

EMC SOURCEONE EDISCOVERY— KAZEON FOR LEGAL SERVICE PROVIDERS

Expand client offerings and increase revenue

ESSENTIALS

Benefits to legal service providers:

- New business paradigm for e-discovery services at low cost per gigabyte ratio
- Intuitive, easy-to-use and learn interface for legal and IT users
- Independently validated, accurate, and defensible e-discovery
- Ability to handle large cases (terabytes of data) with ease
- Increased profit margins for e-discovery services

The practice of e-discovery can be complex and complicated, as is the decision to move the process in-house or to outsource. These are the choices that corporate legal departments are making and their decisions affect both their organizations and their legal service providers (LSP). Some companies are bringing eDiscovery in-house, others are pushing it to an LSP, and, increasingly, more are choosing a hybrid approach. But whichever process a corporation employs, LSPs continue to provide expertise during an eDiscovery process.

One reason companies integrate LSPs into the eDiscovery process is because the electronic data formats can be so difficult to manage. These additional formats, combined with a proliferation of electronically stored information, have created new revenue opportunities for LSPs who want to expand their roles from that of processors to full-scale experts who help clients reduce overall discovery costs.

To address today's eDiscovery challenges, EMC Corporation introduces two business models to facilitate delivery of eDiscovery services. Deployed and administered behind the client firewall, they to provide:

- Early Case Assessment
- Legal Hold & Duty to Preserve notification
- Preparation for Rule 26 Meet and Confer sessions,
- Advanced ESI culling
- Surgical identification and collection of data

The EMC Legal Service Provider Business Model options include:

- **Backpack** The Backpack model is a mobile system— deployed and managed by the LSP, on an engagement basis and behind the client firewall— that provide Early Case Assessment, advanced culling, and surgical collection.
- **Managed eDiscovery Services** This behind the firewall model combines the benefits of an in-house eDiscovery solution with the expert management (remote/on premise) provided by the LSP all on an operating expense (annual / monthly) billing basis.

BACKPACK MODEL

For the LSP the Backpack model represents a new service offering behind the firewall that meets the needs of their clients and also inserts them into the legal workflow early in the process. This early access into the case and case data enhances the LSP's chances of securing additional services including hosted review. For the corporate client, it provides the early

visibility into the case data required to make timely and informed decisions and reduces the volume of data subject to hosted review.

Key benefits of the Backpack model include:

- Repeatable engagement model
- Mobile solution with a small footprint, housed on a small server (physical/virtual) or robust laptop
- Easy connection to a wide variety of ESI sources, including file shares (inclusive of PST and NSF files), laptops, Exchange, Notes, Enterprise Vault, EMC SourceOne™ Email Management (formerly EMC EmailXtender), SharePoint, and EMC® Documentum®
- Highly scalable to multiple terabytes of data
- Pre-configured data maps for Meet and Confer preparation
- Advanced analytics and intelligent culling
- Iterative and collaborative process quickly identifies potentially responsive data
- Web-based access for remote management and collaboration
- Targeted collection reduces the volume of data leaving the premises and that which is subject to hosted review
- Forensically sound operation, including search reports, audit reports, manifest, data verification
- Output files in: Native, Concordance, LextraNet, and EDRM XML (1.0) formats for hosted review ingestion
- Reduced risk by having experts manage the process

MANAGED EDISCOVERY SERVICES MODEL

This model combines the benefits of an in-house eDiscovery solution with the management and expertise of the LSP. The legal service provider deploys and manages (remote/on premises) the solution at the client's facility, on a term basis, with an operating expense (annual/monthly) billing model. This model eliminates the need for companies to make large capital investments and to procure and retain resources to manage and maintain the eDiscovery solution. The corporate client also benefits from having a solution expertly managed on an ongoing basis by the LSP.

As with the other legal service provider models, the Managed eDiscovery Services model provides the client with Early Case Assessment, Rule 26 Meet and Confer preparation, fast and efficient culling, surgical collection, and Legal Hold and Duty to Preserve Notification. The LSP in turn gets a recurring revenue business and the ability to uniquely position itself to secure the downstream review of the client's data.

Benefits of the Managed eDiscovery Services Model include:

- Managed eDiscovery and litigation preparedness
- Easily deployable solution on an appliance or server (physical or virtual)
- Predictable revenue stream
- Quickly connect to a wide variety of ESI sources including file shares (inclusive of PST and NSF files), laptops, Exchange, Notes, Enterprise Vault, EMC SourceOne Email Management, SharePoint, and EMC Documentum
- Highly scalable solution can process multiple terabytes
- Targeted collection to reduce the volume of data leaving the premises and that which is subject to hosted review
- Web-based access for remote management and operation
- Forensically sound operation including search reports, audit reports, manifest, data verification
- Advanced analytics and intelligent culling
- Output files in native, Concordance, LextraNet, and EDRM XML(1.0) formats for hosted review ingestion

LEGAL SERVICE PROVIDER ENABLEMENT AND PARTNER FRAMEWORK PROGRAM

EMC has created a comprehensive Enablement Program and Partner Framework to ensure that our LSP partners are properly prepared and incented when they go to market with these service offerings. Examples of the Enablement Program and Partner Framework include:

Legal Service Provider Enablement	Legal Service Provider Partner Framework Benefits
Sales training	Quarterly product review
Systems engineering training	Quarterly marketing review
Consultant Training	Executive sponsorship
Demonstration training	Peer-to-peer mapping
Product certification	Co-branded product and collateral
Demonstration and testing software	Joint marketing opportunities
Reseller program (optional)	Legal services referral

COMPREHENSIVE SUITE OF SOLUTIONS

EMC SourceOne™ eDiscovery – Kazeon is just one of the EMC solutions available to our LSP partners. Service offering can also be built around EMC SourceOne™ File Intelligence for identifying and mitigating files that contain sensitive information, EMC SourceOne Email Management for email archiving, EMC Captiva® for document capture, EMC Documentum eRoom® for collaboration and EMC Documentum for records and document management. In closing EMC recognizes that these are changing times for and are committed to working with our LSPs to ensure that we create a win-win-win scenario for them, their clients and for EMC.

CONTACT US

To learn more about EMC SourceOne eDiscovery - Kazeon, visit www.EMC.com or call 800.607.9546 (outside the U.S.: +1.925.600.5802).

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