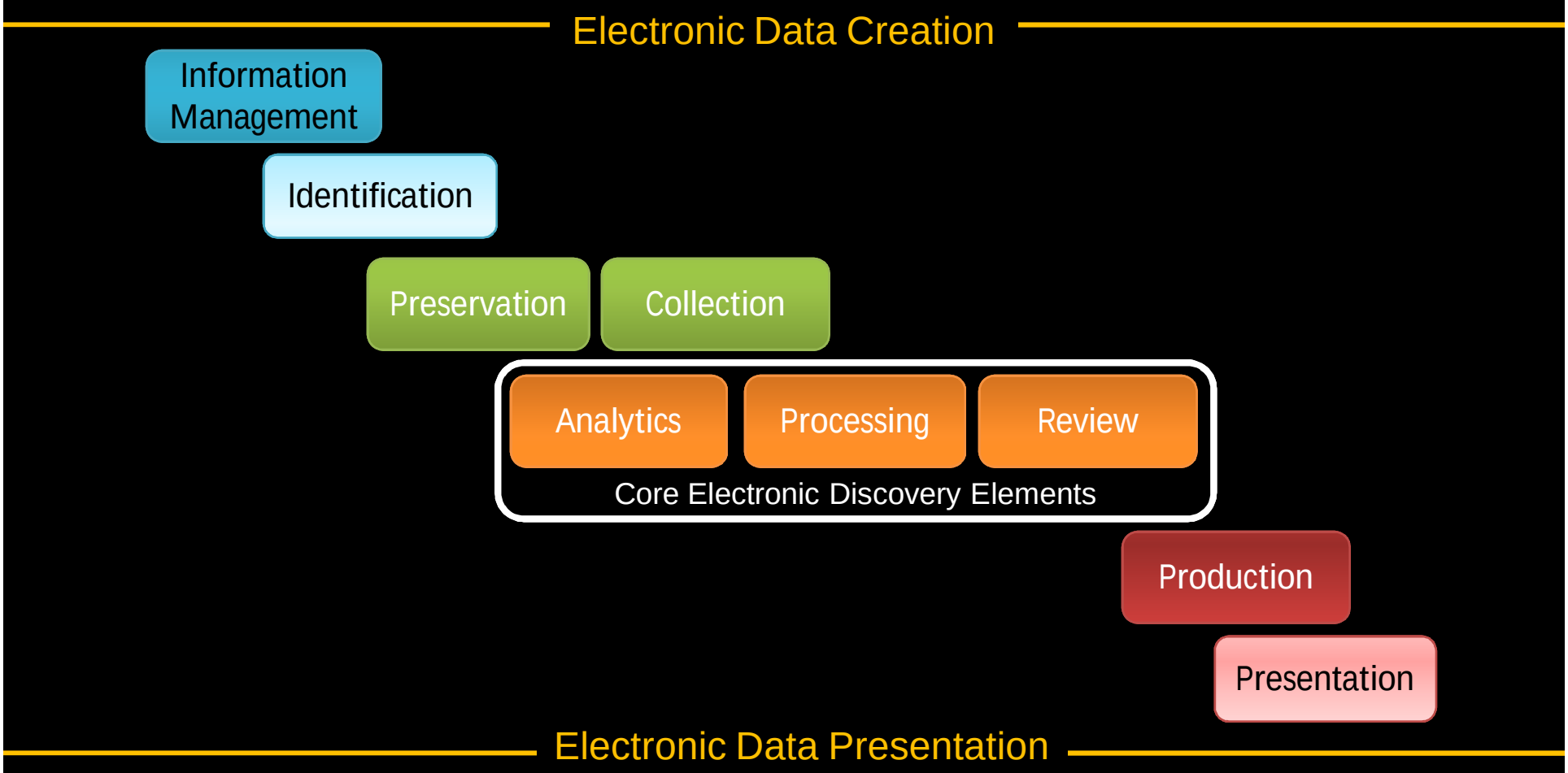
What are the core offerings in eDiscovery?

