

# Market Kinetics

eDiscovery Business Confidence - Summer 2022



Complex  Discovery

# Business Confidence

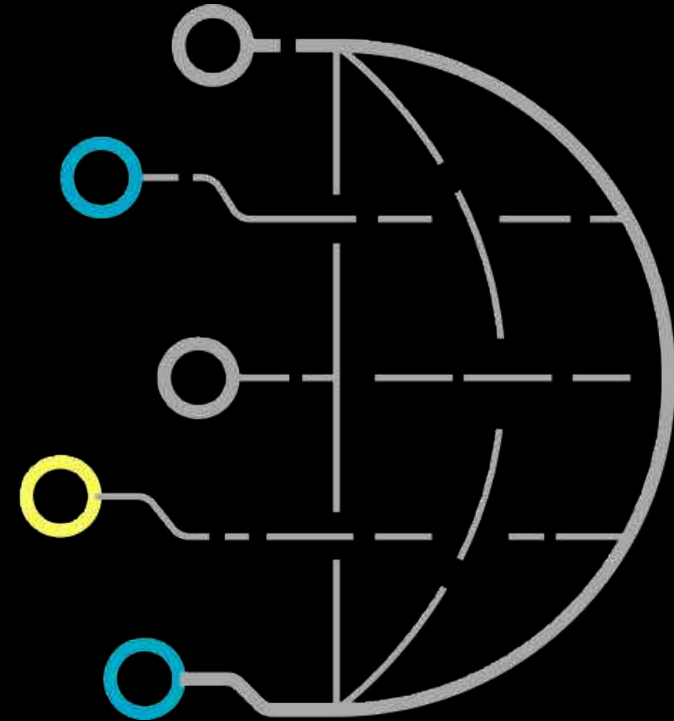
Background

Business Climate

Performance Concerns

Operational Metrics

Context



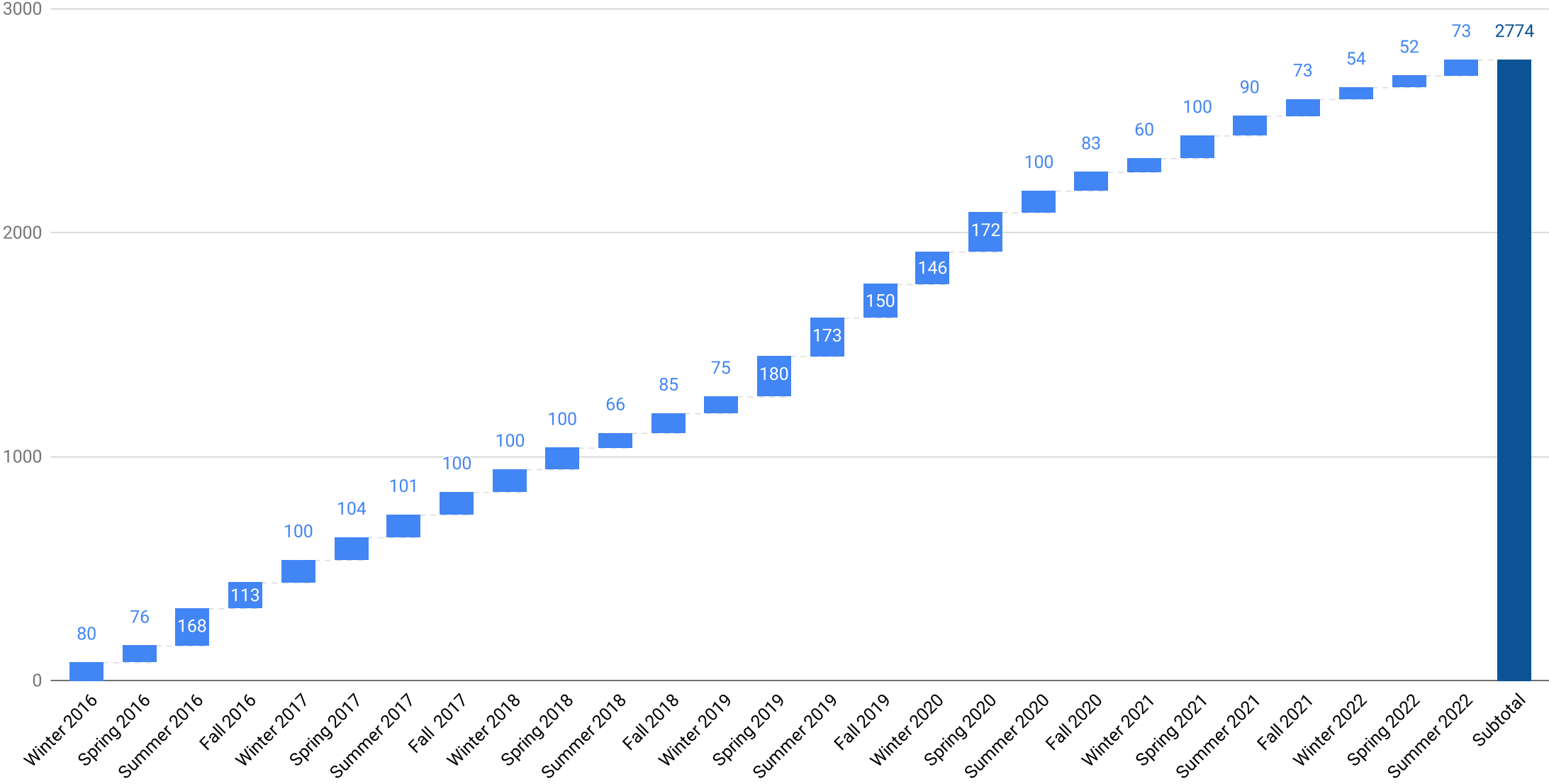


# Background

Quarterly Business Confidence Survey  
