# Executive eDiscovery Update
## An Overview from Orange Legal Technologies

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# Executive eDiscovery Update

**Orange Legal Technologies**

- Background **|** Team, Experience, and Services

- Differentiation **|** Architecture, Integration, and Approach

- Services **|** Platform, Offerings, and Support

- Highlights **|** Clients, Cases, and Results

- Demonstration **|** OneO® Discovery Platform

# Background | Team

## Orange Legal Technologies Executive Team

- Bret Laughlin | President, CEO, and Founder | 15 Years of Litigation Support Industry Experience

- Kristin Currey | Vice President of Sales | 21 Years of Litigation Support Industry Experience

- Michael Delis | Vice President of eDiscovery Solutions | 21 Years of Litigation Support Experience

- Rob Robinson | Vice President of Marketing | 16 Years of Technology Marketing Experience

- Scott Bailey | Director of eDiscovery Operations | 16 Years of Technology Experience

- Nicole Brumble | Director of Client Services | 13 Year of Litigation Support Experience

- Mike Gutierrez | Director of Digital Forensics | 10 Years of Litigation Support Experience

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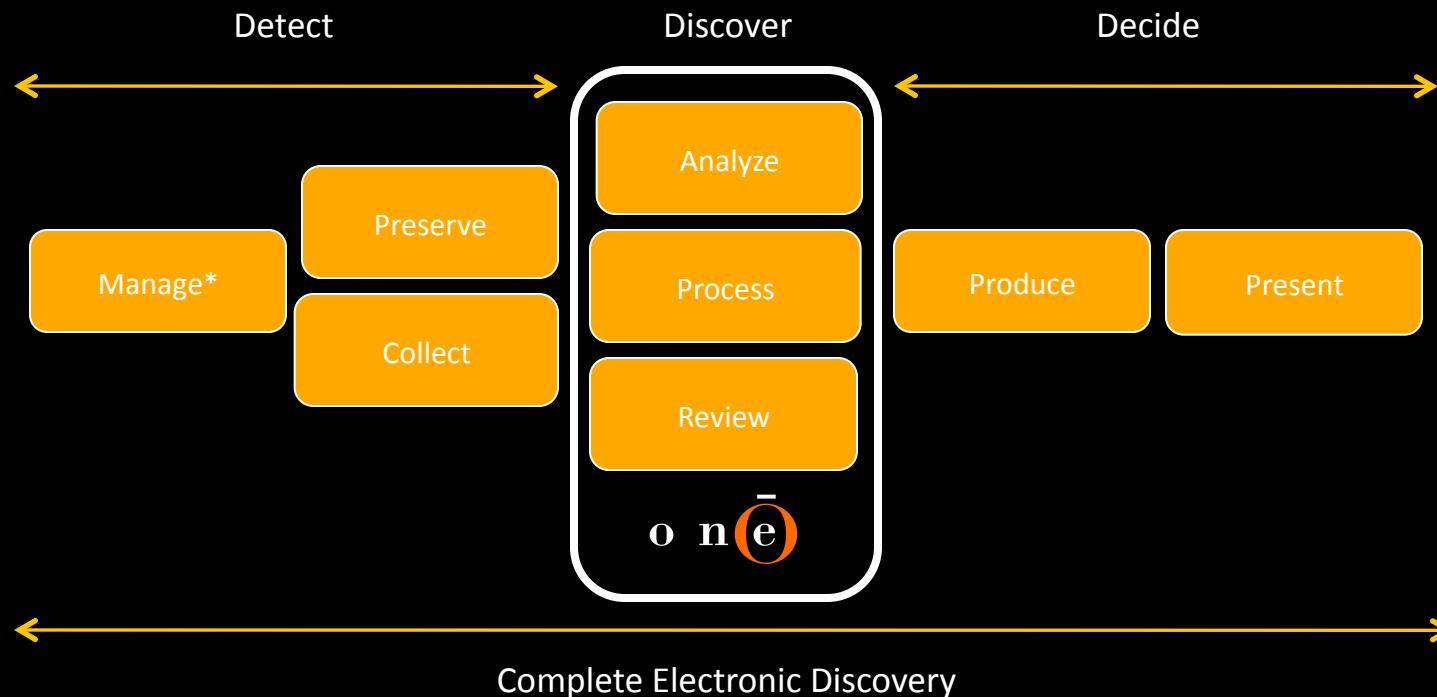LEGAL TECHNOLOGIES