Waterfall Model of Electronic Discovery



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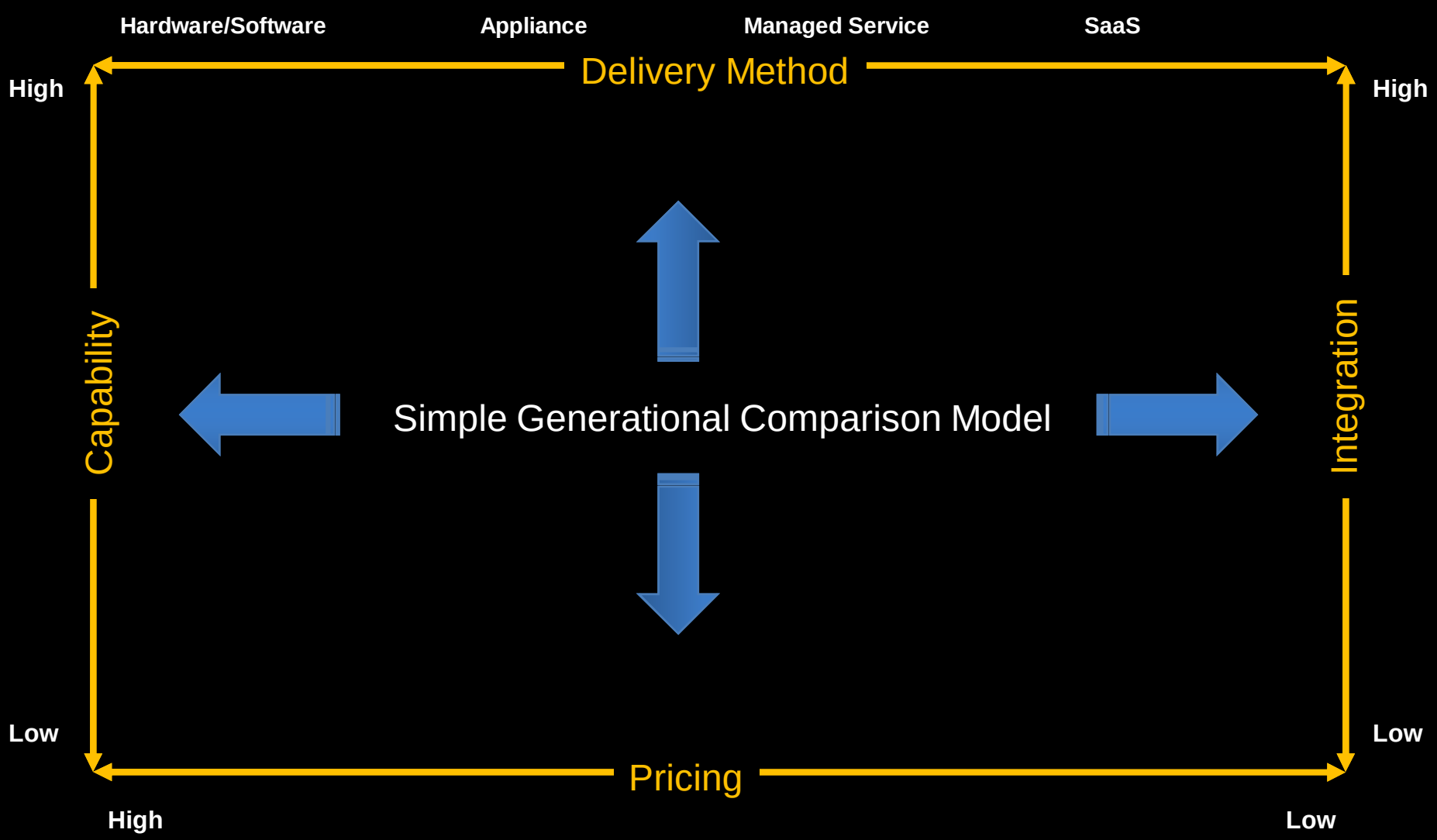
How can one compare different eDiscovery offerings?