Summer 2022



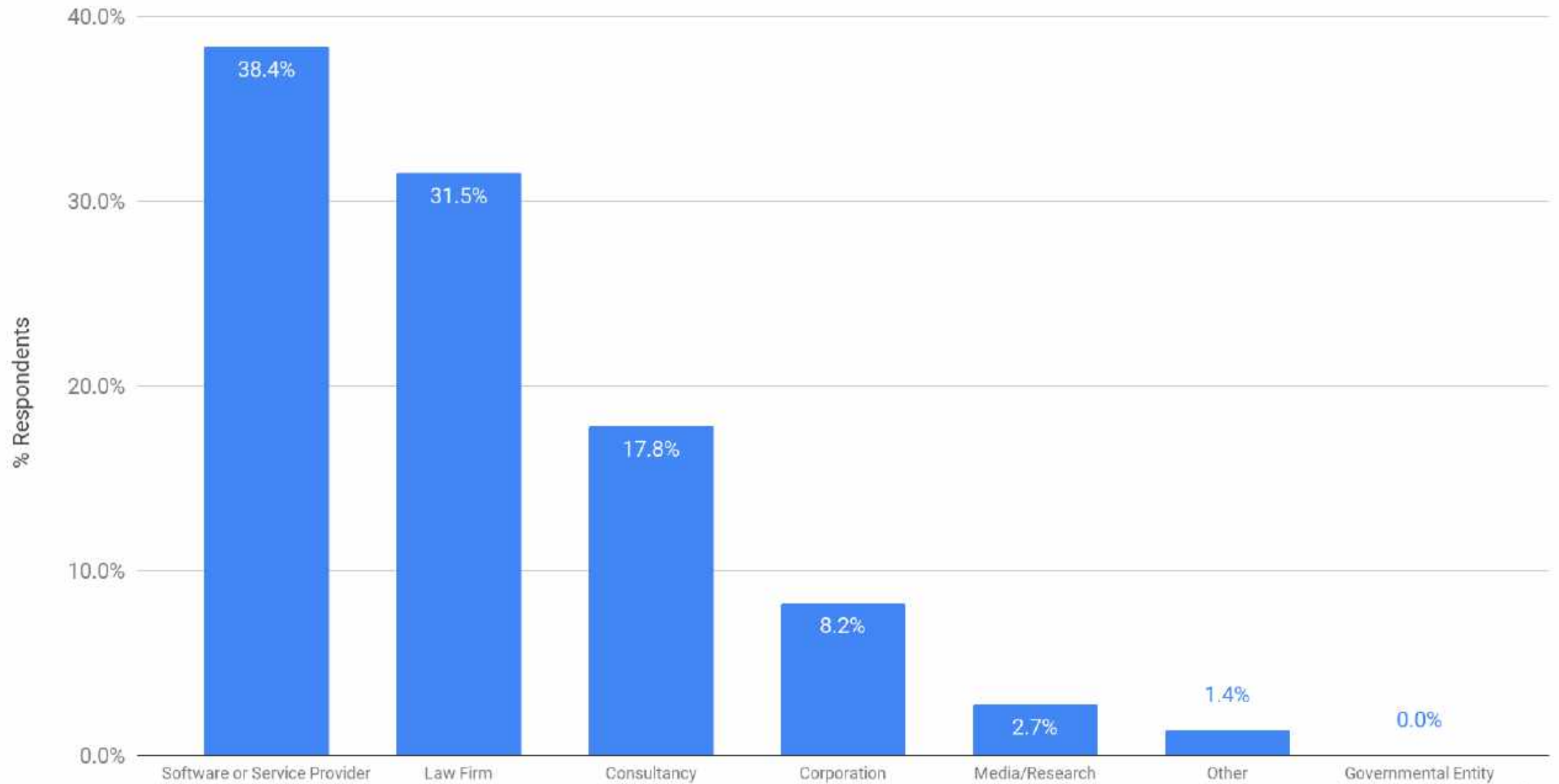
# Survey Respondents (Individual and Aggregate Overview)



Background



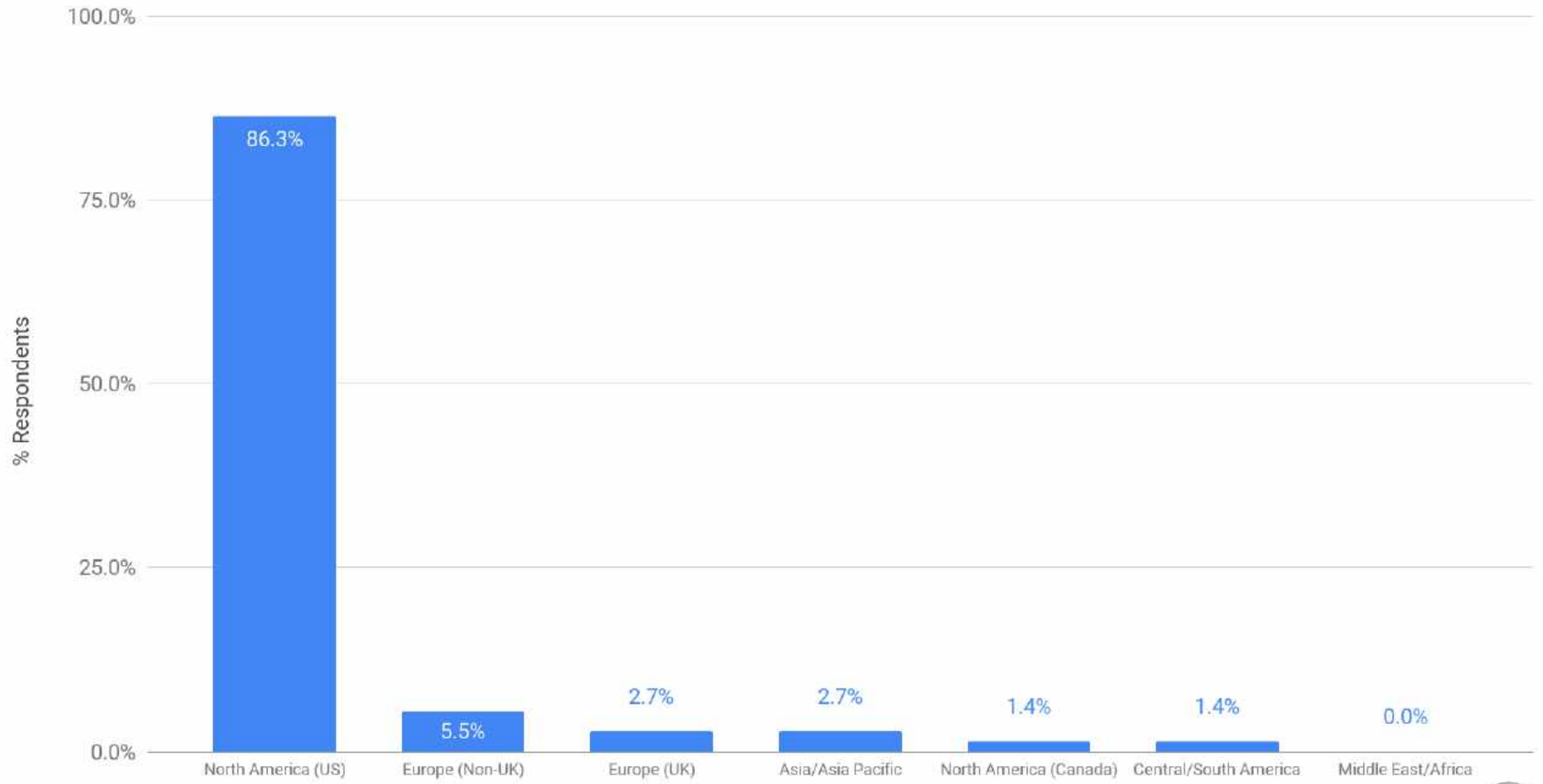
## Survey Respondents by Organizational Segment



Summer 2022 eDiscovery Business Confidence Survey (n=73)



