



Executive eDiscovery Update  
An Overview from Orange Legal Technologies



# 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<sup>®</sup> 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
- 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



## Background | Experience

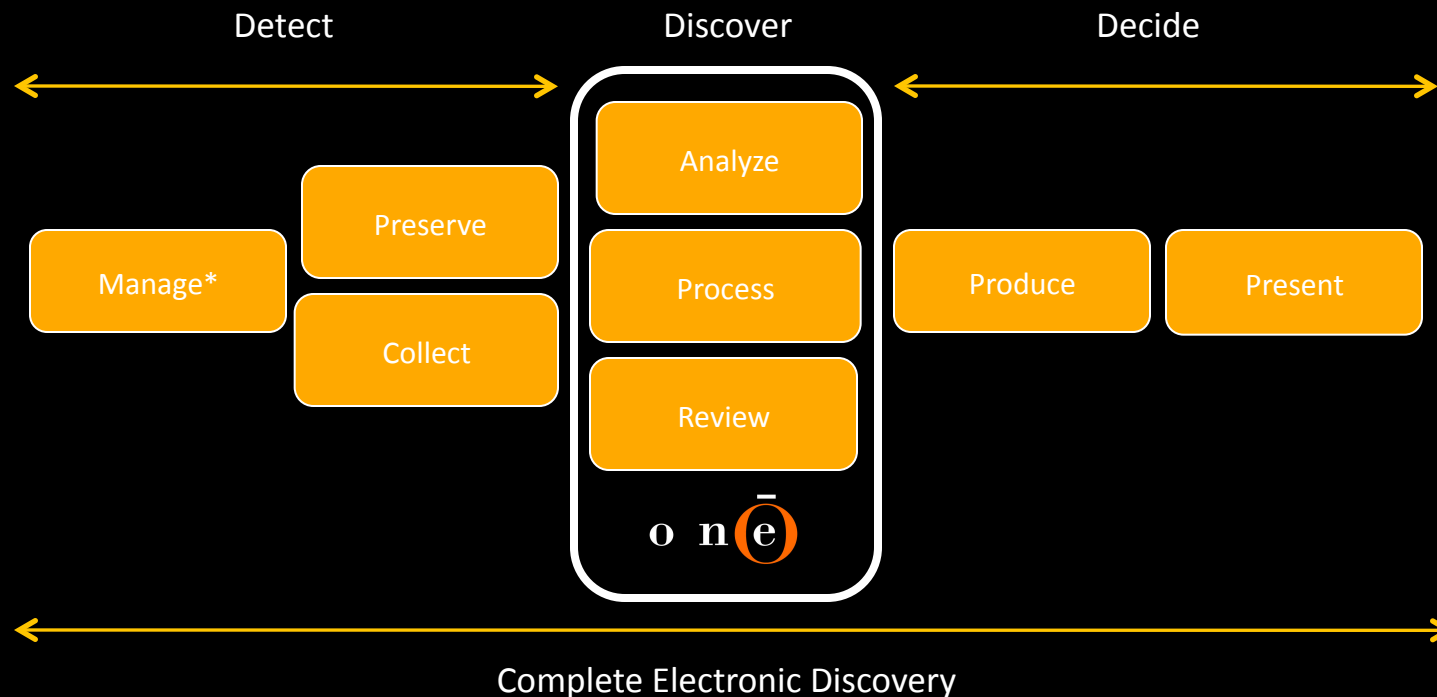
### Orange Legal Technologies

- 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<sup>®</sup> since January 2009.



## Background | Services

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



\* Information Management and Identification in the Electronic Discovery Reference Model



# 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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Reference: Considering Third Generation eDiscovery?



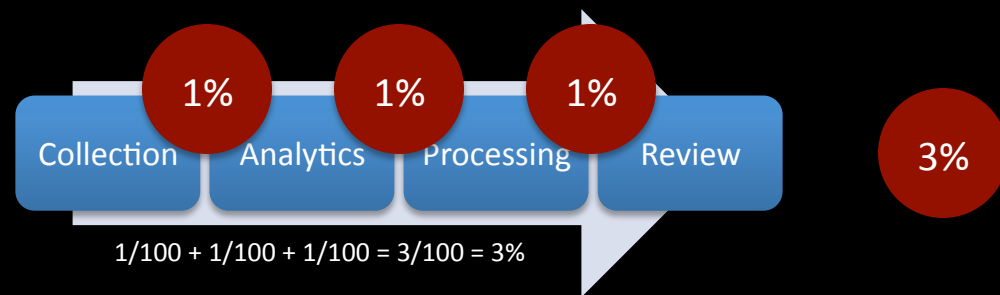
# Differentiation | Integration

## Integration

Traditional Integration  
(Marketing Level Integration)

## Data Transfer Risk Points\*

## Potential Risk



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.