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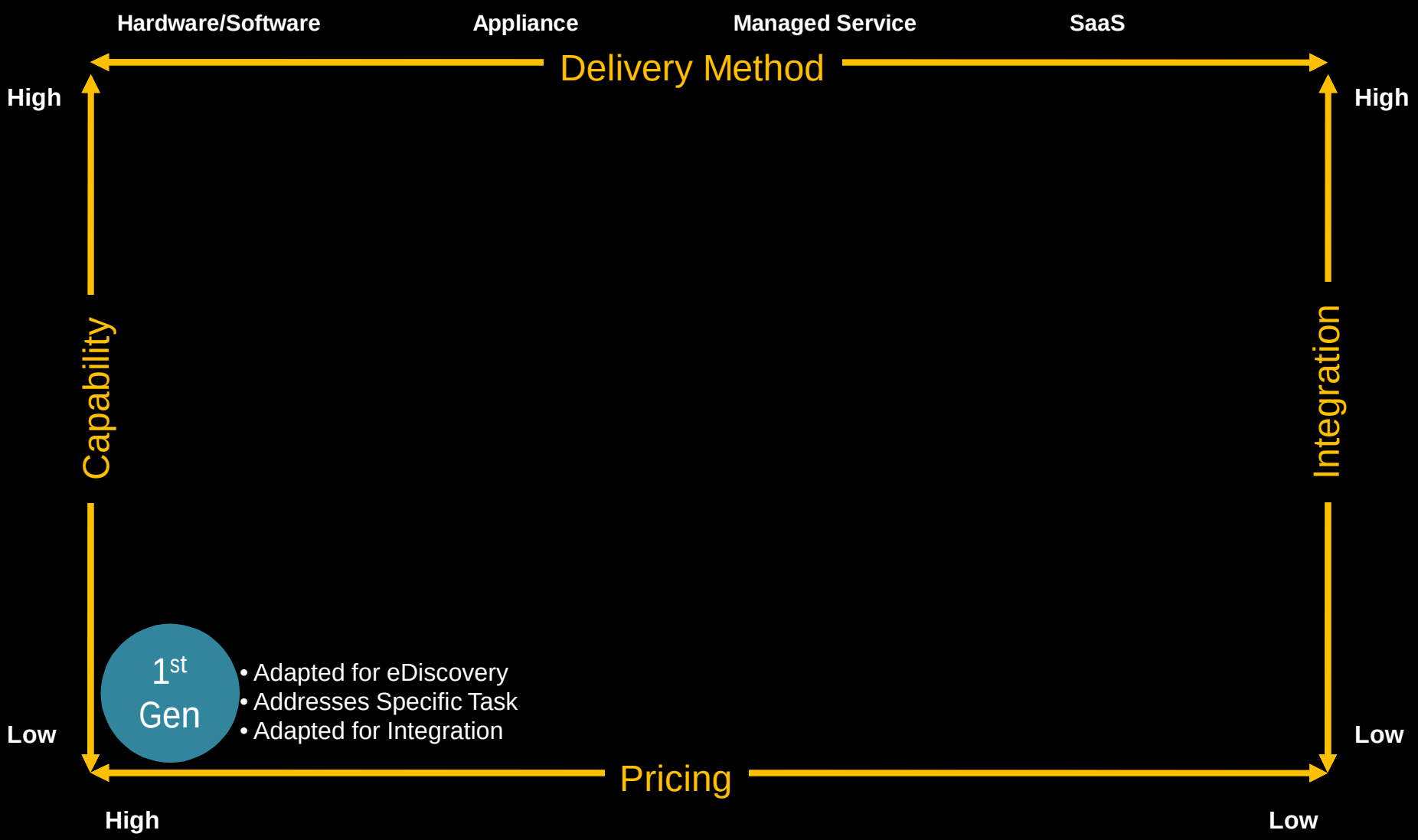
Considering first generation eDiscovery?



