

# Market Kinetics

eDiscovery Operational Metrics - Fall 2022



Complex  Discovery

# Operational Metrics

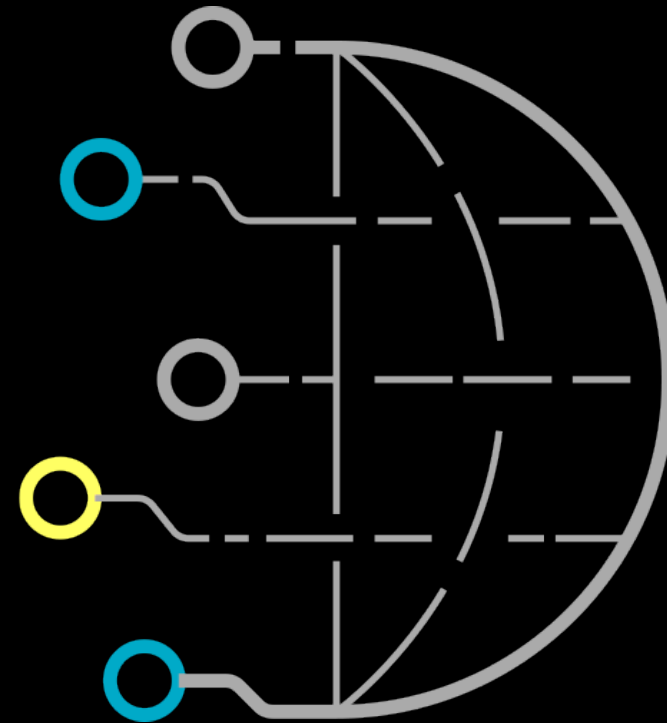
Background

Days Sales Outstanding

Monthly Recurring Revenue

Distribution of Revenue

Context