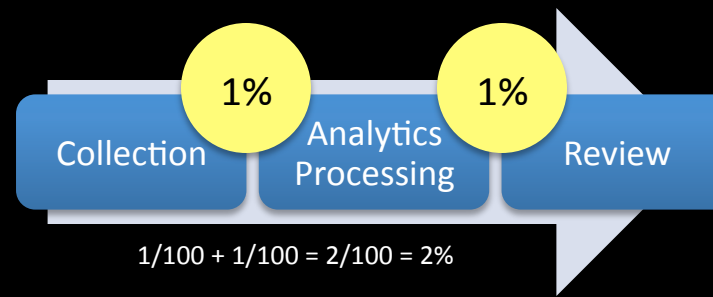
\* Assumption of 1% Data Transfer Error at Each Data Transfer Point (for Illustration Purposes).

# Differentiation | Integration

## Integration

Quasi Advanced Integration  
(Platform Level Integration)

## Data Transfer Risk Points\*



## Potential Risk

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).

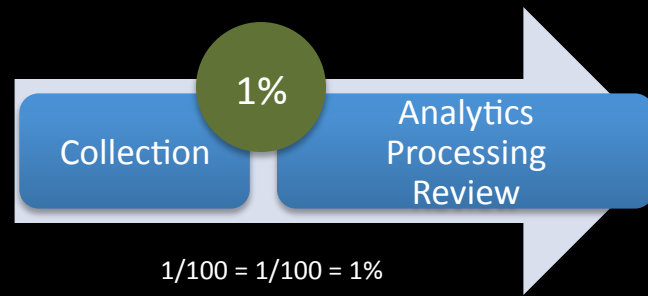


# Differentiation | Integration

## Integration

Advanced Integration  
(Application Level Integration)