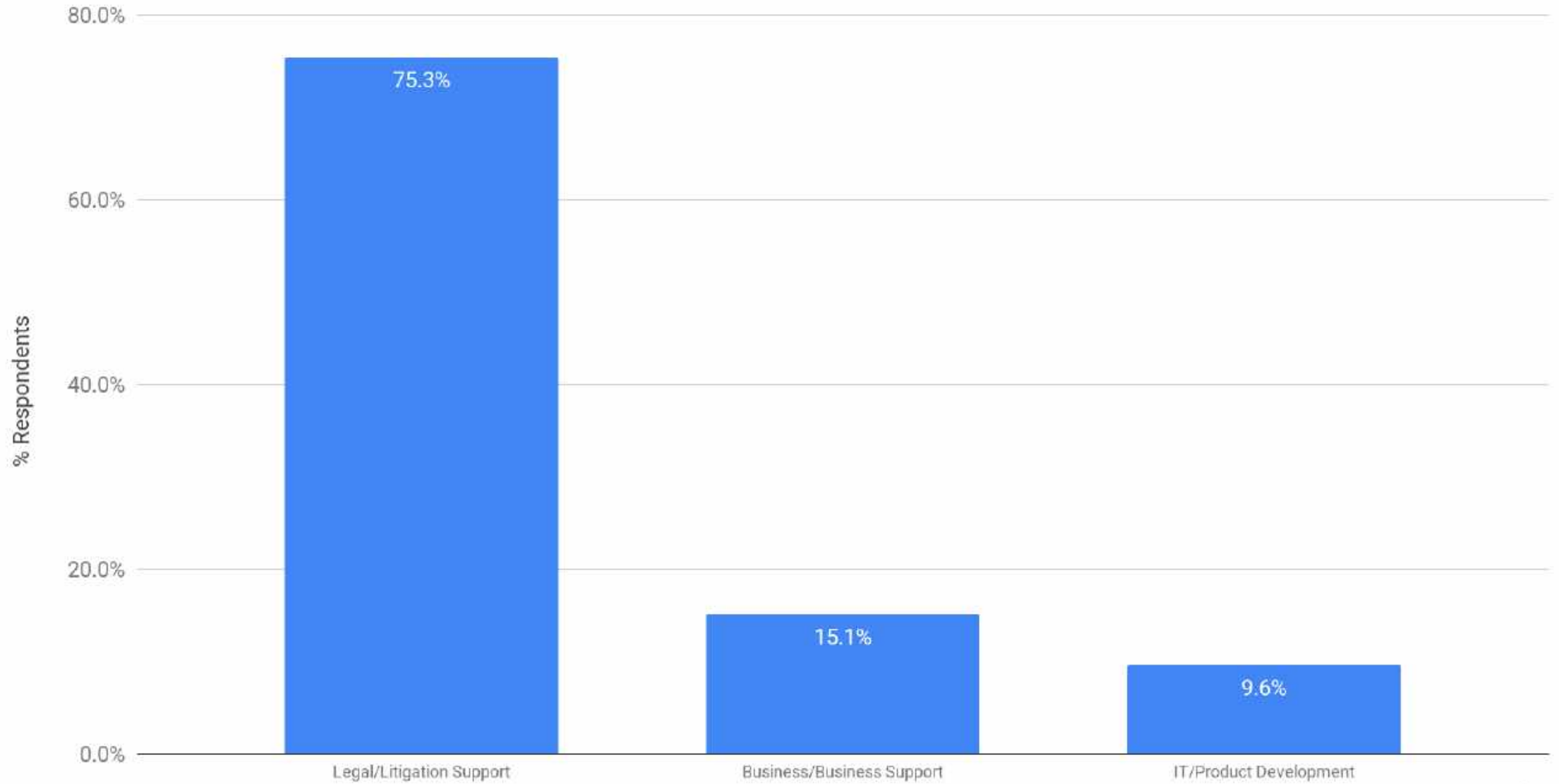
## Survey Respondents by Geographic Region



Summer 2022 eDiscovery Business Confidence Survey (n=73)



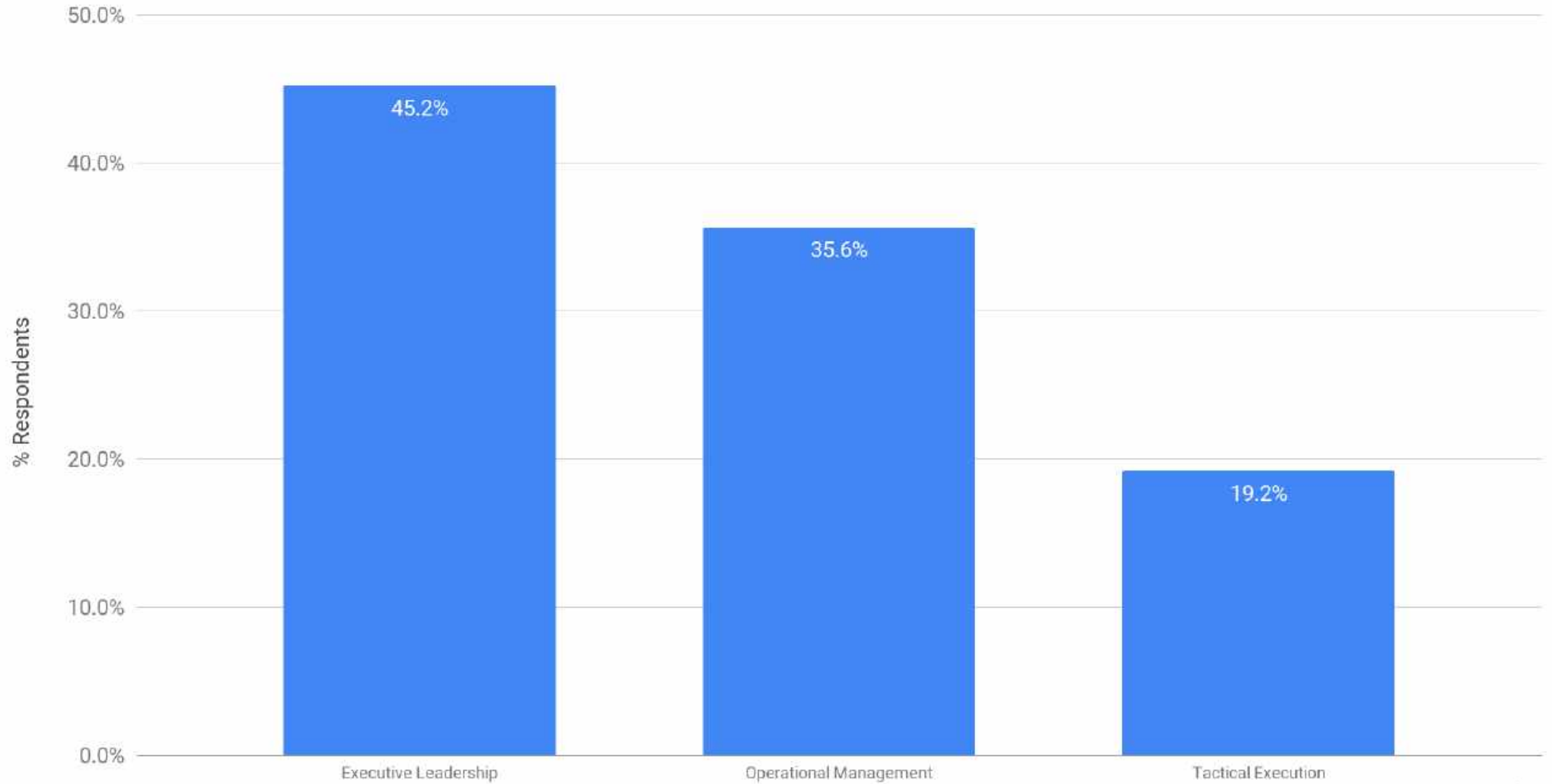
## Survey Respondents by Primary Function