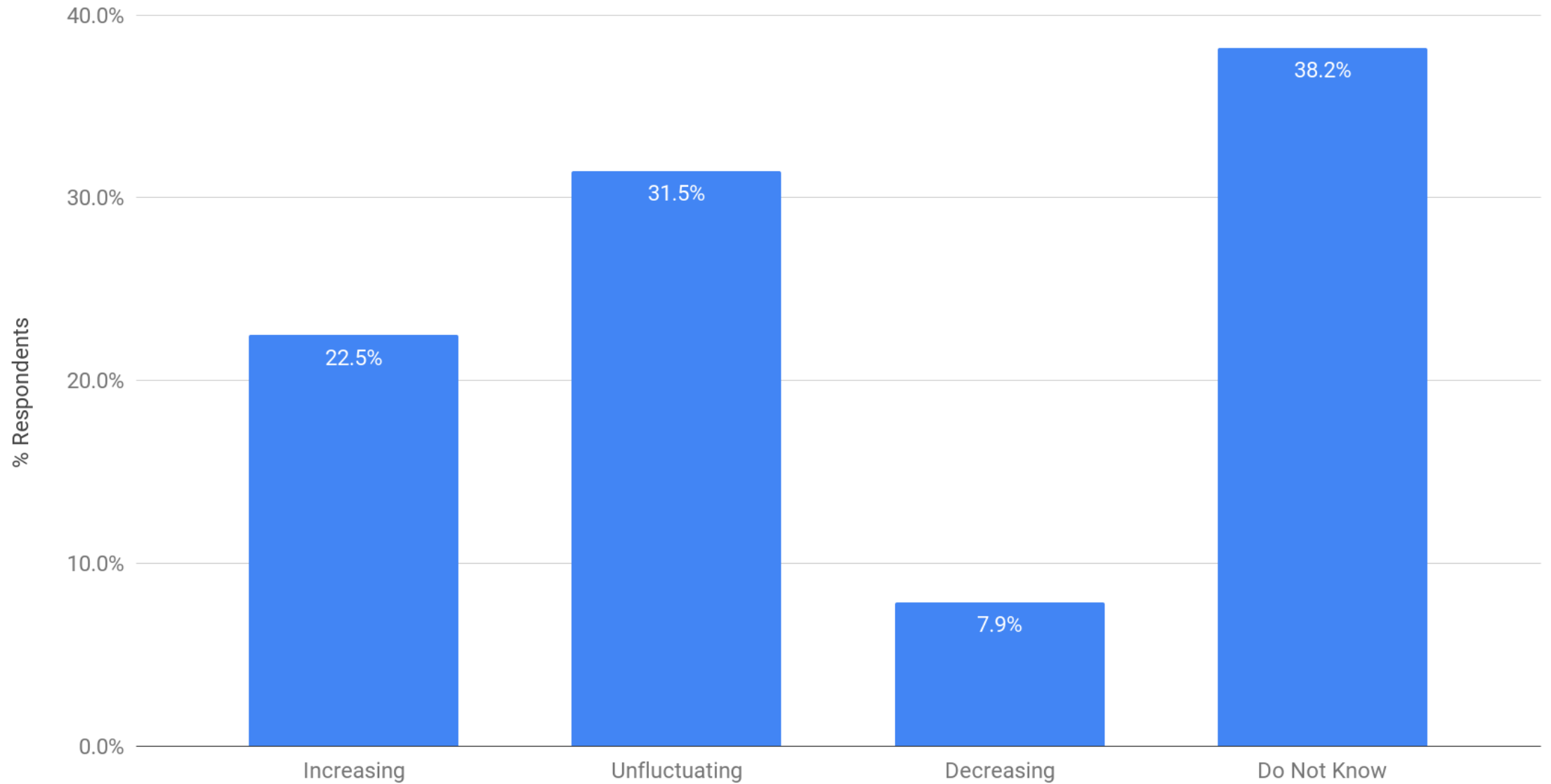


# Background

Quarterly Business Confidence Survey  
Fall 2022 Operational Metrics Results



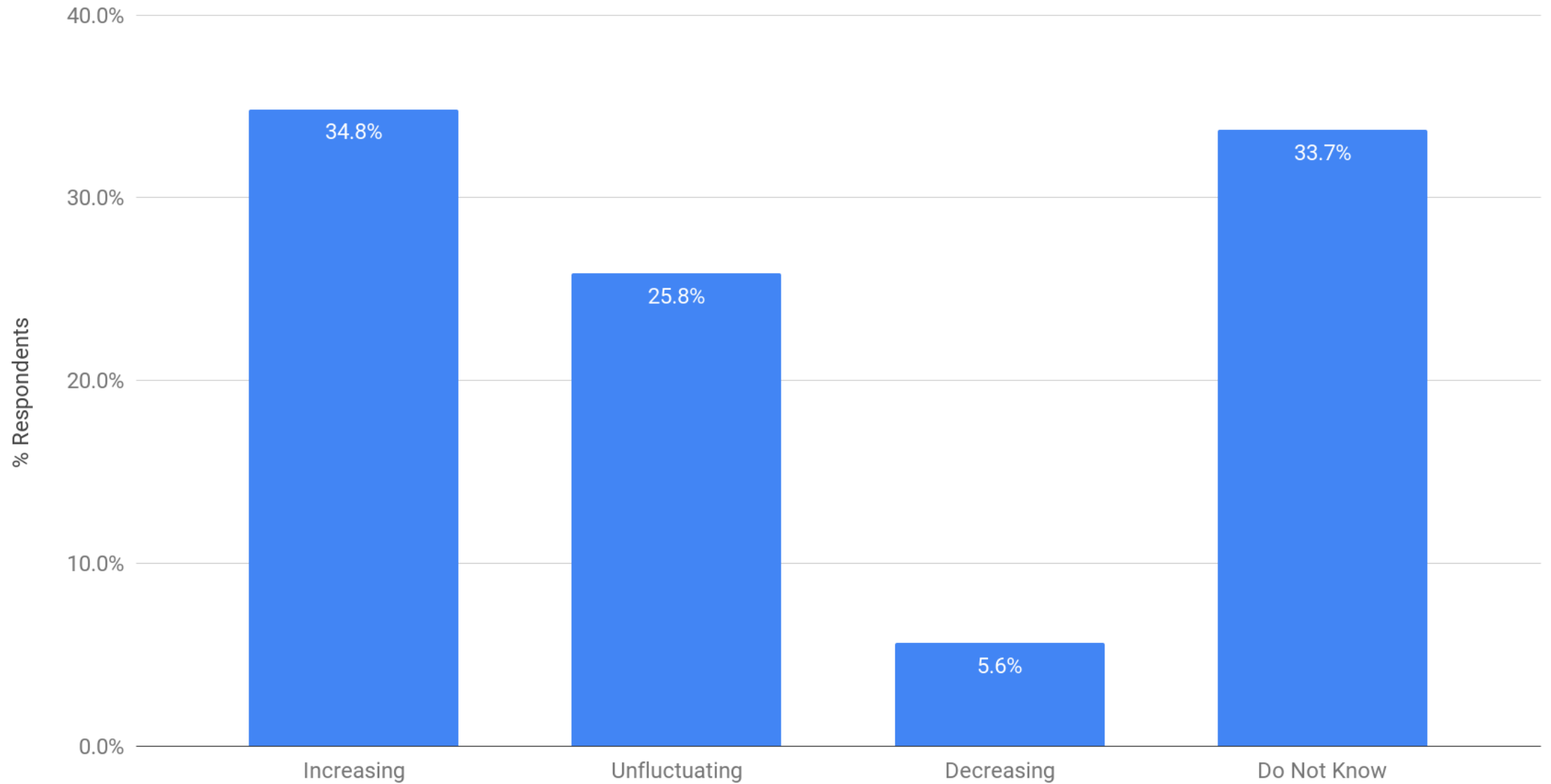
### eDiscovery Business Metric Trajectory: Days Sales Outstanding



