

Market Kinetics

eDiscovery Business Confidence - Winter 2023



Complex
Discovery

Business Confidence

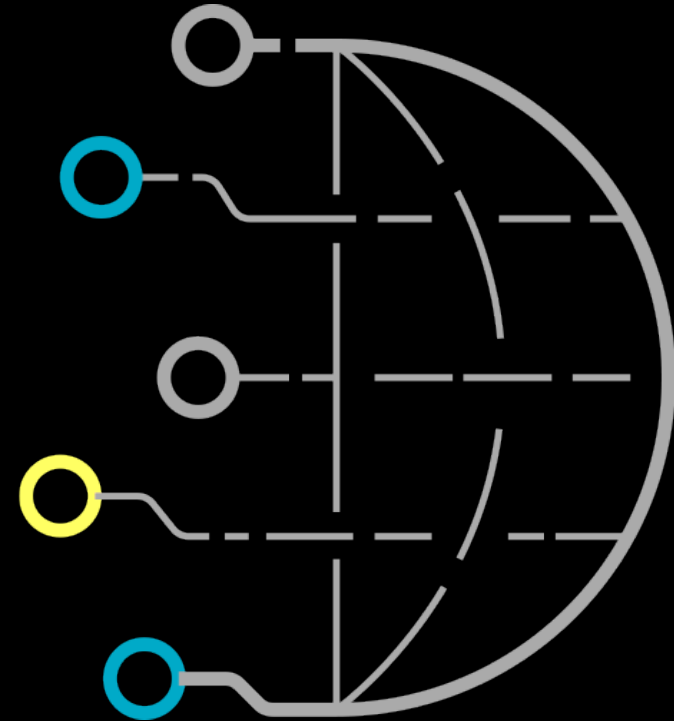
Background

Business Climate

Performance Concerns

Operational Metrics