Summer 2022 eDiscovery Business Confidence Survey (n=73)



## Survey Respondents by Level of Support



Summer 2022 eDiscovery Business Confidence Survey (n=73)





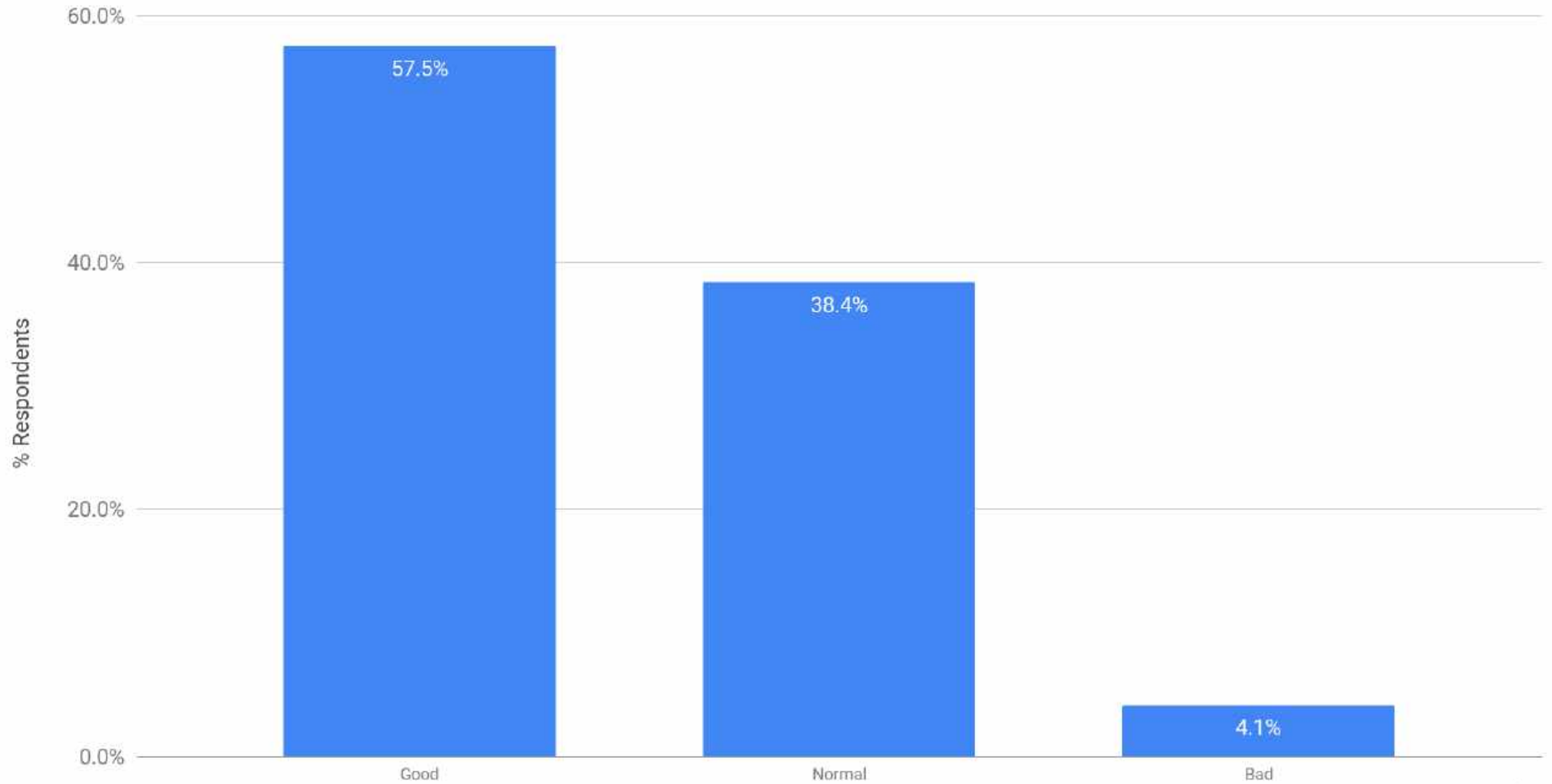


# Results

Quarterly Business Confidence Survey  
Summer 2022