Fall 2022 eDiscovery Business Confidence Survey (n=89)



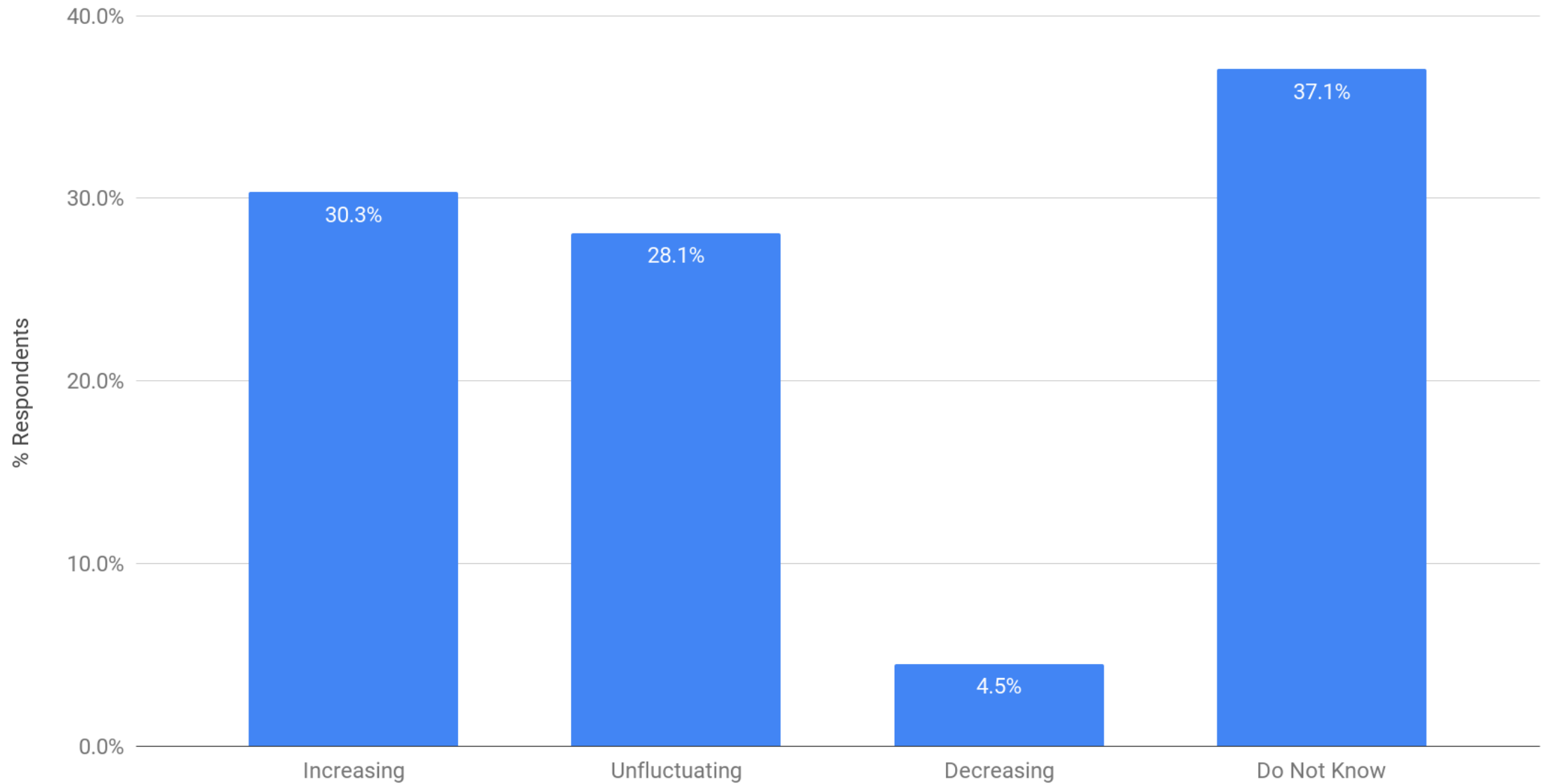
## eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Fall 2022 eDiscovery Business Confidence Survey (n=89)