Context



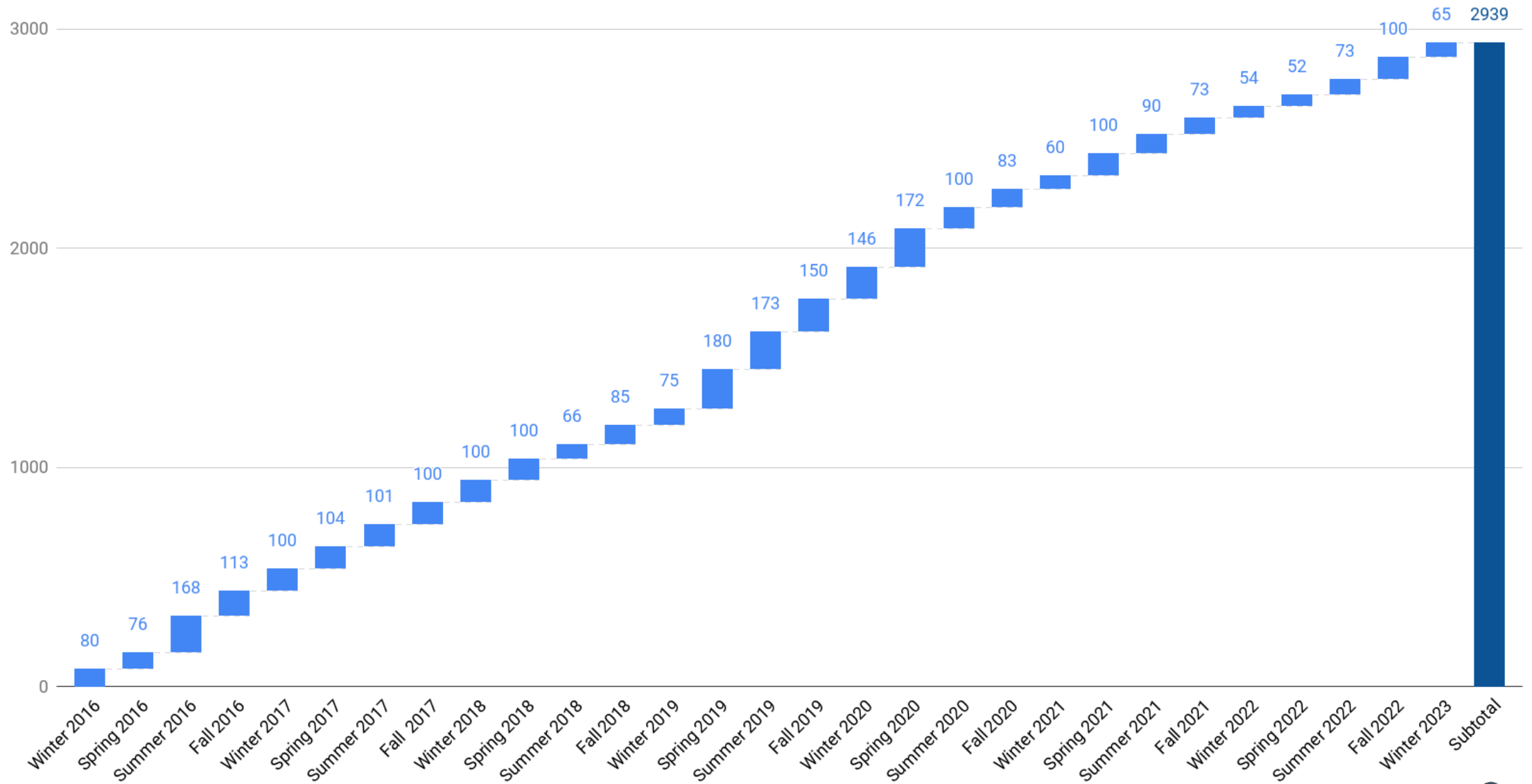


Background

Quarterly Business Confidence Survey
Winter 2023



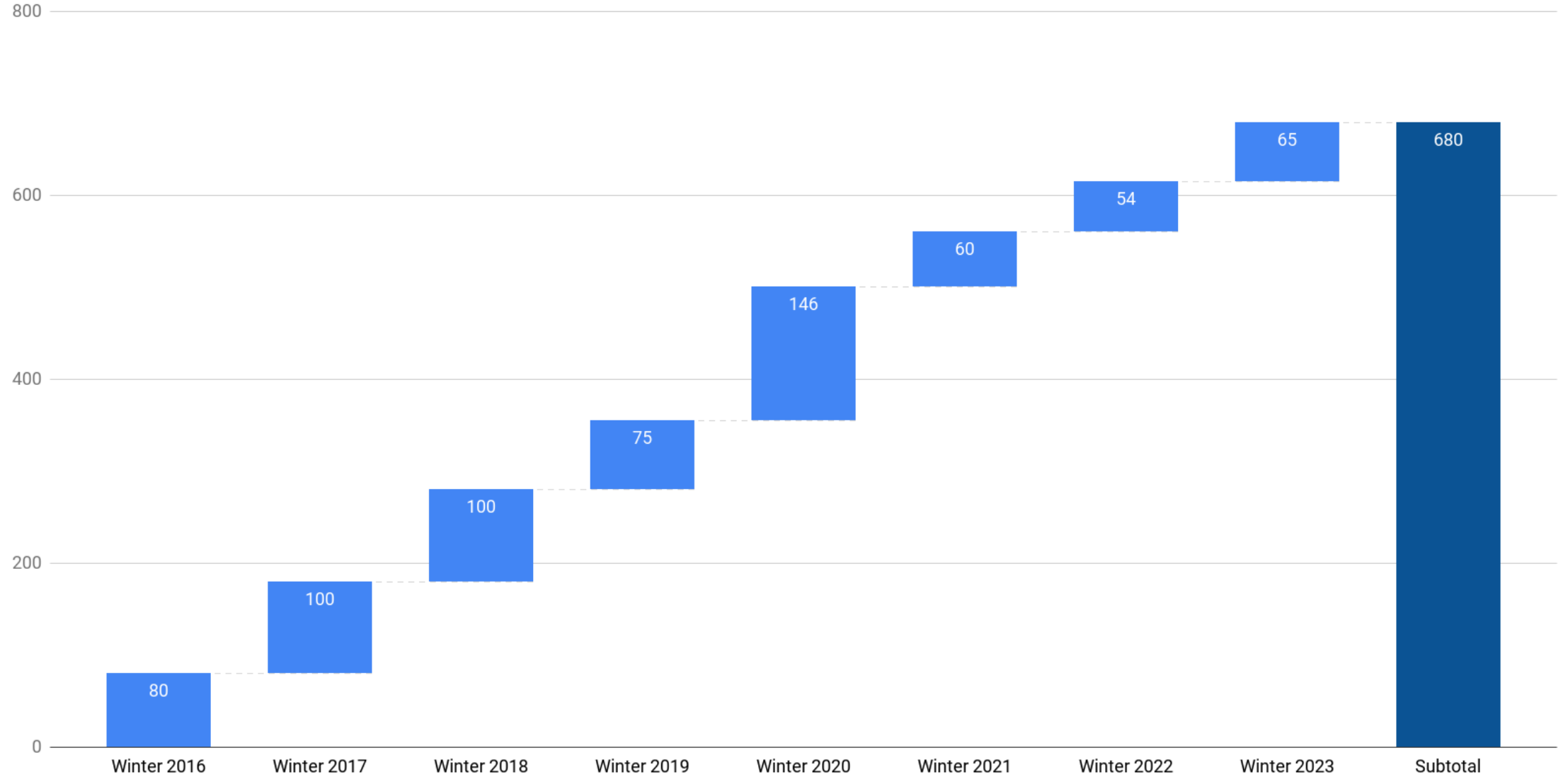
Survey Respondents (Individual and Aggregate Overview)