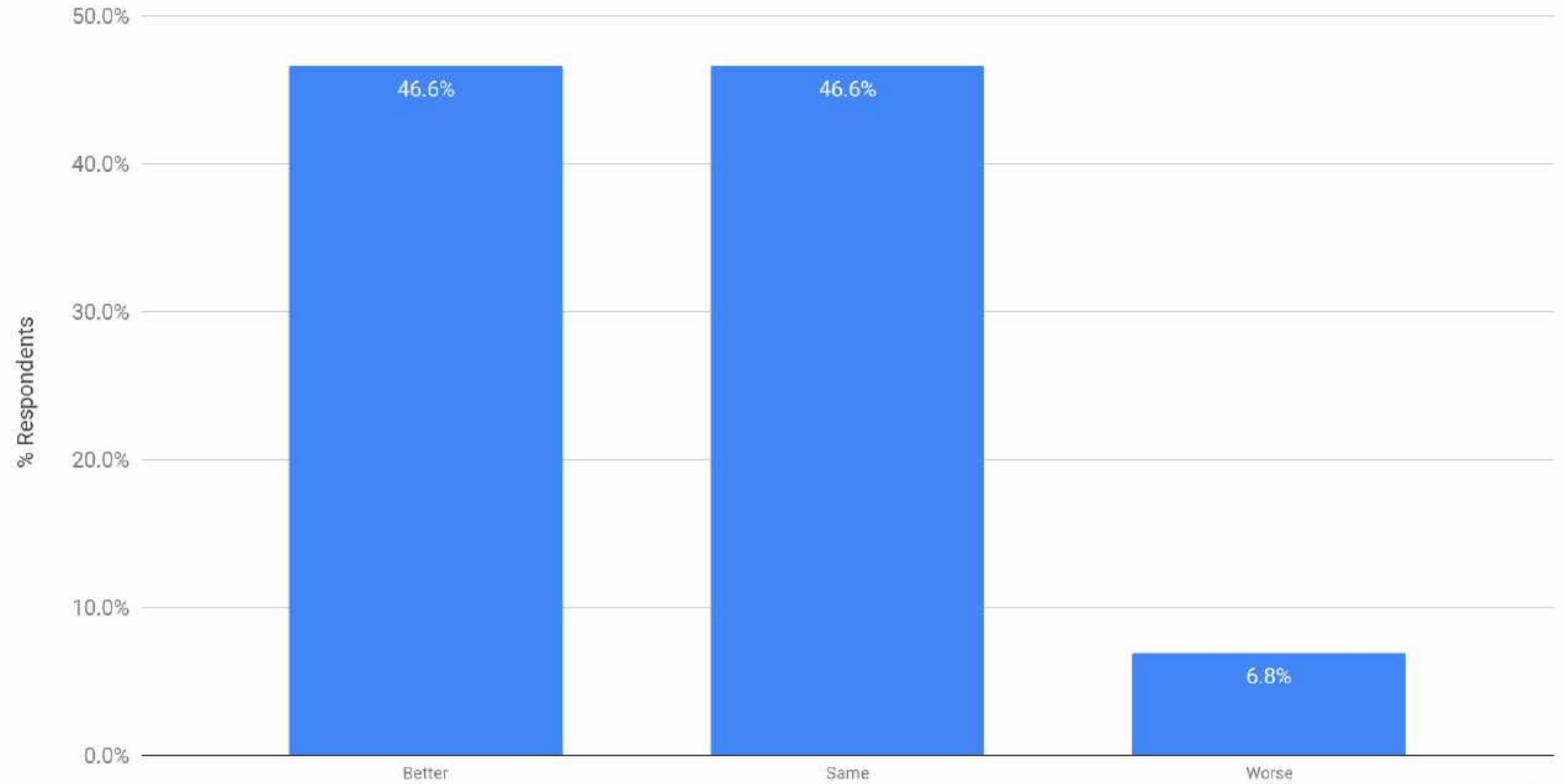
## Current Business Climate Overview



Summer 2022 eDiscovery Business Confidence Survey (n=73)



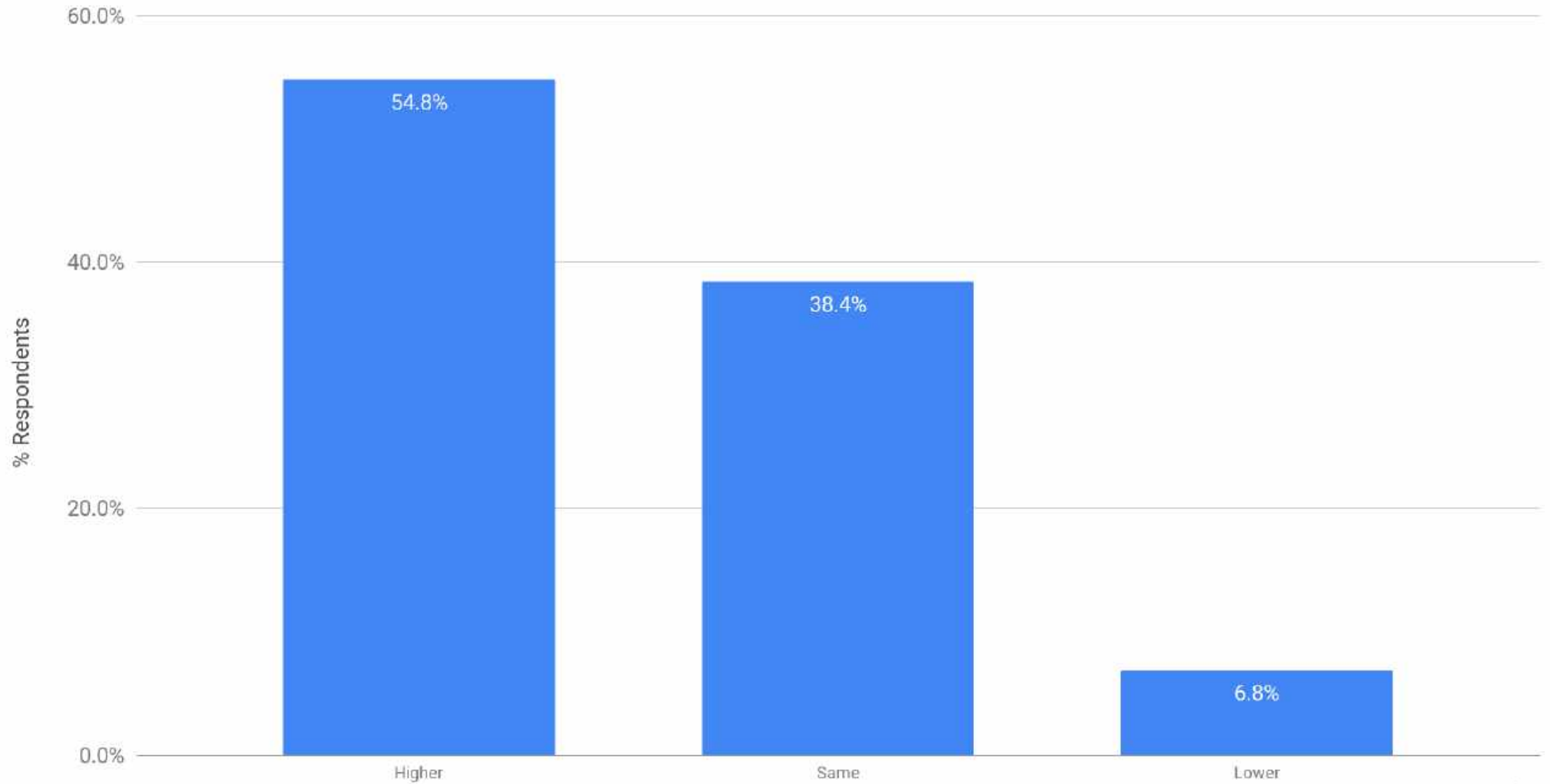
## Business Climate Overview + Six Months



Summer 2022 eDiscovery Business Confidence Survey (n=73)