# Background | Experience

## Orange Legal Technologies

- Founded in 1995 as Data Services (Renamed Litigation Document Group)
  16 Years of Litigation Support Experience with Same Leadership Team

- Acquired Advanced eDiscovery Technology in 2007
  3 Years of eDiscovery Experience with Leading eDiscovery Platform

- Rebranded in 2008 as Orange Legal Technologies for National Expansion
  2 Years of Expanded Focus and Experience with National Law Firms and Corporations

- Continuous and Consistent eDiscovery Growth
  8 Consecutive Quarters of Double Digit eDiscovery Client and Revenue Growth

- Acknowledged Industry Leader in eDiscovery
  Experience with over 500 Clients, with over 50 Clients using OneO® since January 2009.

# Background | Services

**Orange Legal Technologies** delivers eDiscovery services that support the litigation, audit, and investigation requirements of legal professionals.

Detect          Discover          Decide

Analyze

Preserve

Manage*          Process          Produce          Present

Collect

Review

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Complete Electronic Discovery

* Information Management and Identification in the Electronic Discovery Reference Model

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# Differentiation | Architecture

## Generational Approaches to eDiscovery Architecture

### First Generation eDiscovery Architecture

- Adapted For A Single eDiscovery Task (Not Designed For eDiscovery)
- Adapted For Task Integration (Not Designed For Integration)

### Second Generation eDiscovery Architecture

- Designed For A Single eDiscovery Task (Not Designed For Multiple eDiscovery Tasks)
- Adapted For Task Integration (Not Designed For Integration)

### Third  Generation eDiscovery Architecture

- Designed For Multiple eDiscovery Tasks
- Designed For Task Integration

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# Differentiation | Integration

**Integration**

**Data Transfer Risk Points***

**Potential Risk**

Traditional Integration
 (Marketing Level Integration)

| 1% | 1% | 1% | |
|---|---|---|---|
| Collection | Analytics | Processing | Review |

1/100 + 1/100 + 1/100 = 3/100 = 3%

3%
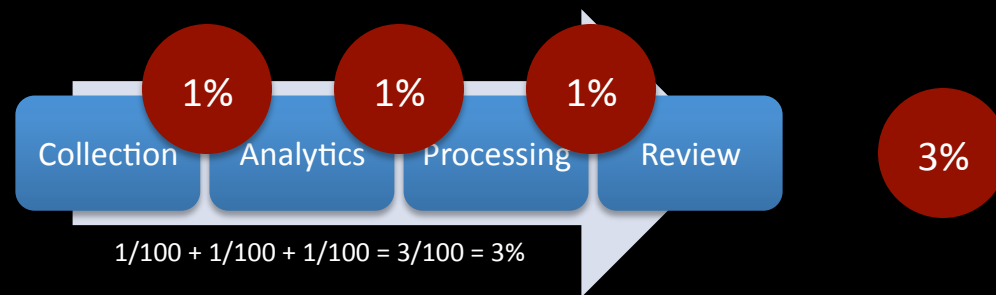
Since the error rate of data transfer between disparate electronic discovery platforms due to human-based error is difficult to measure, it appears realistic that courts would be extremely cautious in allowing human-based error arguments on this topic – unless such an error is one that is totally visible and documentable.

However, many times human-based error may not be so readily visible or documentable.  Because of this fact, seeking an understanding of probability of risk in this area seems a reasonable exercise any time disparate technologies and platforms are involved in the electronic discovery process.
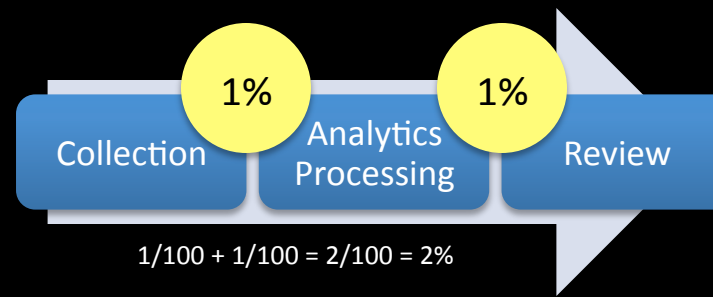
 * Assumption of 1% Data Transfer Error at Each Data Transfer Point (for Illustration Purposes).

Reference:  Drunks, DNA, and Data Transfer Risk in eDiscovery

# Differentiation | Integration

**Integration**

**Data Transfer Risk Points***

**Potential Risk**

Quasi Advanced Integration

(Platform Level Integration)

1%

1%

Collection

Analytics
Processing

Review

2%

1/100 + 1/100 = 2/100 = 2%

Data transfer risk may be minimized by automation (integration) and standards or increased by the requirement of human intervention.