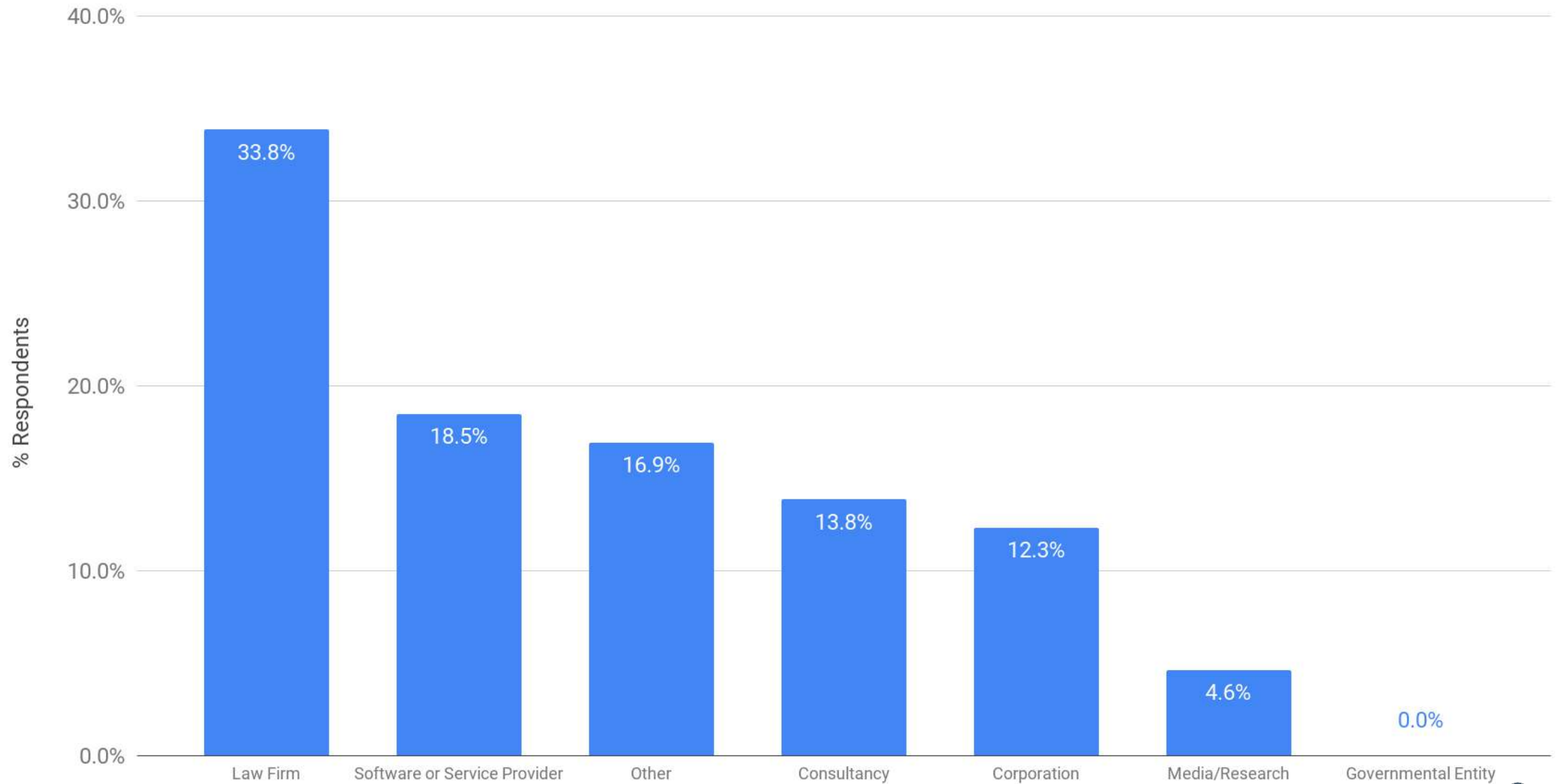
eDiscovery Business Confidence Survey



Winter Survey Respondents (Individual and Aggregate Overview)



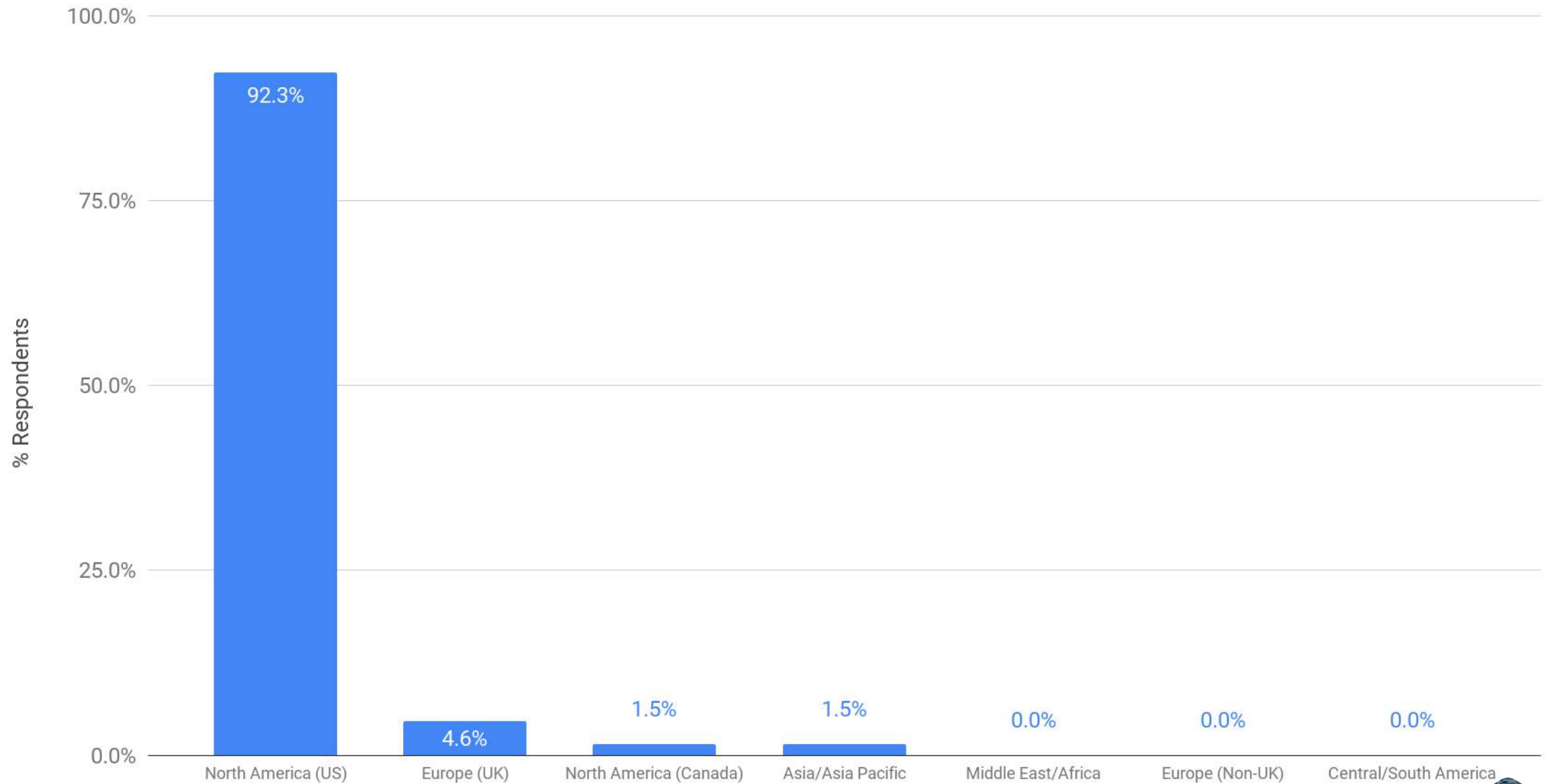
Survey Respondents by Organizational Segment



Winter 2023 eDiscovery Business Confidence Survey (n=65)