## Data Transfer Risk Points\*



## 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).

# 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.

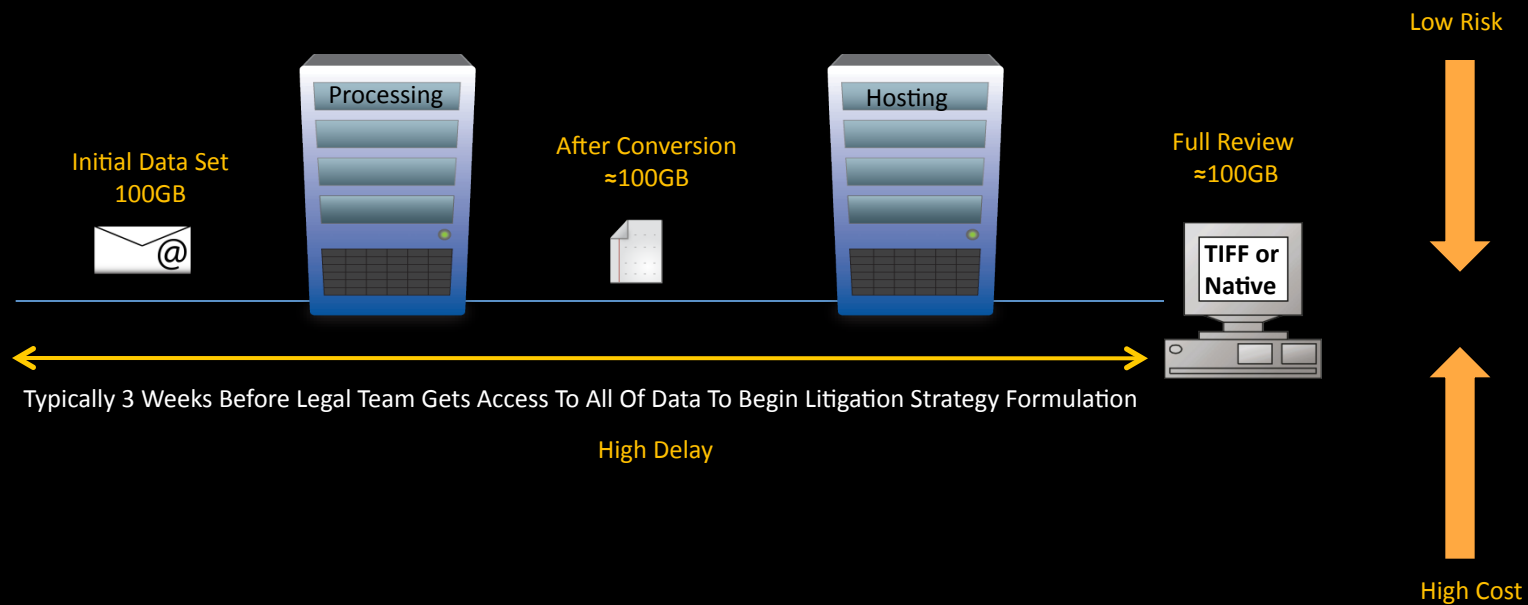
### Advanced eDiscovery Approach

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



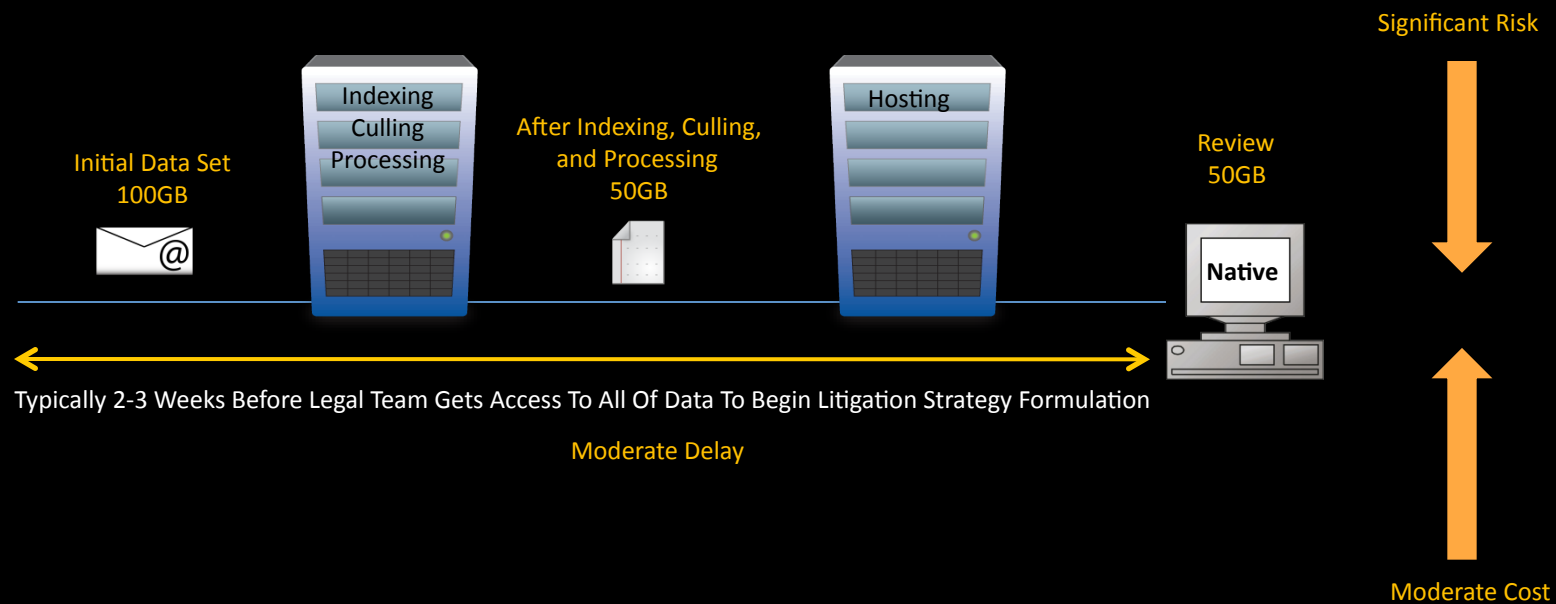
# Approach | Examples

Traditional #1-Process All Data to TIFF or Native for Full Linear Review.