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



Fall 2022 eDiscovery Business Confidence Survey (n=89)





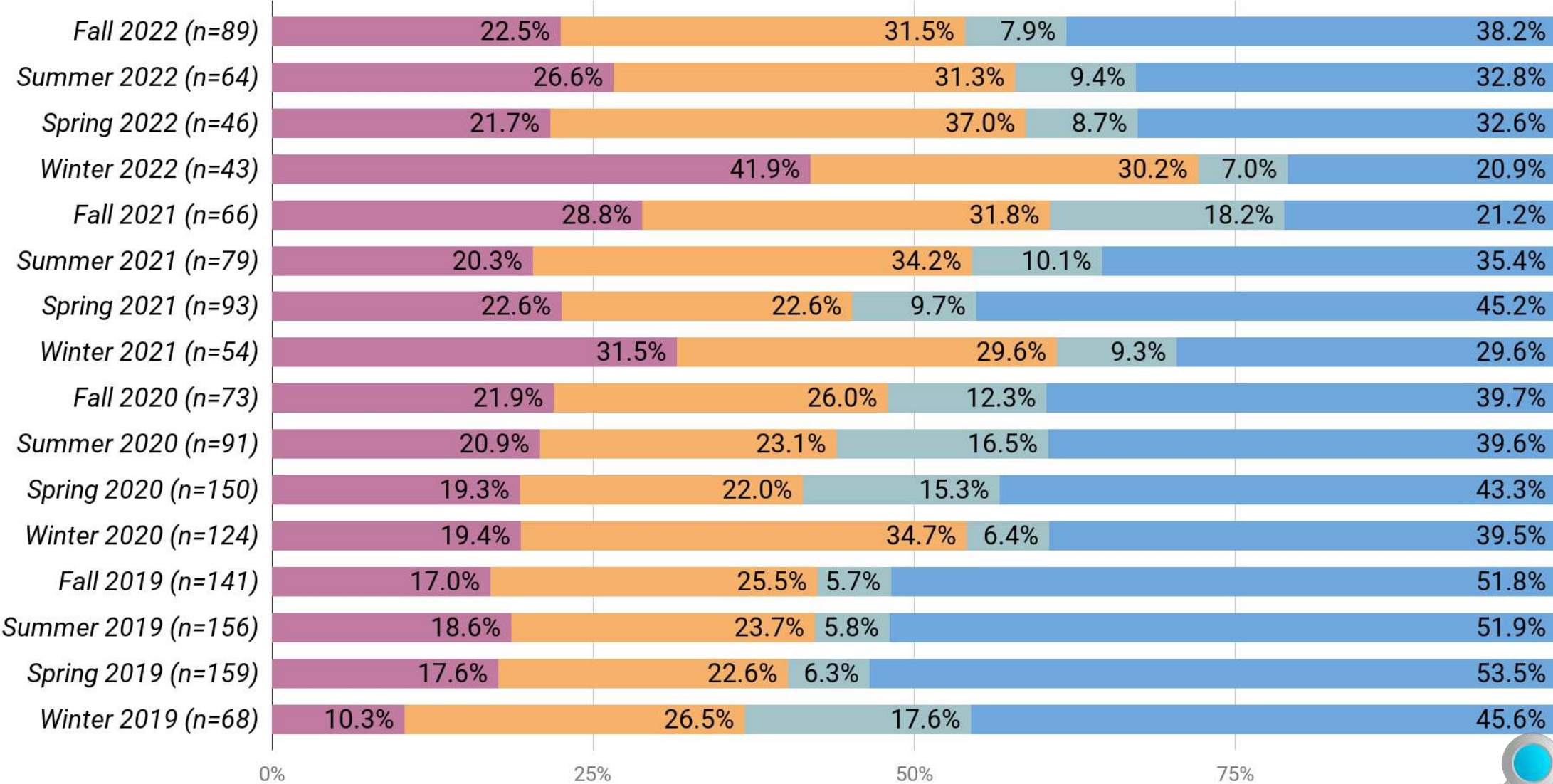
# Aggregate Results

Quarterly Business Confidence Survey  
Operational Metrics - 16 Surveys