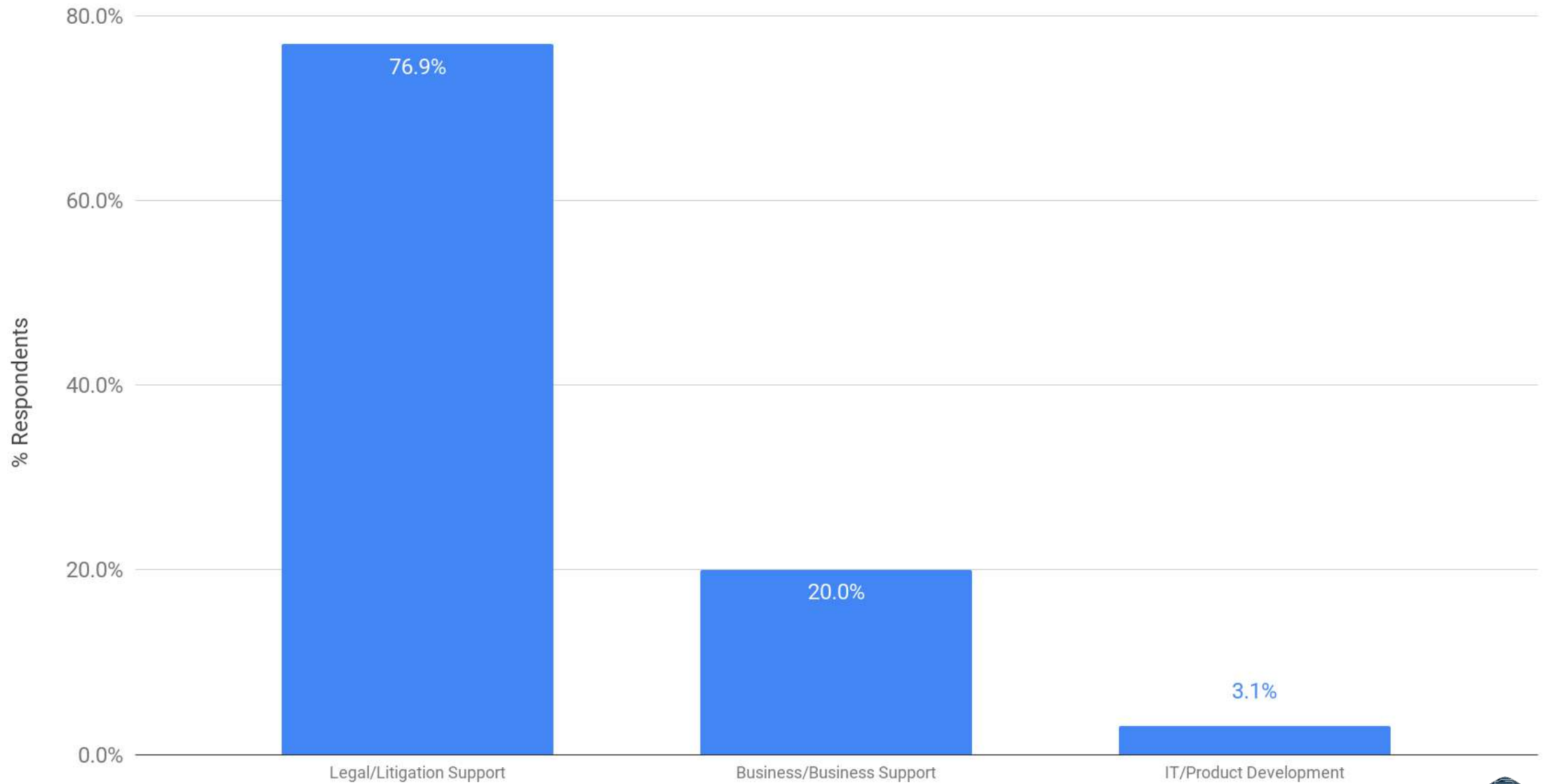
Survey Respondents by Geographic Region



Winter 2023 eDiscovery Business Confidence Survey (n=65)



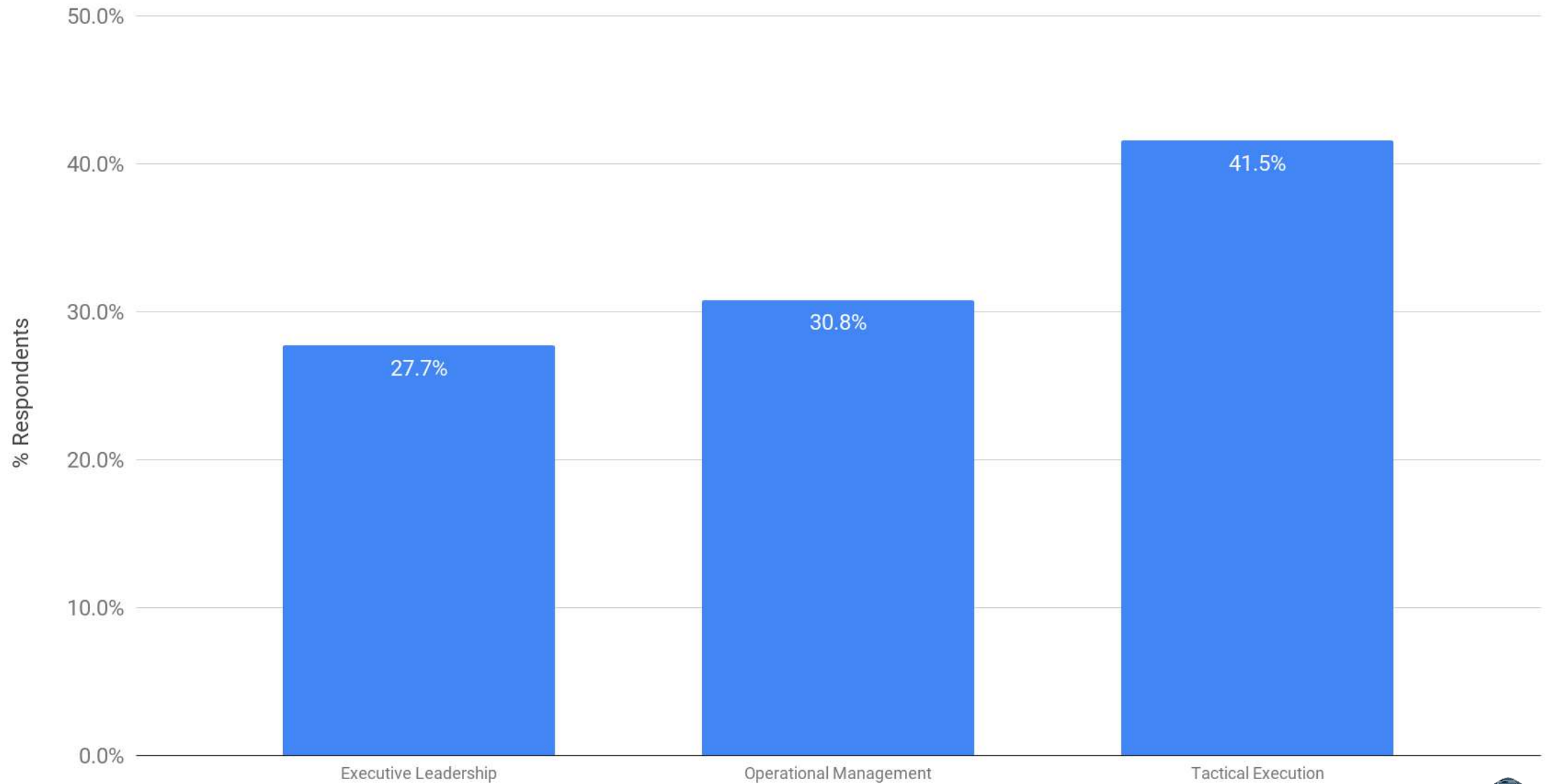
Survey Respondents by Primary Function



Winter 2023 eDiscovery Business Confidence Survey (n=65)