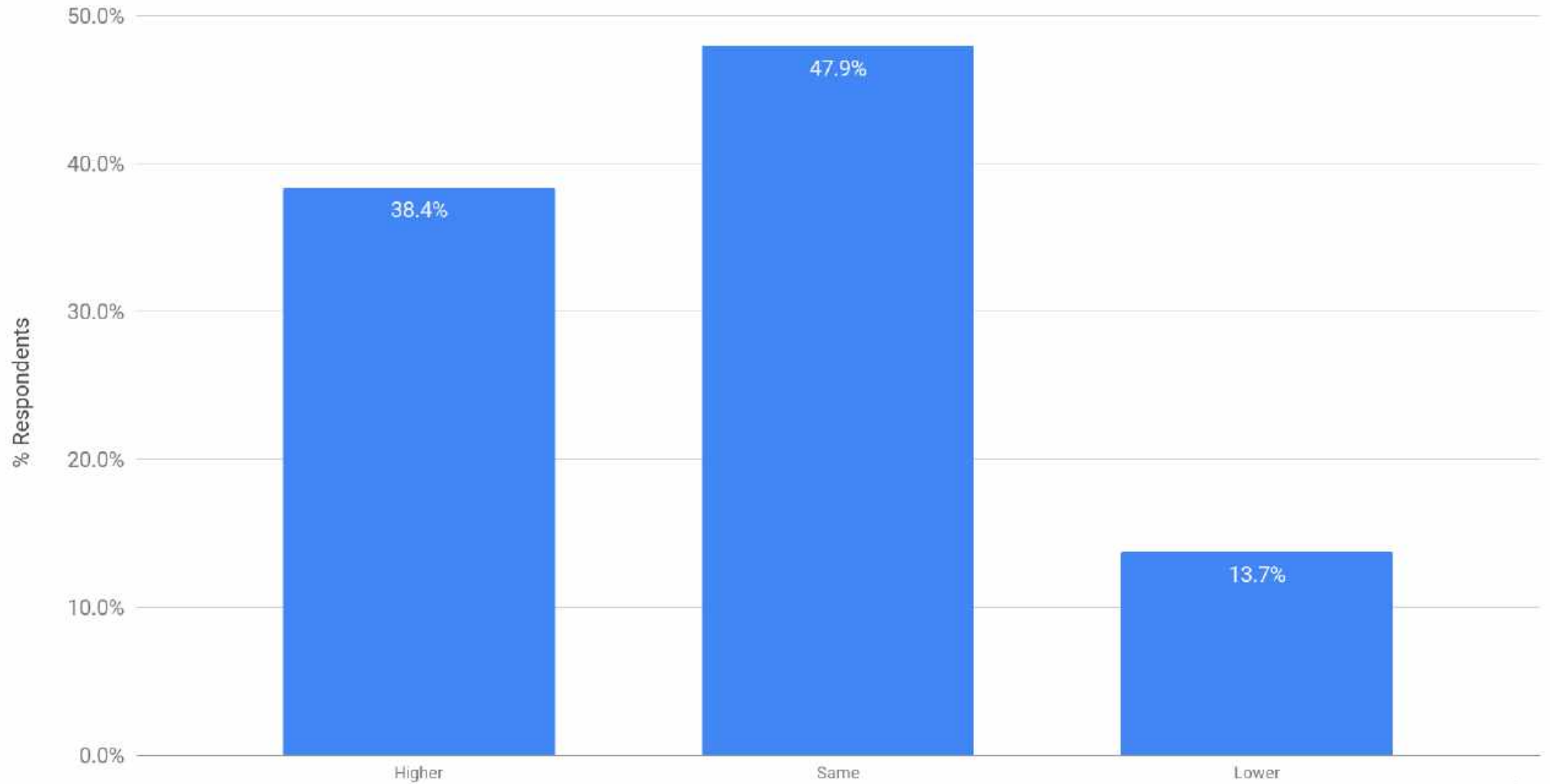
## Revenue Overview + Six Months



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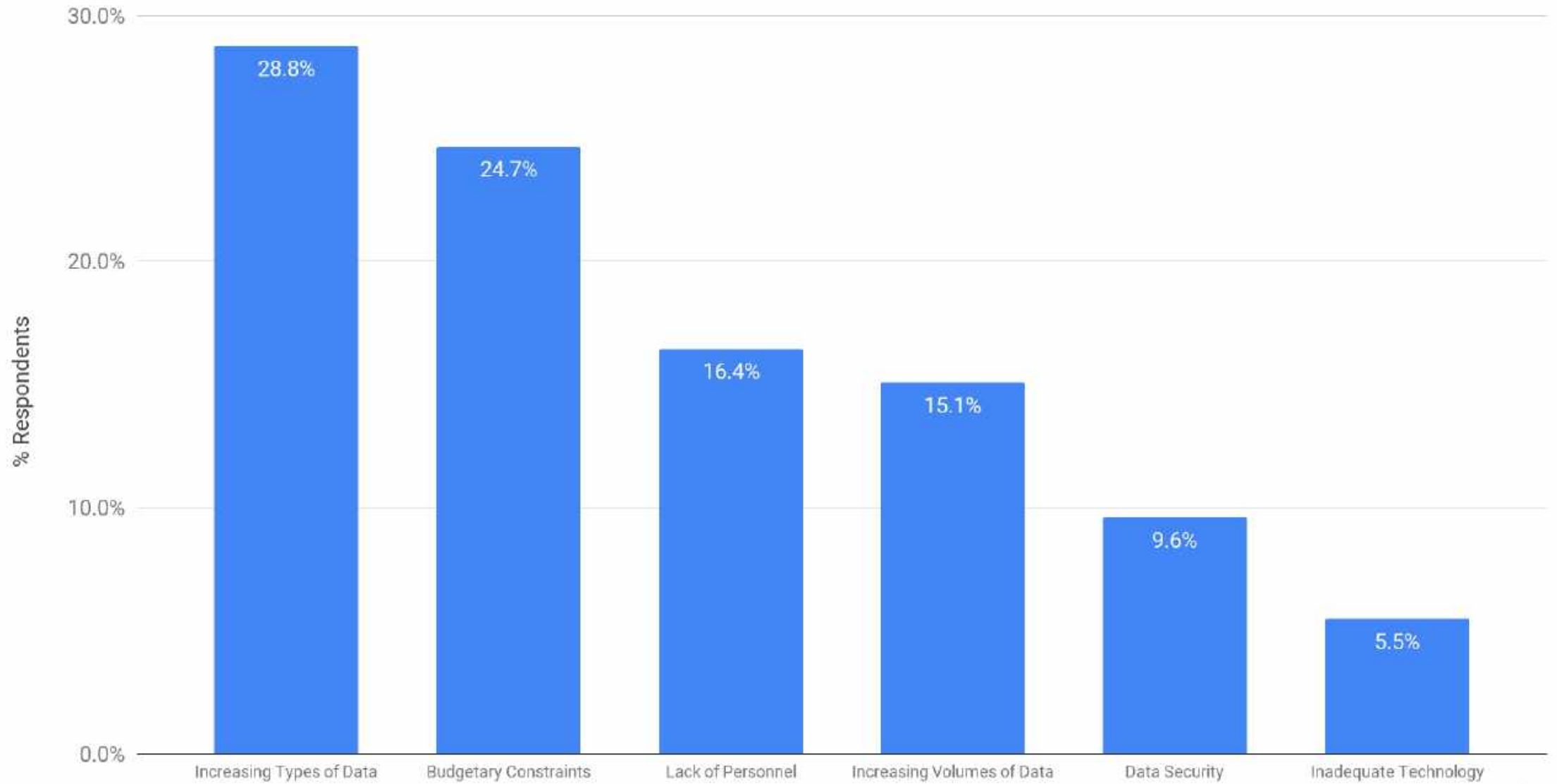
## Profits Overview + Six Months



Summer 2022 eDiscovery Business Confidence Survey (n=73)