# eDiscovery Business Metric Trajectory: Days Sales Outstanding

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



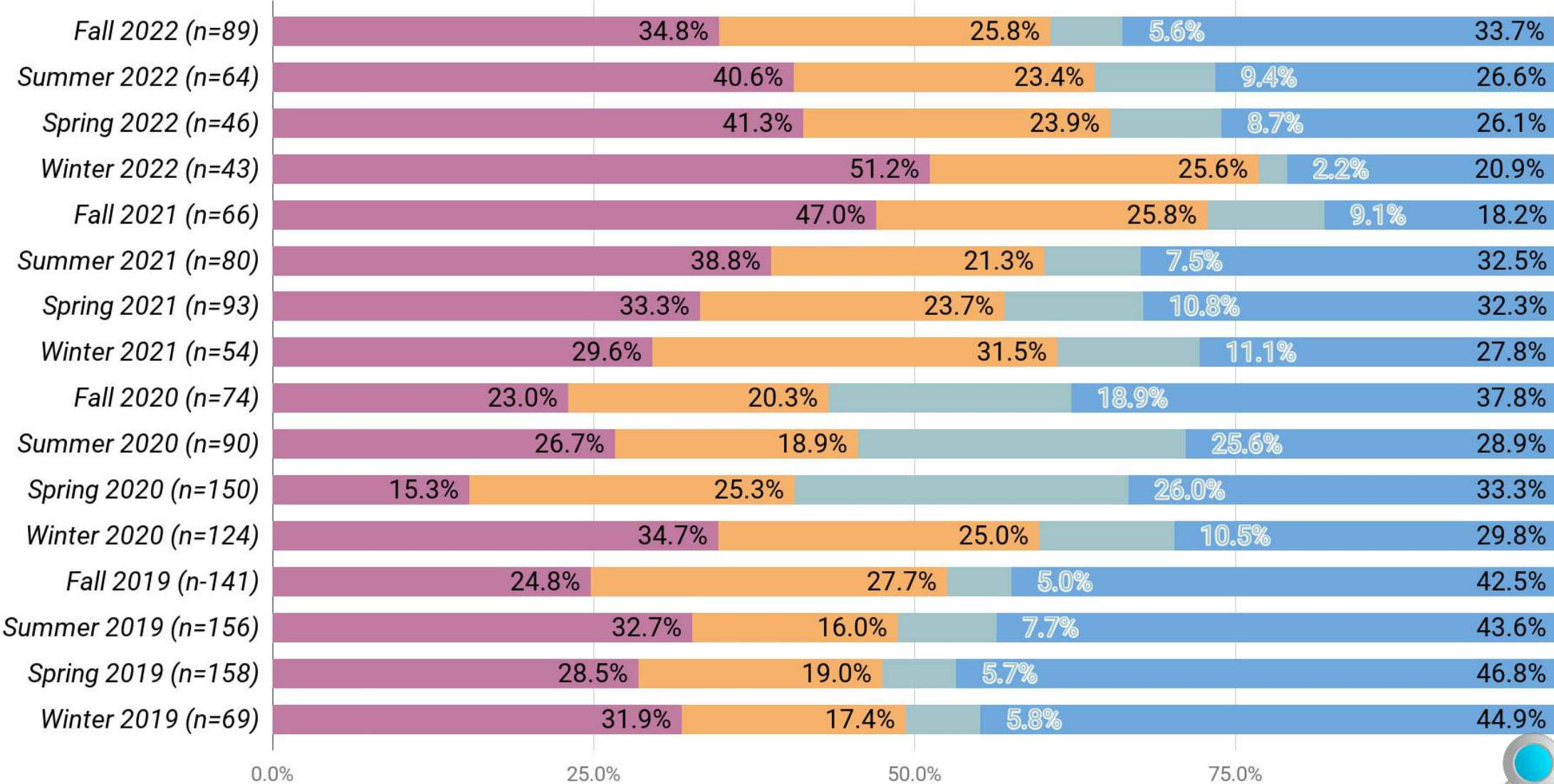
Operational Metrics