Survey Respondents by Level of Support



Winter 2023 eDiscovery Business Confidence Survey (n=65)



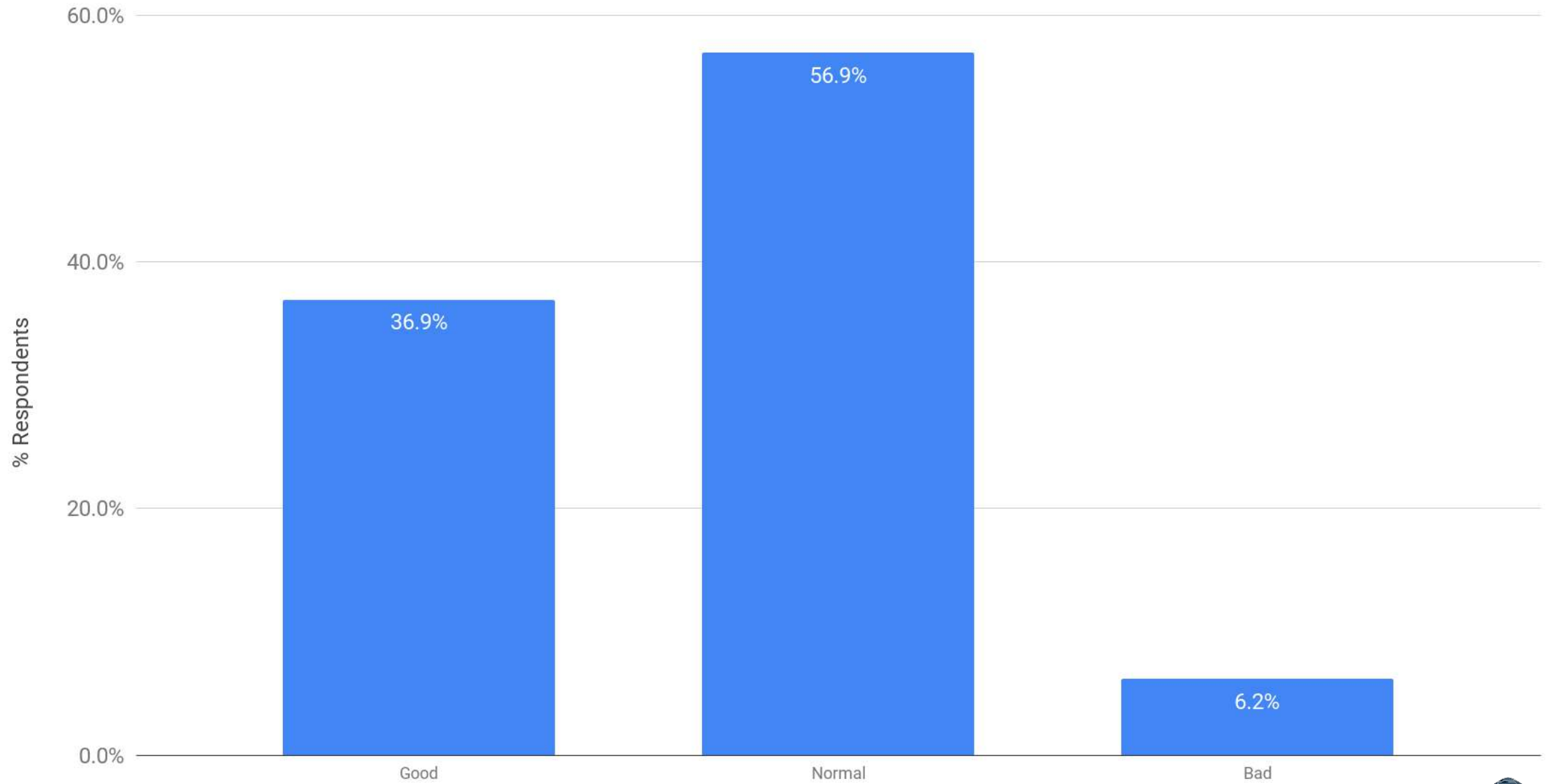


Results

Quarterly Business Confidence Survey
Winter 2023



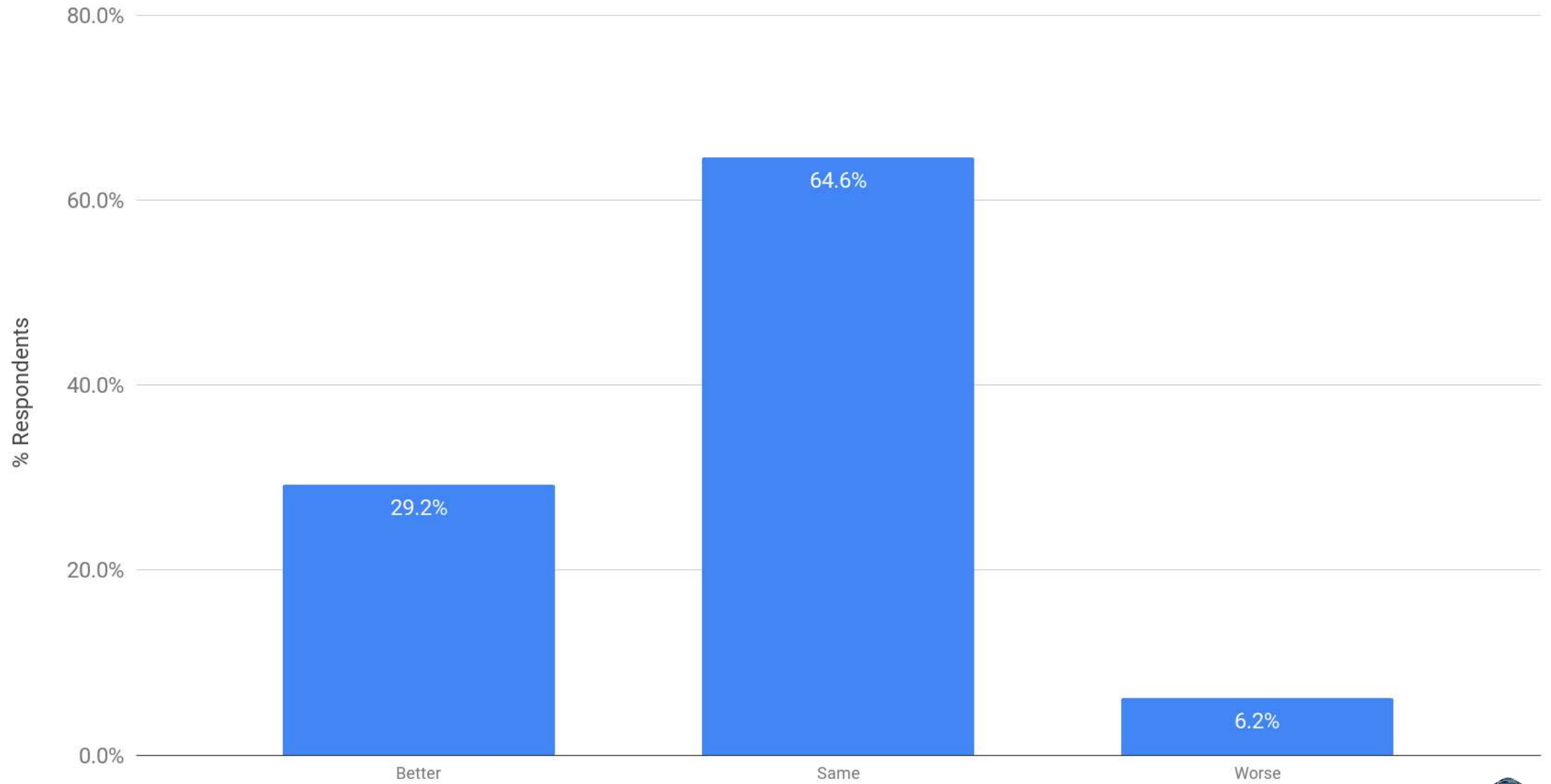