As automation and standards are still slowly maturing in the realm of electronic discovery technology, it seems important that legal professionals understand and properly consider the impact on potential data transfer risk as they plan, source, and conduct their electronic discovery activities.
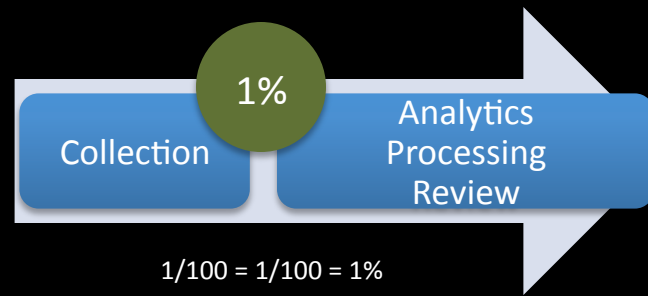
* Assumption of 1% Data Transfer Error at Each Data Transfer Point (for Illustration Purposes).

Reference:  Drunks, DNA, and Data Transfer Risk in eDiscovery

# Differentiation | Integration

## Integration

### Advanced Integration
(Application Level Integration)

## Data Transfer Risk Points*

1%

Collection

Analytics
Processing
Review

1/100 = 1/100 = 1%

## Potential Risk

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Each of electronic discovery task (collection, analytics, processing, and review) may have multiple human-based risk factors – risk factors that can increase exponentially if data has to move back and forth between disparate technologies and platforms multiple times.

With this data transfer risk factor in mind, it is imperative for legal professionals to understand the potential implications of such risk at the beginning of the electronic discovery process and reduce it to as low a level as possible.

* Assumption of 1% Data Transfer Error at Each Data Transfer Point (for Illustration Purposes).

Reference: Drunks, DNA, and Data Transfer Risk in eDiscovery

# Differentiation | Approach

**Traditional and Advanced Approaches to eDiscovery**

Traditional eDiscovery Approaches

- #1 - Process All Data to TIFF or Native for Full Linear Review.
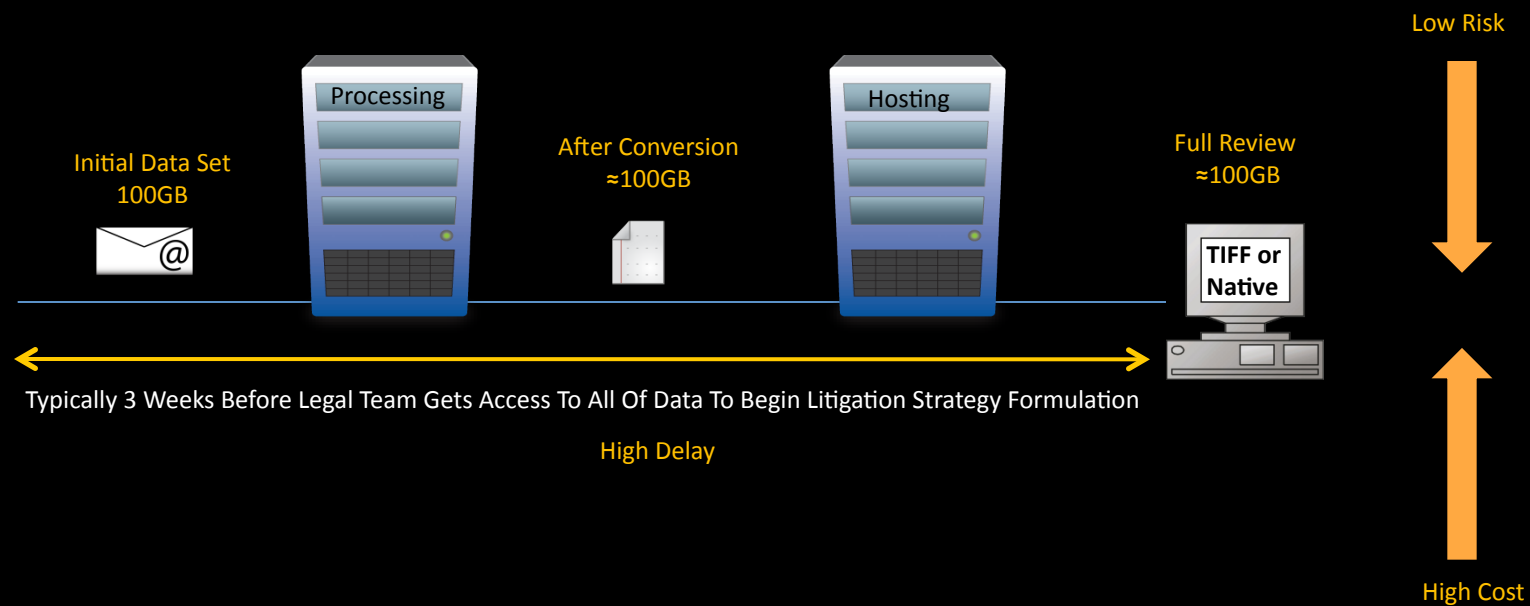- #2 - Index, Cull and Process Data for Native Review.