# eDiscovery Business Metric Trajectory: Monthly Recurring Revenue

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know

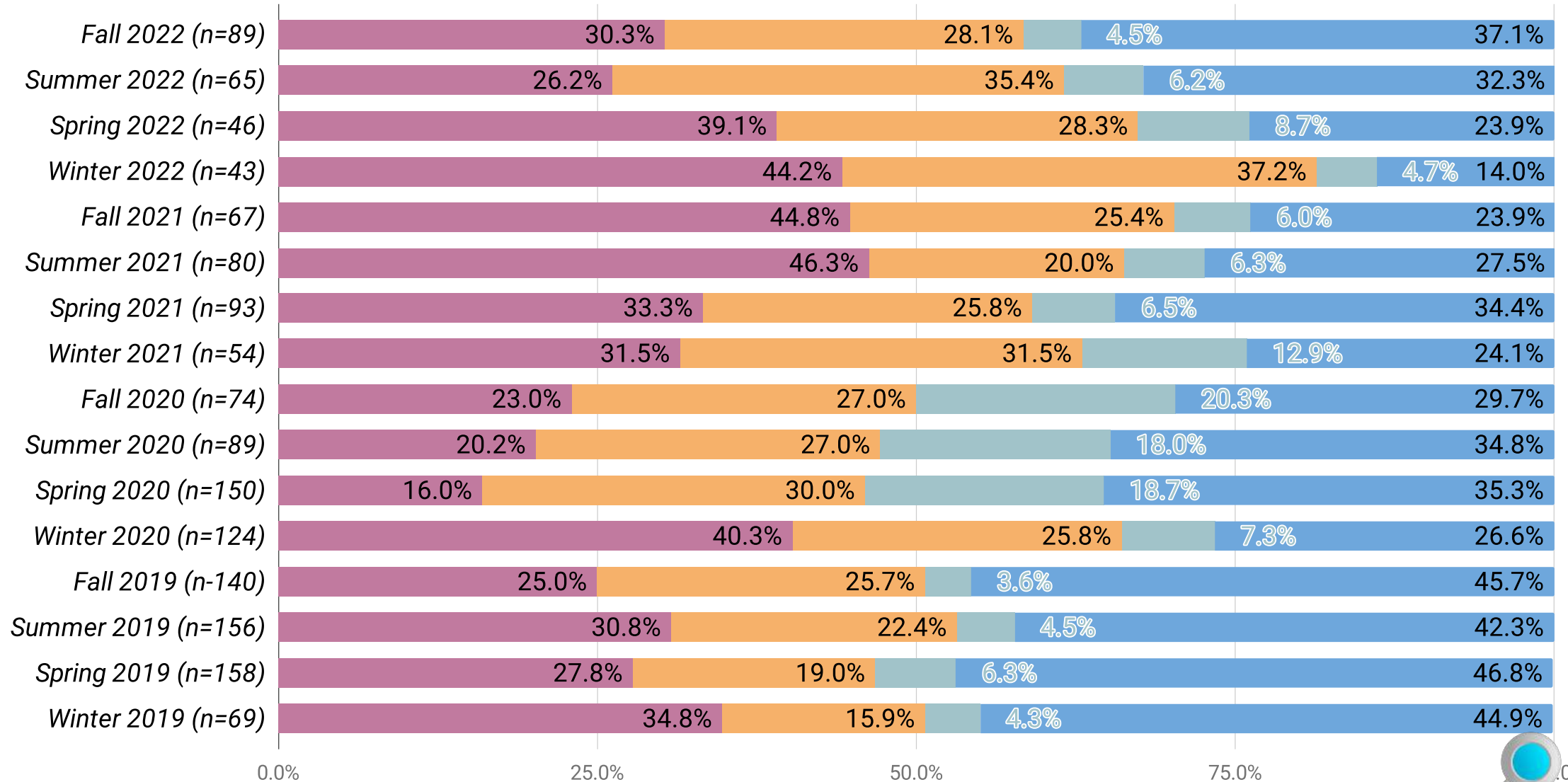


Operational Metrics



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