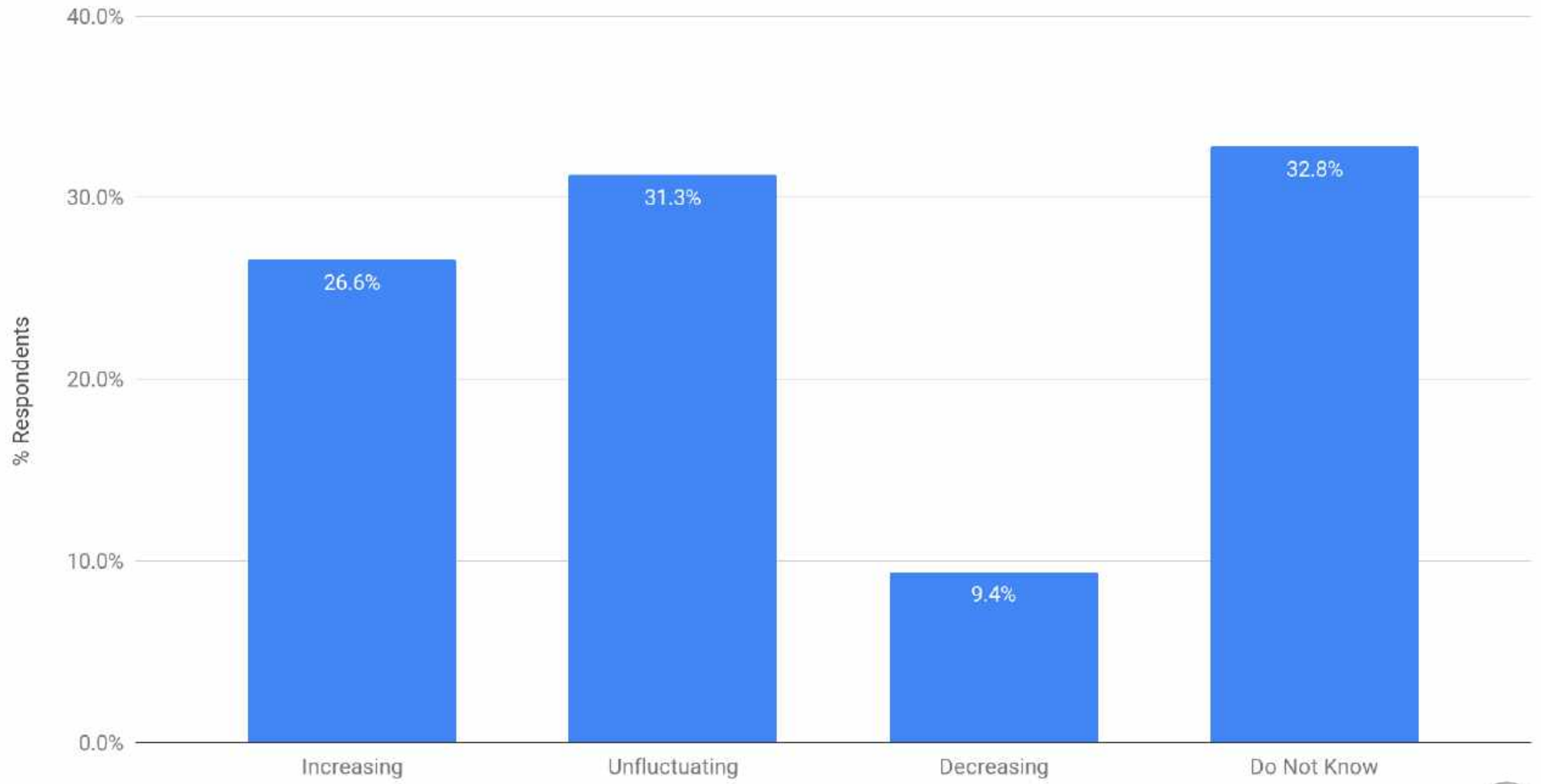
## Issues Impacting eDiscovery Business Performance



Summer 2022 eDiscovery Business Confidence Survey (n=73)



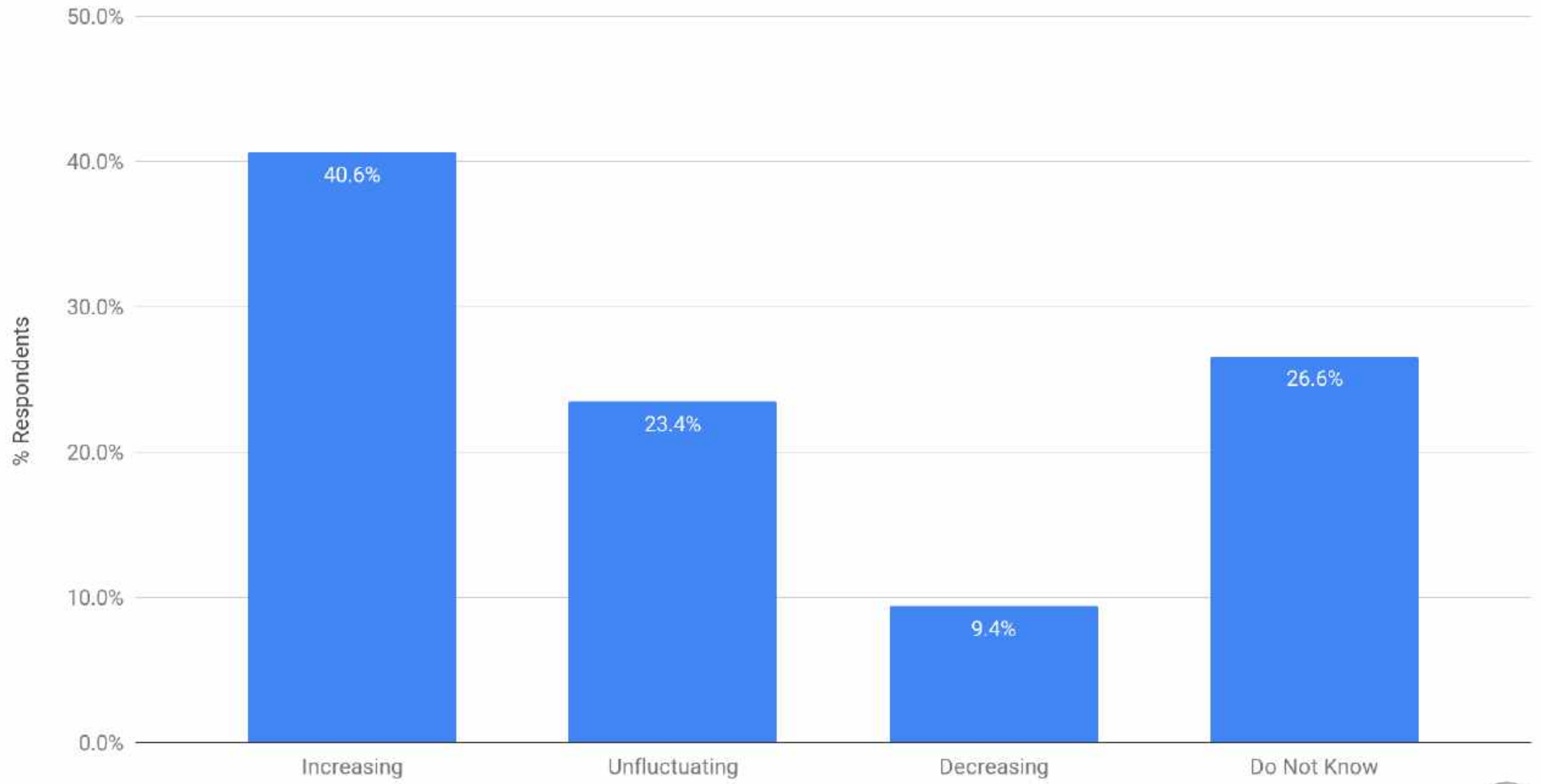
### eDiscovery Business Metric Trajectory: Days Sales Outstanding