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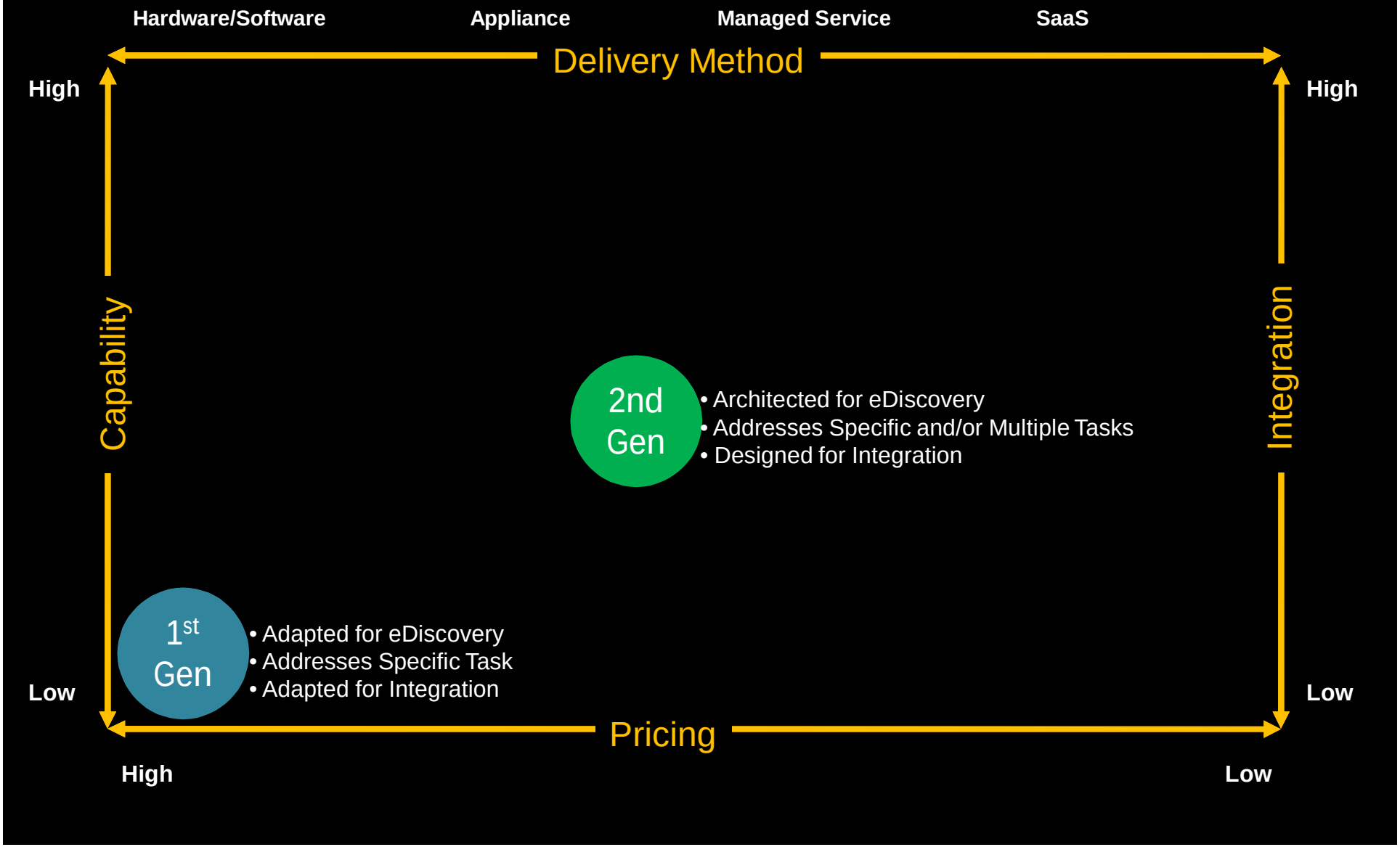
Considering second generation eDiscovery?



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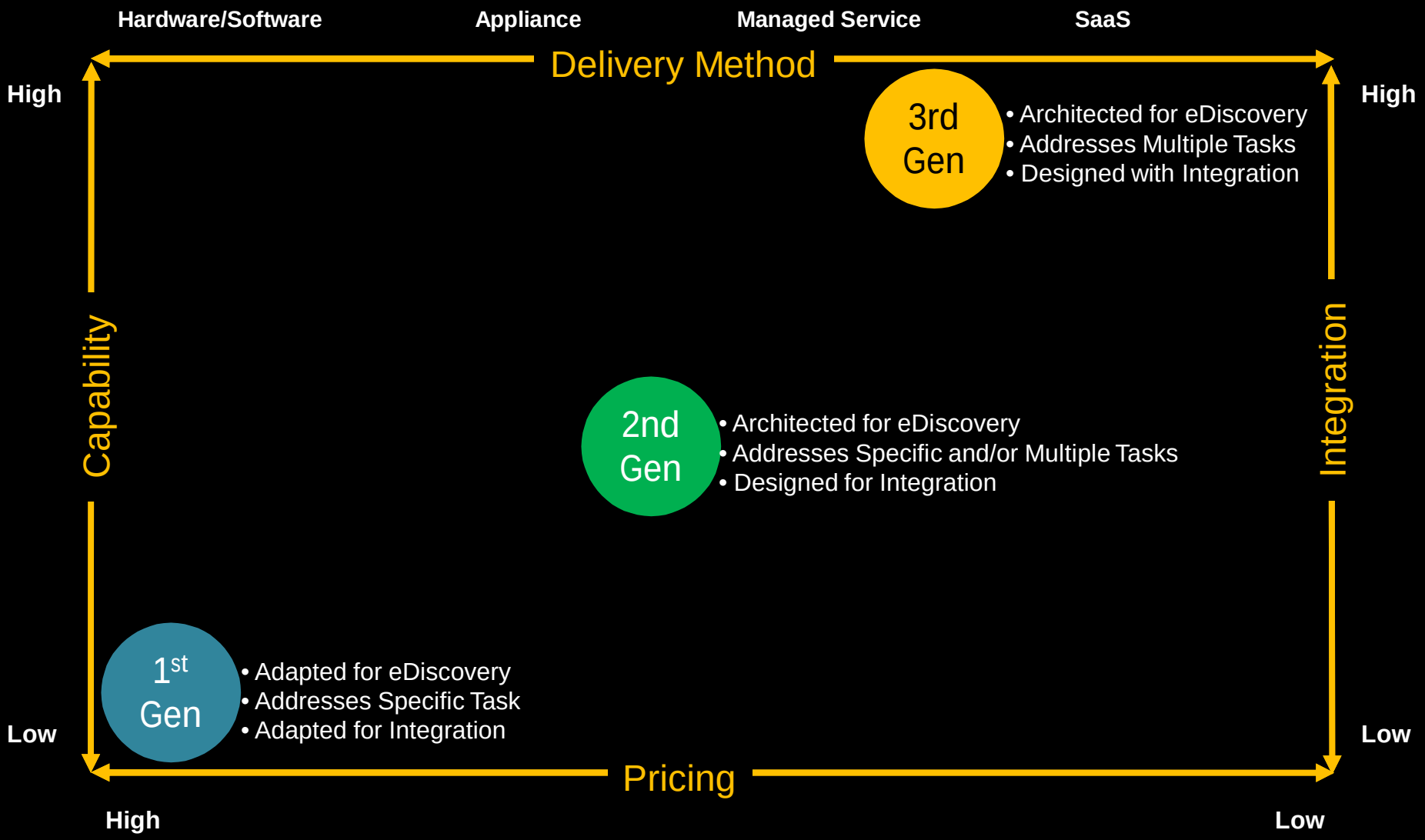
Considering third generation eDiscovery?