Current Business Climate Overview



Winter 2023 eDiscovery Business Confidence Survey (n=65)



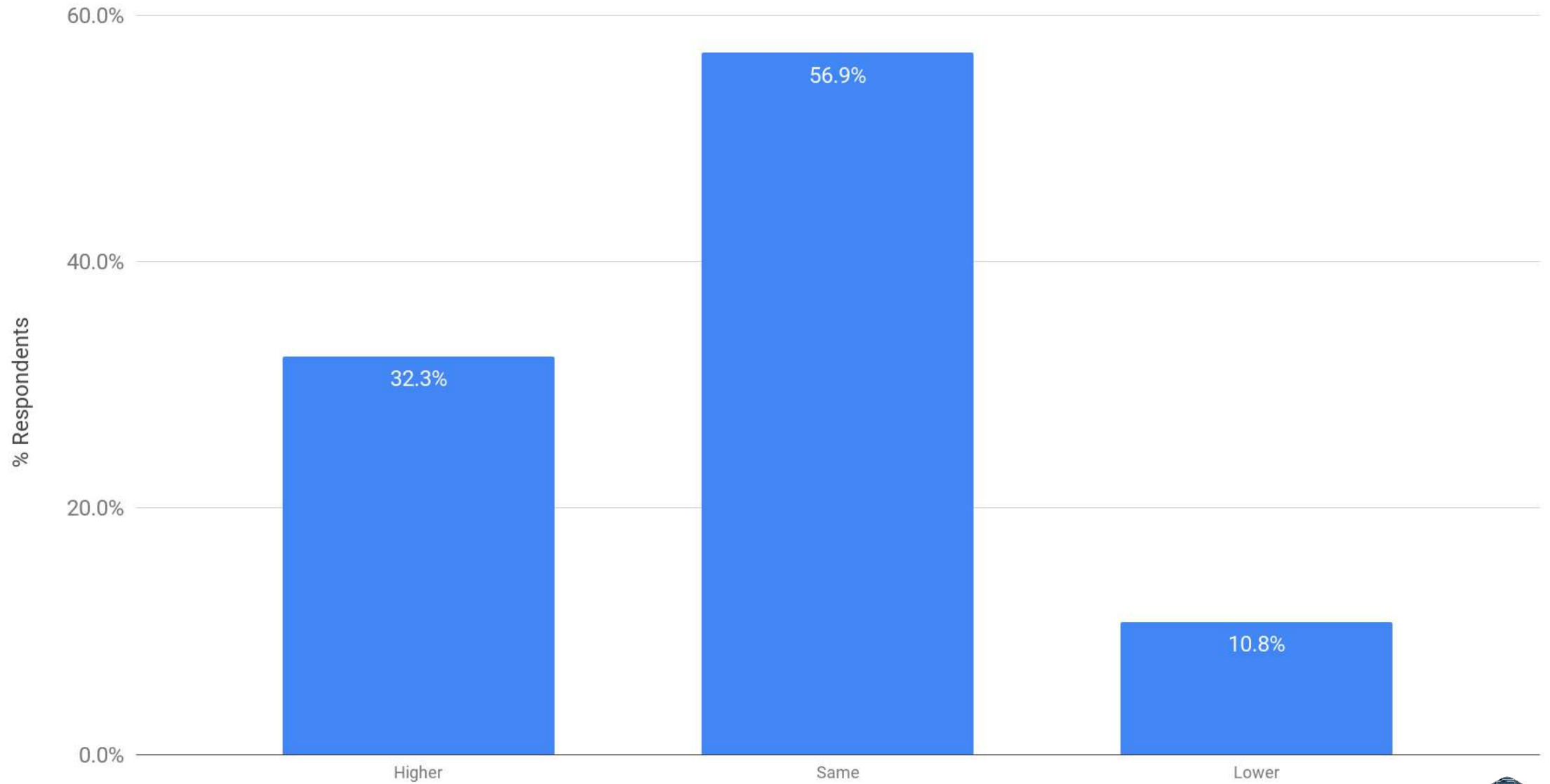
Business Climate Overview + Six Months



Winter 2023 eDiscovery Business Confidence Survey (n=65)



