

The Electronic Discovery Landscape - A Triangulated Overview

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 looks at what may be considered as a reasonable representation of the top twenty national providers when considering the results of all three of these documents. *While the overview is ultimately subjective based on the individual weighting given to each of the landscape documents, the source of the potential vendors is certainly objective based on their listing within these landscape documents.*

Additionally, the twenty electronic discovery organizations and their offerings are also considered through the lens of four evaluation criteria - criteria highlighted in the recently published "[Considering Third Generation Discovery?](#)" Orange Paper from [Orange Legal Technologies](#). These high level evaluation criteria are provided below for your consideration:

- 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?

The individual assessments of these vendors are based on website and public domain information - and may or may not reflect the actual way in which the listed vendor's are representing their offerings to the market. Also, as with any legal technology overview, the offerings listed may be better explained by their providers - so readers should look to those providers for detailed information concerning their offerings.

The Top Twenty Electronic Discovery Providers

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 (ICONECT)
- 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.dtiqlobal.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 (MetaLINGS) (Software And Service)

- Capability: Capability: Identification, Preservation, Collection, Processing, Review(MetaLINGS eDiscovery Suite,MetaLINGS 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 MetaLINGS eDiscovery Suite Software or Hybrid Model)
- Website: <http://www.i365.com/ediscovery/index.html>

iCONNECT (Service)

- Capability: Review(iCONNECTxt)
- 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.iconnect.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.zylab.com/index.html>

Sources:

- Individual Electronic Discovery Provider Websites (Listed With Links)
- Sixth Annual Socha-Gelbmann Electronic Discovery Survey (August 2008)
- Thirteenth Annual AMLAW Tech Survey (October 2008)
- Gartner MarketScope For eDiscovery Software Providers (December 2008)
- [Considering Third Generation Discovery?](#) (December 2008)