Advanced eDiscovery Approach

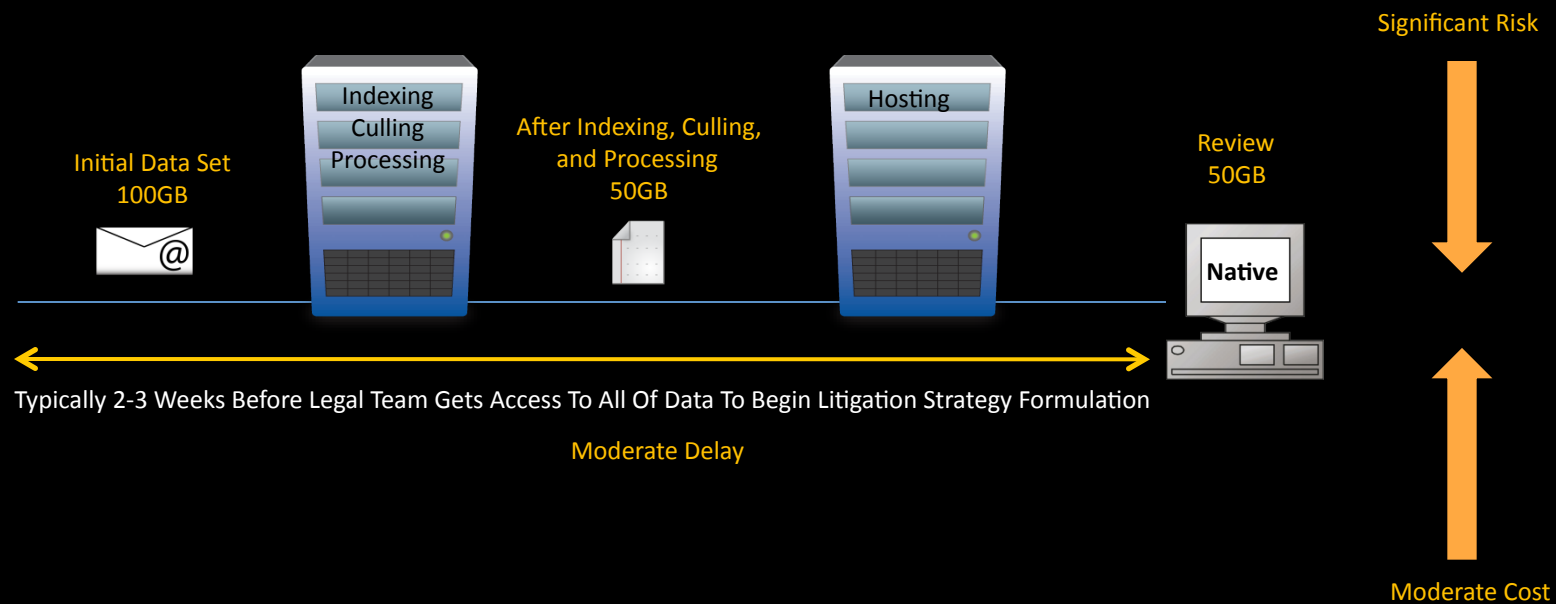- Index, Cull, Legal 1st Pass Review and Process Data for Review.

## Traditional #2-Index, Cull and Process Data for Native Review.

Significant Risk

Indexing
Culling
Processing

Hosting

Initial Data Set
100GB

After Indexing, Culling,
and Processing
50GB

Review
50GB

Native

Typically 2-3 Weeks Before Legal Team Gets Access To All Of Data To Begin Litigation Strategy Formulation

Moderate Delay

Moderate Cost

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# Approach | Example
## Advanced-Index, Cull, Legal 1st Pass Review and Process Data for Review.