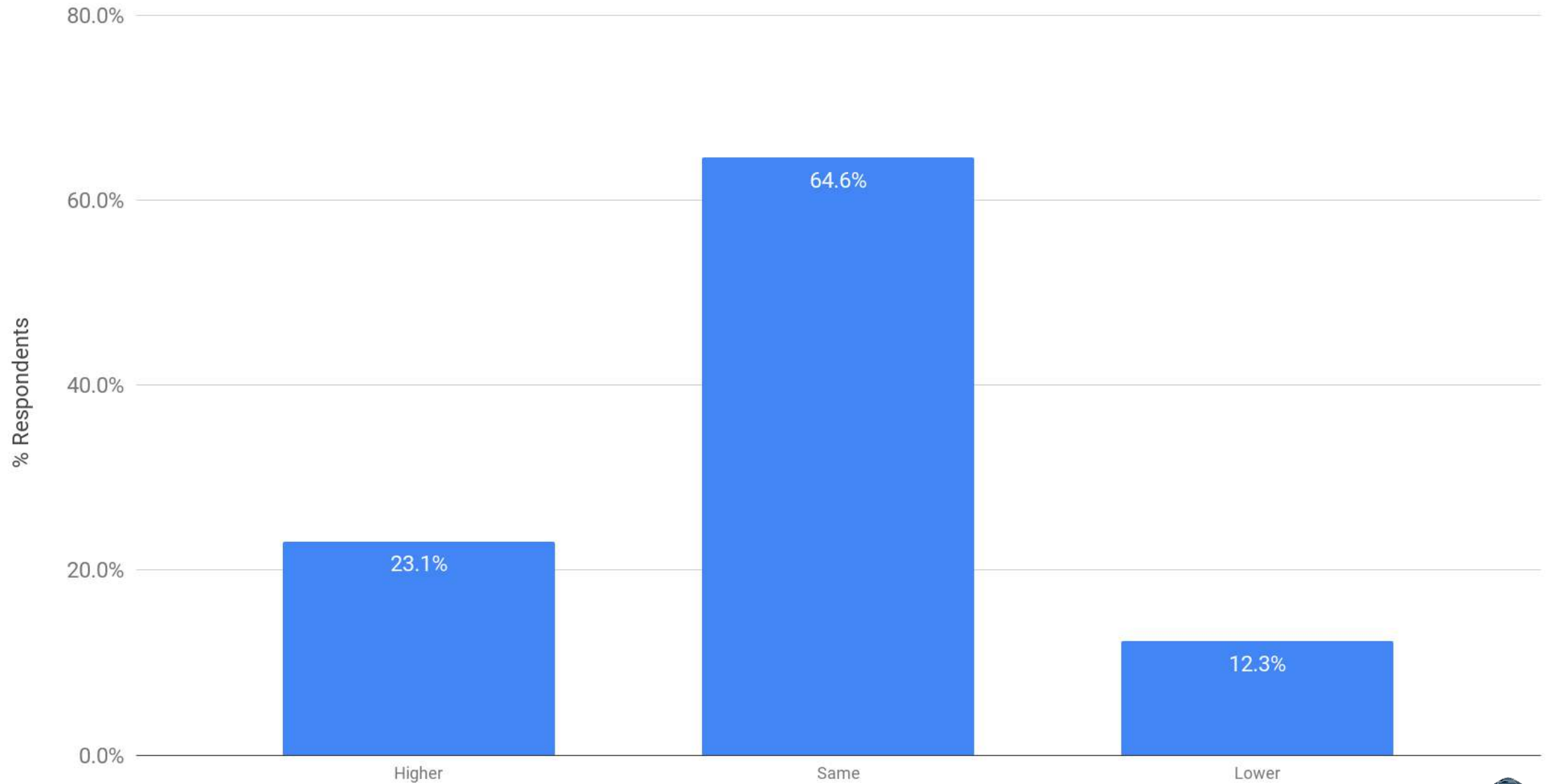
Revenue Overview + Six Months



Winter 2023 eDiscovery Business Confidence Survey (n=65)