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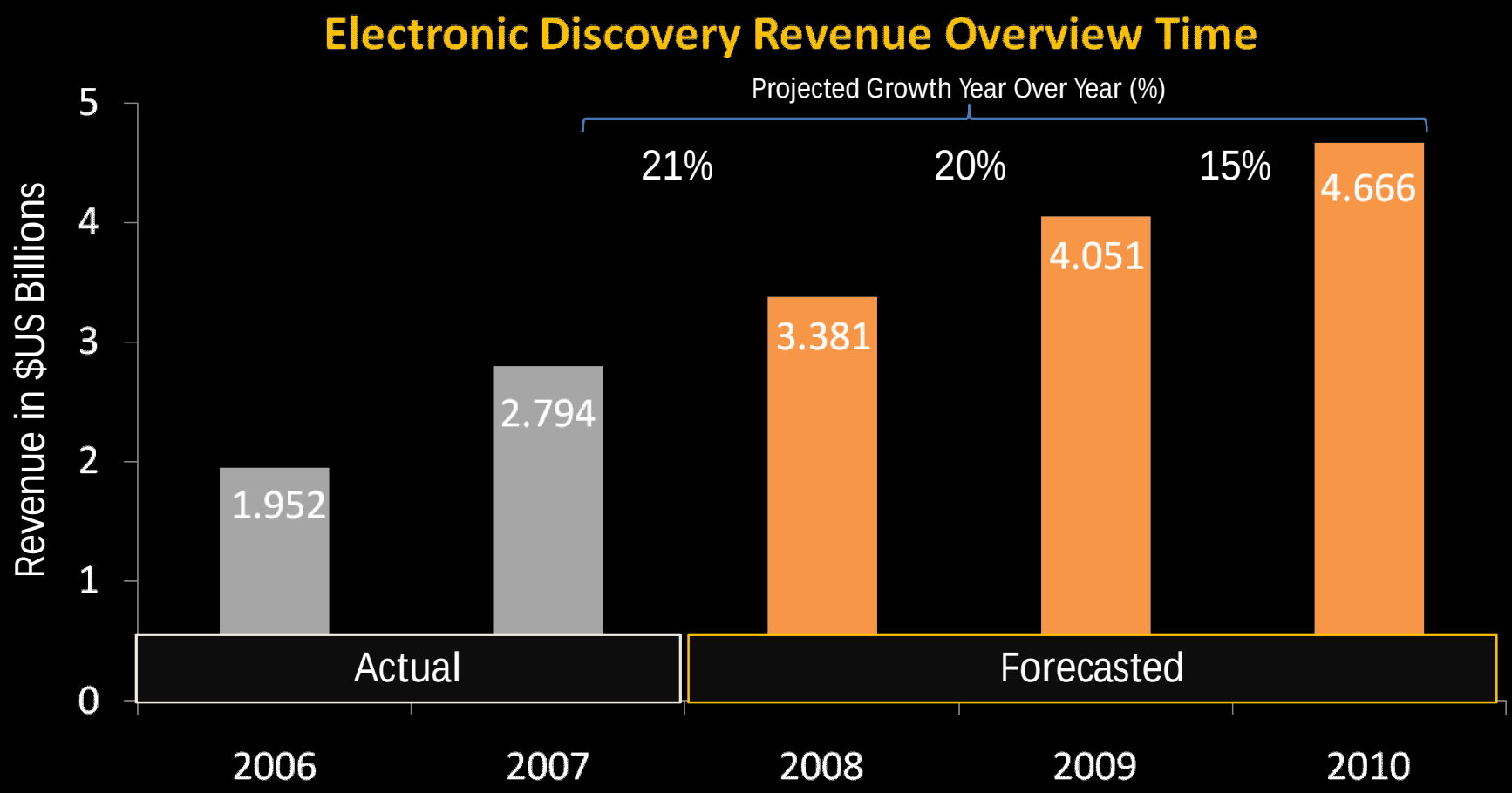
How big is the electronic discovery challenge?