Summer 2022 eDiscovery Business Confidence Survey (n=64)



### eDiscovery Business Metric Trajectory: Monthly Recurring Revenue

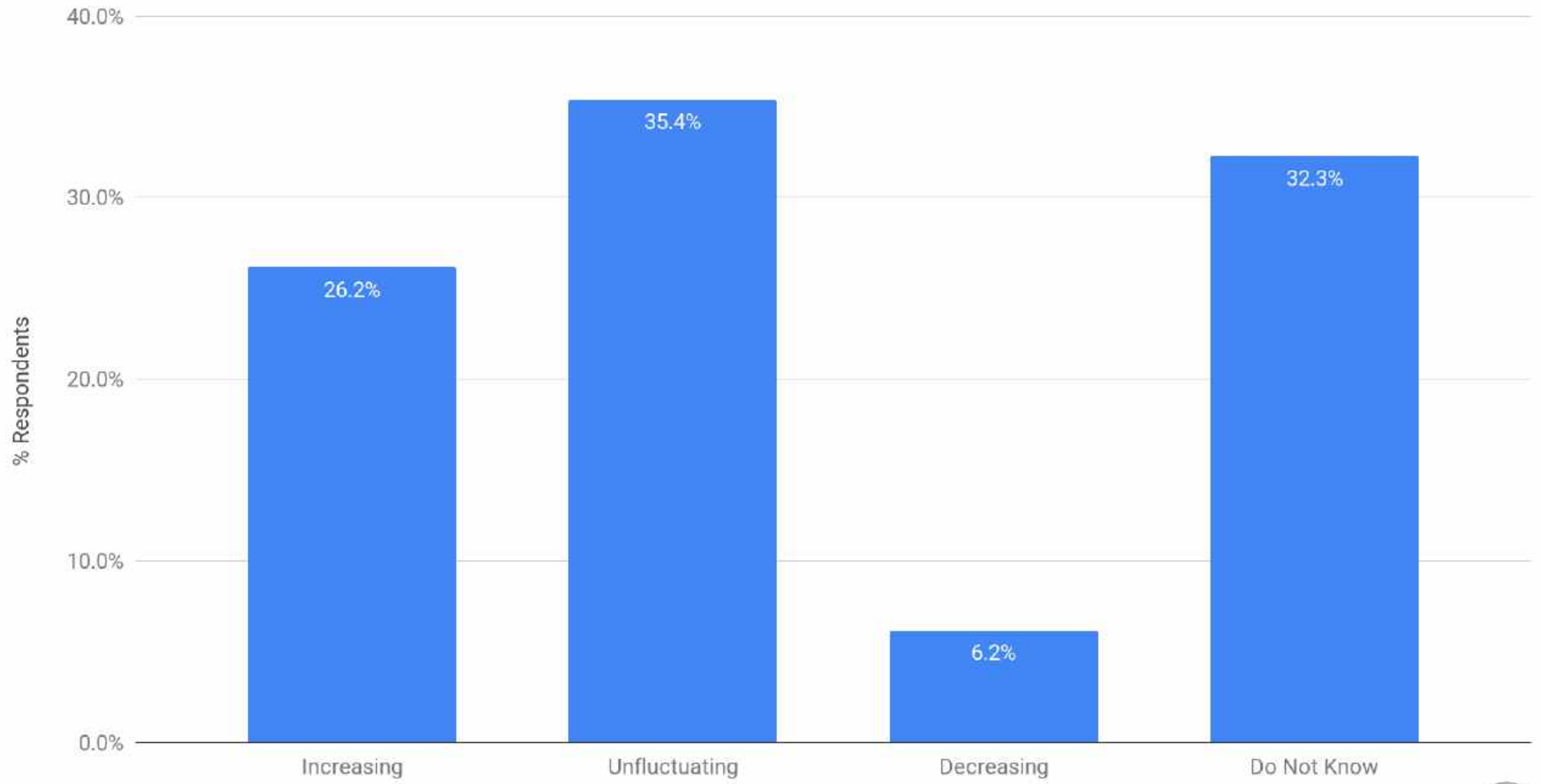


Summer 2022 eDiscovery Business Confidence Survey (n=64)





### eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Summer 2022 eDiscovery Business Confidence Survey (n=65)



# Context

Hyperlinks

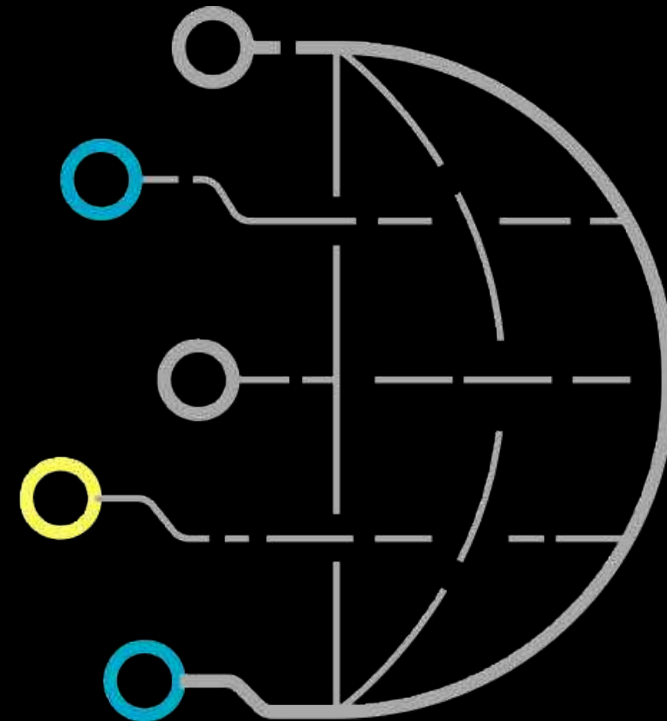
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[Market Size](#)

[Investments](#)

[Business Confidence](#)

[Second Requests](#)



# ComplexDiscovery