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics



# Context

Hyperlinks

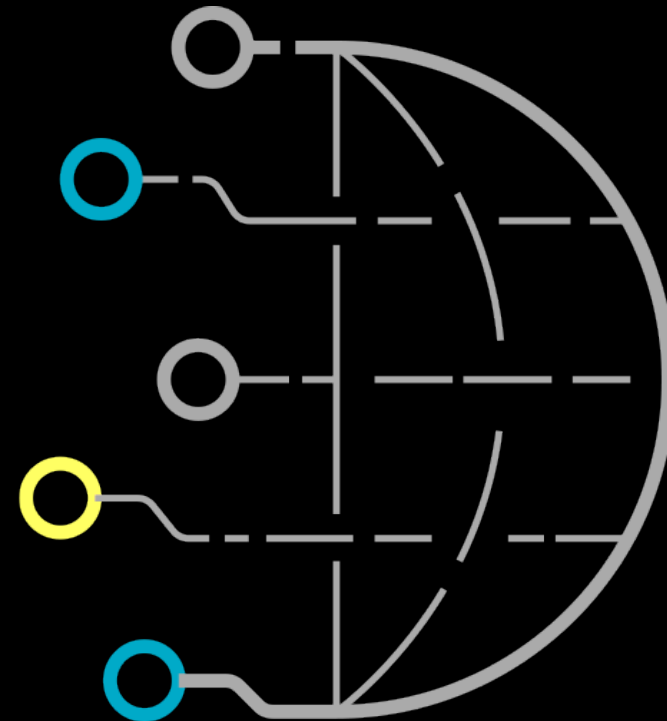
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[Investments](#)

[Business Confidence](#)

[Second Requests](#)



# ComplexDiscovery