Source: 2008 Socha-Gelbmann Electronic Discovery Survey



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How do we help to solve eDiscovery challenges?

The OneO® Discovery Platform is an integrated, web-accessible, forensically sound electronic discovery platform that enables online analytics, processing, and review from the security of a hosted centralized repository.

The OneO® Discovery Platform is designed specifically to increase speed and reduce costs in these tasks.

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We provide key and core eDiscovery offerings.

We deliver e-discovery services that support the litigation, audit, and investigation requirements of legal professionals.

We are a private company, founded in 2007, and have less than 100 employees in four offices and two geographically dispersed data centers.

We currently work with 40 of the AMLAW 200 firms and are members of key industry leadership groups and associations to include the EDRM Project and ILTA.

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OrangeLT™ has three distinct competitive advantages.

We provide a complete and integrated eDiscovery platform.

We provide services via a Software-as-a-Service Model.

We provide a highly competitive pricing structure.

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OneO® - An Analytics Platform

Our Analytics Services Include:

- Data Preparation and Indexing (Ingestion/Normalization/Indexing)
- Data Organization and Understanding (Culling /Filtering Of Indexed Data)
- Early Case Assessment (Cost Estimation /Meet and Confer Planning)
- Rapid Processing And Review Services (Integrated Platform)

We Support These Services With:

- Secure Hosted Repositories
- User Access Via The Internet
- Integrated Collaboration/Workflow
- Extensive/Customizable Reporting

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OneO® - A Processing Platform

Our Processing Services Include:

- Data Filtering (Date Range/Keyword) and Dedup (Custodian/Data Set)
- Full Text and Metadata Extraction (350+ File Types)
- Data Conversion (Native to TIFF/PDF)
- Load File Preparation/Custom Database Development

We Support These Services With:

- Secure Hosted Repositories
- Extensive/Customizable Reporting
- Integrated Review Services
- Dedicated Project Management/Customer Support

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OneO® - A Review Platform

Our Review Services Include:

- International (Foreign) Language Support (Unicode)
- User Access Via Internet / Integrated Collaboration/Workflow
- Integrated Audit and Reporting Capability
- Review Proficiency Training

We Support These Services With:

- Secure Hosted Repositories
- Scalable Review Platform
- Dedicated Project Management
- Immediate Customer Support (24x7)