Low Risk

Initial Data Set
100GB

Indexing
Culling

After Indexing
and Culling
75GB

1st Pass Review

After 1st Pass Review
**25**GB

Hosting

Final Review
**25GB**

Typically 2-3 Days Before Legal Team Gets Access
To All Of Data To Begin Litigation Strategy Formulation
No Delay

Due To Integrated System, No Exporting Is Required.
Remaining 25GB Ready For Final Review On The Same Day.
No Delay

Low Cost

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# Approach | Costs

**Time, Risk, and Cost Comparison**

|  | Time | Risk | Cost |
|---|---|---|---|
| **Traditional #1**<br>Process All Data | ↑ High Delay | ↓ Low Risk | ↑ High Cost |
| **Traditional #2**<br>Index/Cull/Process | ↑ Moderate Delay | ↑ Significant Risk | ↑ Moderate Cost |
| **Advanced**<br>Index/Cull/1st Pass Review/Process | ↓ No Delay | ↓ Low Risk | ↓ Low Cost |

Discovery in ½ the Time, at ½ the Cost, with Lower Risk

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The OneO® Discovery Platform is a third generation eDiscovery platform that provides integrated, web-accessible, forensically sound analytics, processing, and review from the security of a hosted centralized repository.

| Analytics | Processing | Review |
|-----------|------------|--------|

eDiscovery in ½ the Time, at ½ the Cost, with Lower Risk.

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# Offerings | Analytics

## OneO® Analytics

### Services:

- 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)

### Support:

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

Corporate client* reduced data set by 98% using OneO® Analytics – 100GB of data reduced to 2GB – resulting in significant savings in time, cost, and risk.

* Client Name Withheld Under Non-Disclosure Agreement.

# Offerings | Processing

## OneO® Processing

### Services:
- 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

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

The OneO® Discovery Platform reduces client risk* in electronic discovery by providing a complete and fully integrated platform delivered as Software-as-a-Service.

* Time, Risk, and Cost in eDiscovery – An Orange Paper from Orange Legal Technologies, 2.10.09

# Offerings | Review

## OneO® Review

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

### Support:
- Secure Hosted Repositories
- Scalable Review Platform
- Dedicated Project Management
- Immediate Customer Support

Law Firm client* reviewed 160,000 documents in 1 week with 40 users reviewing documents simultaneously from multiple locations – resulting in time and cost savings.

* Client Name Withheld Under Non-Disclosure Agreement.

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# Support | Project Management

## Project Management

### Project Management Team:
- Senior Project Manager | Minimum 10 Years Experience | Direct Liaison and Escalation POC
- Project Manager | Minimum 5 Years Experience | Day to Day Project Specific Operations
- Technical Engineer | Minimum 10 Years Experience | Data Analysis and Monitoring

### Proactive Support
- Scheduled Meetings / Reporting
- Direct Liaison with OrangeLT™
- Scheduled Initial an Ongoing Training

### Reactive Support
- Business Hours - Direct Level 1 Support
- After Hours - Phone/Email Support

# Support | Project Management

## Project General Engagement Process

### eDiscovery Preparation:
- Project Kickoff Call
- Statement of Work Planning/Approval
- Team Training (Reviewers/Administrators)

### eDiscovery Execution:
- Data Collection Planning/Execution
- Data Inventory/Analysis
- Data Ingestion
- Data Analytics
- Data Processing
- Data Review
- Data Production

Over 500 law firms, corporations, and government agencies have done work with our company since 1995.

# Highlights | Case

## U.S. v. Robert Allen Stanford, et. al.

- 2nd Largest SEC Investigation in U.S. History
- 14 Individual Defense Counsel
- 10 Cloned Databases (Work Product Support)
- 2 TB of Data | 2.5M Documents | 10M Pages

"In large and document-intensive cases involving the migration of millions of files of all types, the government generally has a big advantage over defense teams due to the difficulty in organizing and migrating documents from the government's database… Orange Legal's OneO® Discovery Platform, along with its excellent technical skills and customer service, has helped defense counsel to achieve equal footing with the government in the review and management of important electronically stored information." *Defense Counsel, 6.21.10*

**Orange Legal Technologies**

## 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.
- We have a proven management team.

## Results

- eDiscovery in ½ the time of traditional services.
- eDiscovery at ½ the cost of traditional services.
- eDiscovery with lower risk than traditional and advanced services.

As a general rule,
the most successful man in life
is the man who has the best information.

*Benjamin Disraeli*