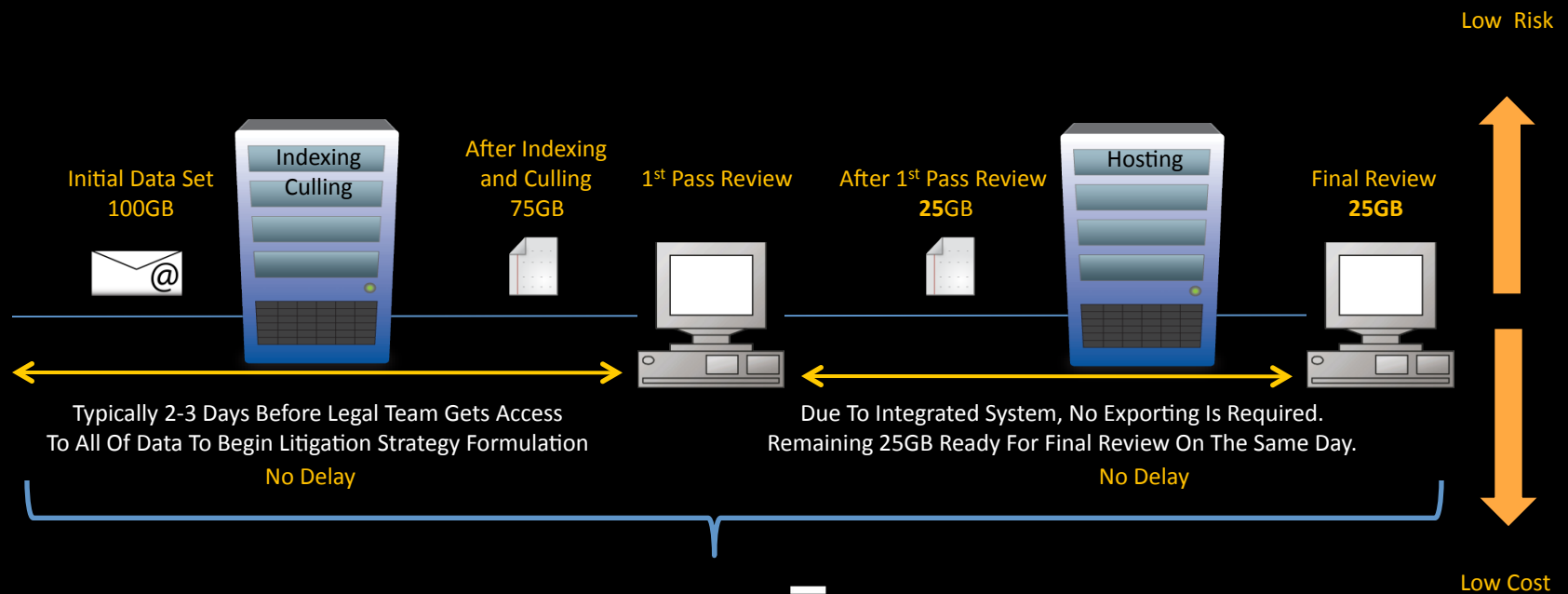
# Approach | Examples

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



# Approach | Example

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



# Approach | Costs

## Time, Risk, and Cost Comparison



**Traditional #1**  
Process All Data

↑ High  
Delay

↓ Low  
Risk

↑ High  
Cost

**Traditional #2**  
Index/Cull/Process

↑ Moderate  
Delay

↑ Significant  
Risk

↑ Moderate  
Cost

**Advanced**  
Index/Cull/1<sup>st</sup> Pass Review/Process

↓ No  
Delay

↓ Low  
Risk

↓ Low  
Cost

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

## Platform | The OneO<sup>®</sup> Discovery Platform

The OneO<sup>®</sup> 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



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

## Offerings | Analytics

### OneO<sup>®</sup> 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<sup>®</sup> 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<sup>®</sup> 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<sup>®</sup> 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<sup>®</sup> 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.



# 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 and 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

# Highlights | Clients



ZIONS BANK®

VECTRA BANK  
COLORADO

KIRTON &  
McCONKIE  
ATTORNEYS AT LAW

WEIL  
GOTSHAL

THE CHURCH OF  
JESUS CHRIST  
OF LATTER-DAY SAINTS

Amegy Bank  
of Texas

THE  
COMMERCE  
BANK  
OF WASHINGTON

SKYY  
VODKA

DIRECTV®

Wynn's®

El Camino Hospital®  
THE HOSPITAL OF SILICON VALLEY

C|B  
TRUST  
CALIFORNIA  
BANK  
TRUST

NORTHROP GRUMMAN

THE  
COMMERCE  
BANK  
OF OREGON

NEVADA STATE BANK  
THE DOOR TO YOUR FUTURE

Scripps  
A World of Healing

Omicia

National Bank  
OF ARIZONA

THOMAS WHITELAW  
EXPERIENCE YOU CAN TRUST

US Oncology

FOXCHASE  
CANCER CENTER

life  
technologies™

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.**

- 2<sup>nd</sup> 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<sup>®</sup> 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*

# Highlights | Results

## 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.



# Demonstration | OneO<sup>®</sup> Discovery Platform

Orange Legal Technologies

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

*Benjamin Disraeli*