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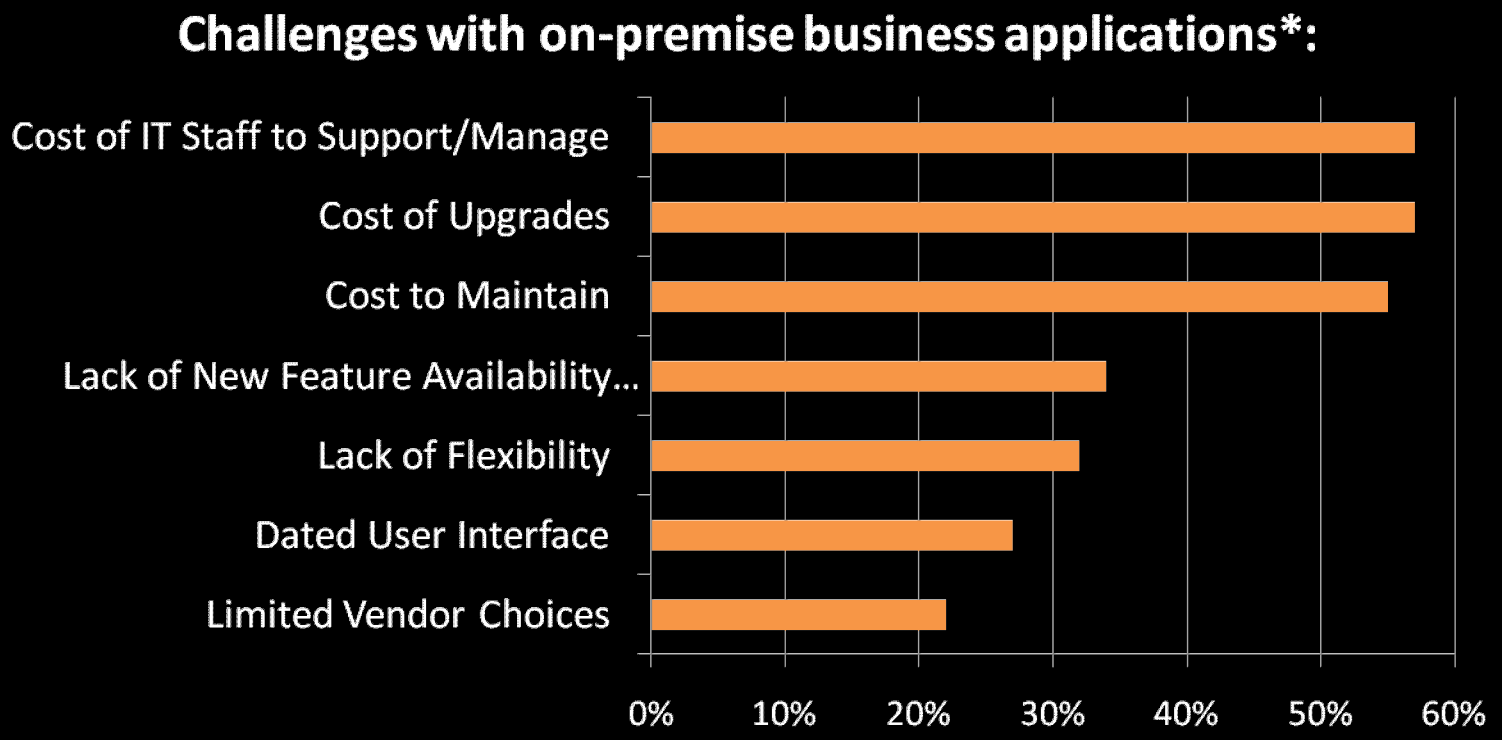
We provide services via a Software-as-a-Service Model.

Model requires no incremental software, hardware, or support personnel costs.



* *InformationWeek* SaaS Report , April 2008.
374 Business Technology Professionals asked "What are the biggest challenges with on-premise applications.

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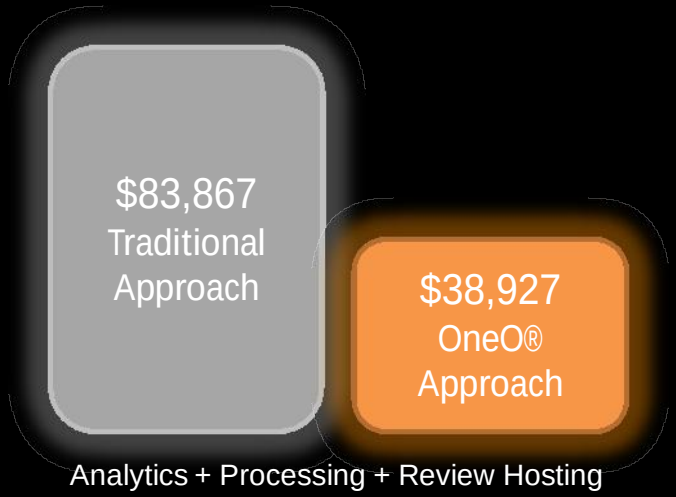
We provide a highly competitive pricing structure*.

Predictive Pricing Estimator (Publicly Available @ orangelt.com/technology/pricing_estimator/)

Comparison Parameters:

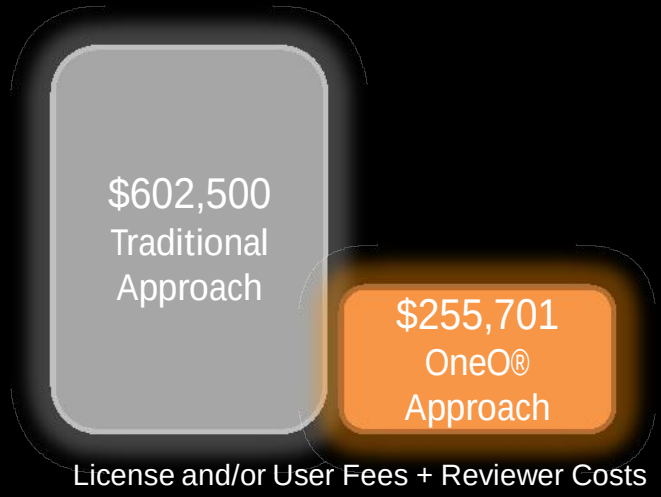
- 100 GB Estimated Data Volume (Uncompressed)
- 10 Reviewers
- Traditional Discovery Approach = Filter, Process, and Review
- OneO® Approach = Analytics, Process, and Review

Volume Driven Costs



Analytics + Processing + Review Hosting

Reviewer Driven Costs



License and/or User Fees + Reviewer Costs

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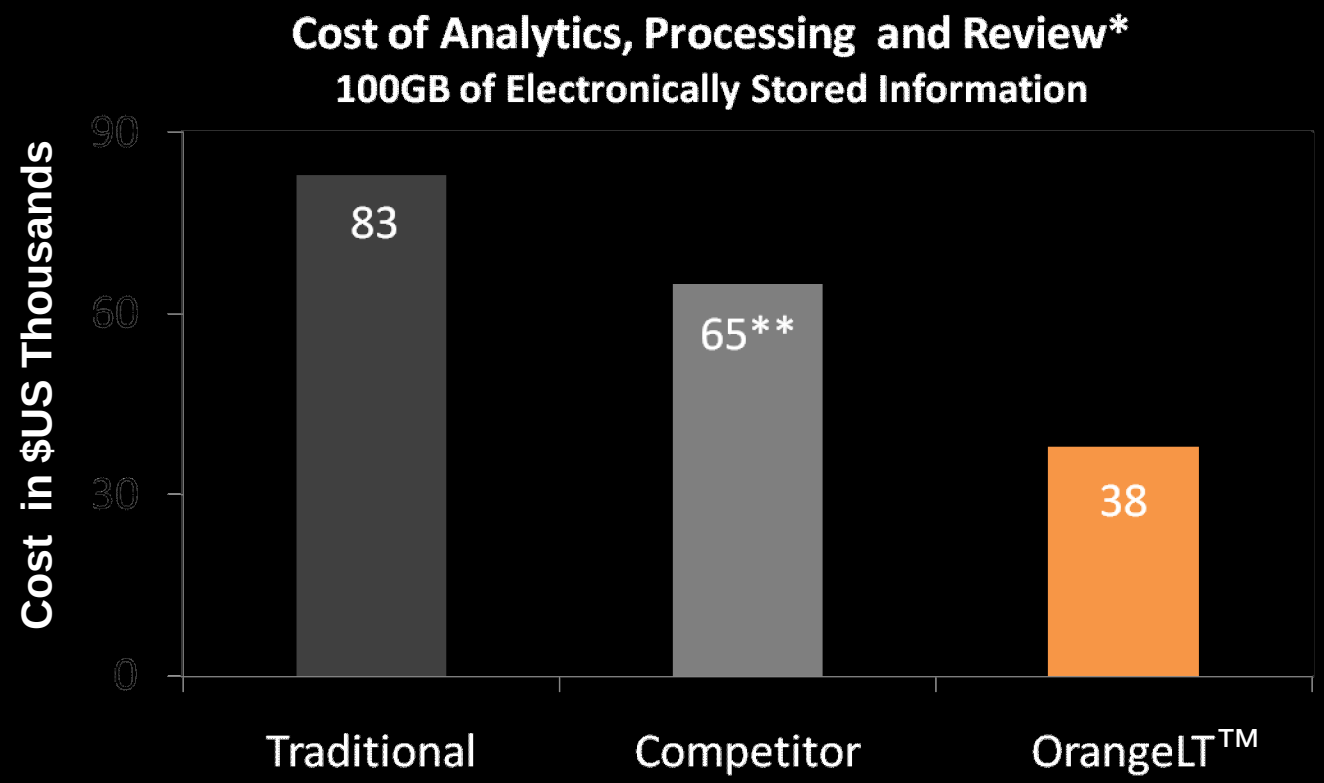

- Exclusive of non-vendor provided attorney review costs.
- ** Competitor – As quoted In Byte and Switch Online, August 26, 2008

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Traditional Discovery Vs. OneO® Approach*

Predictive Pricing Estimator (Publicly Available @ orangelt.com/technology/pricing_estimator/)

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