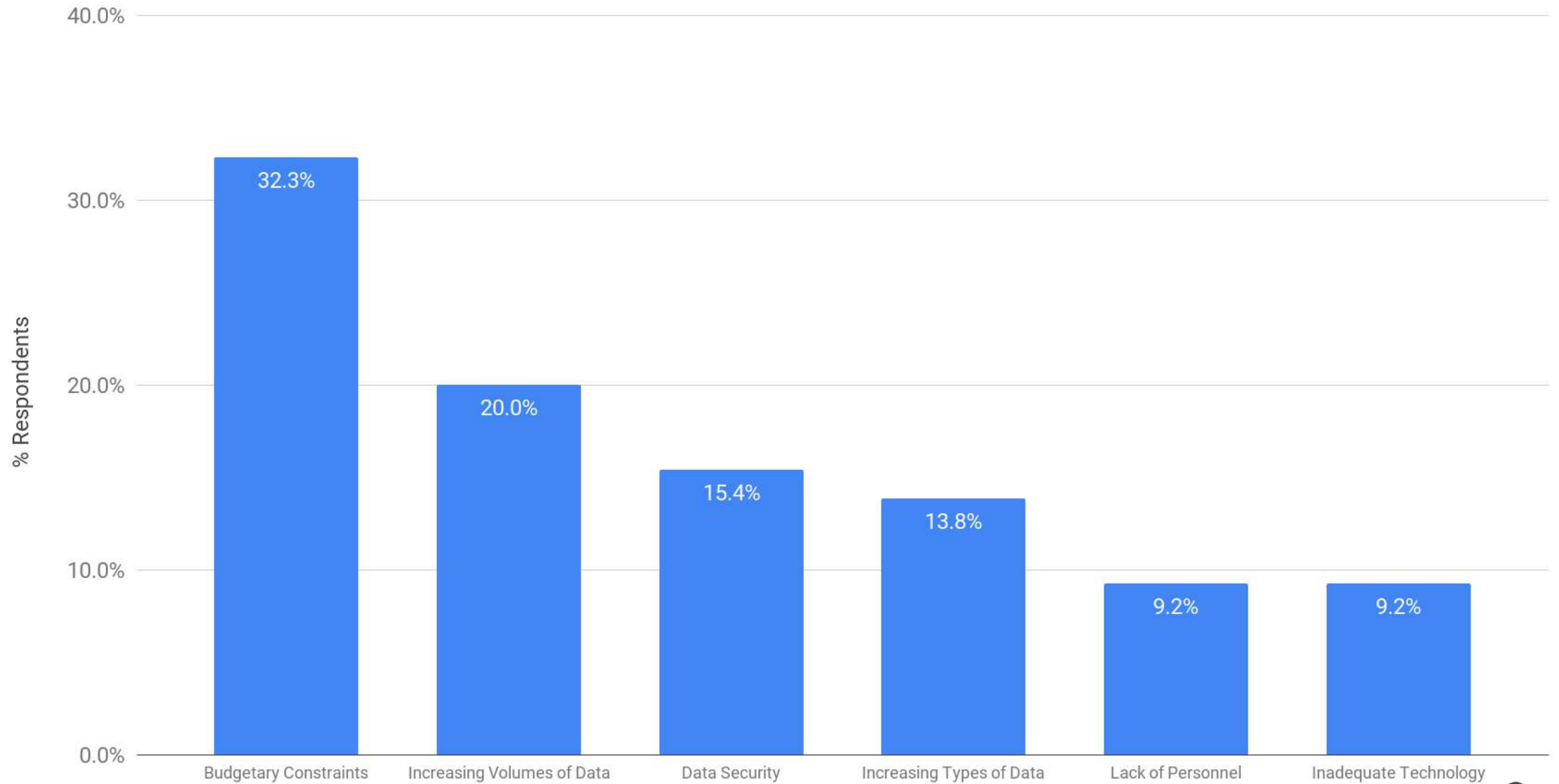
Profits Overview + Six Months



Winter 2023 eDiscovery Business Confidence Survey (n=65)



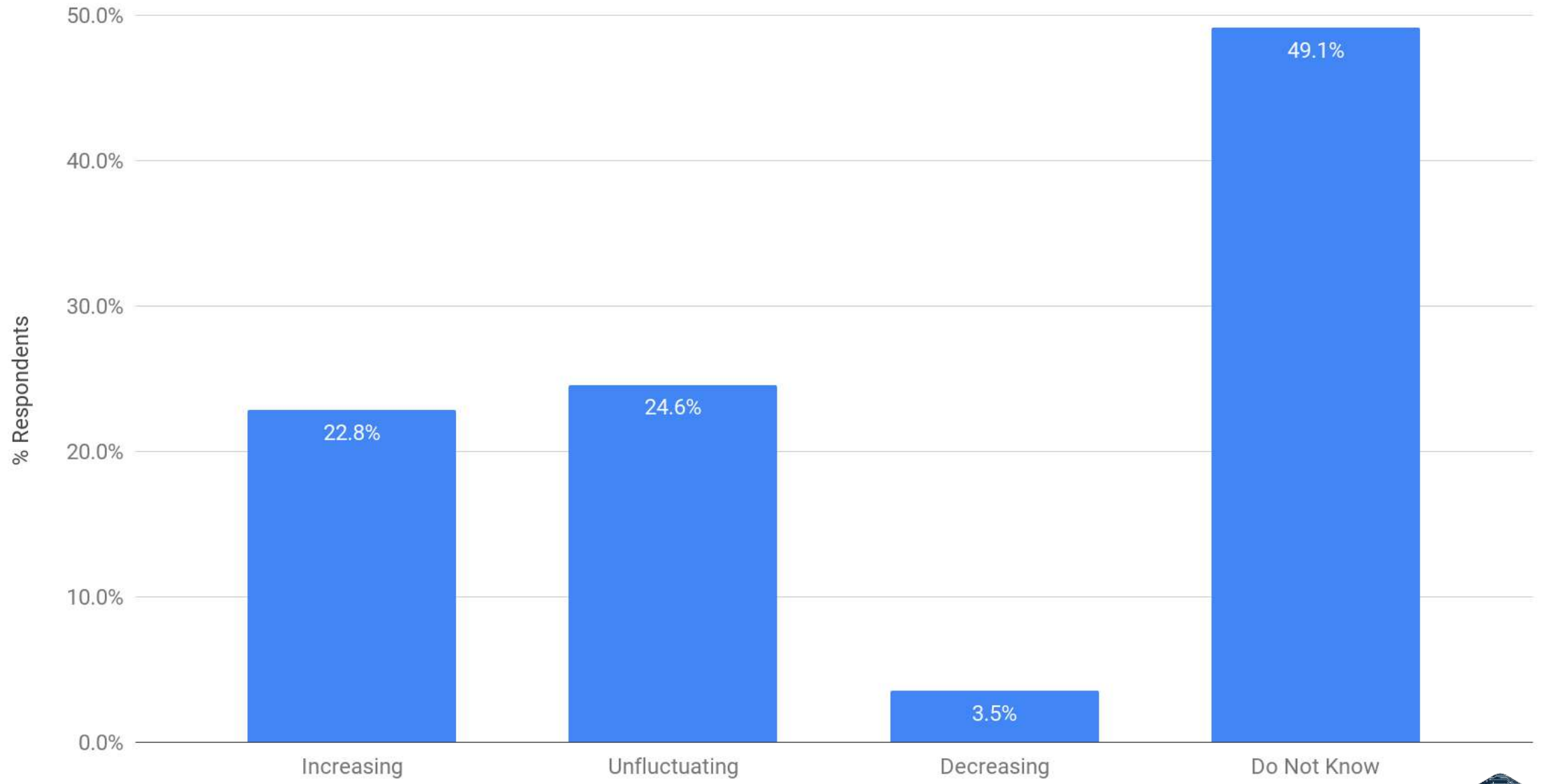
Issues Impacting eDiscovery Business Performance



Winter 2023 eDiscovery Business Confidence Survey (n=65)



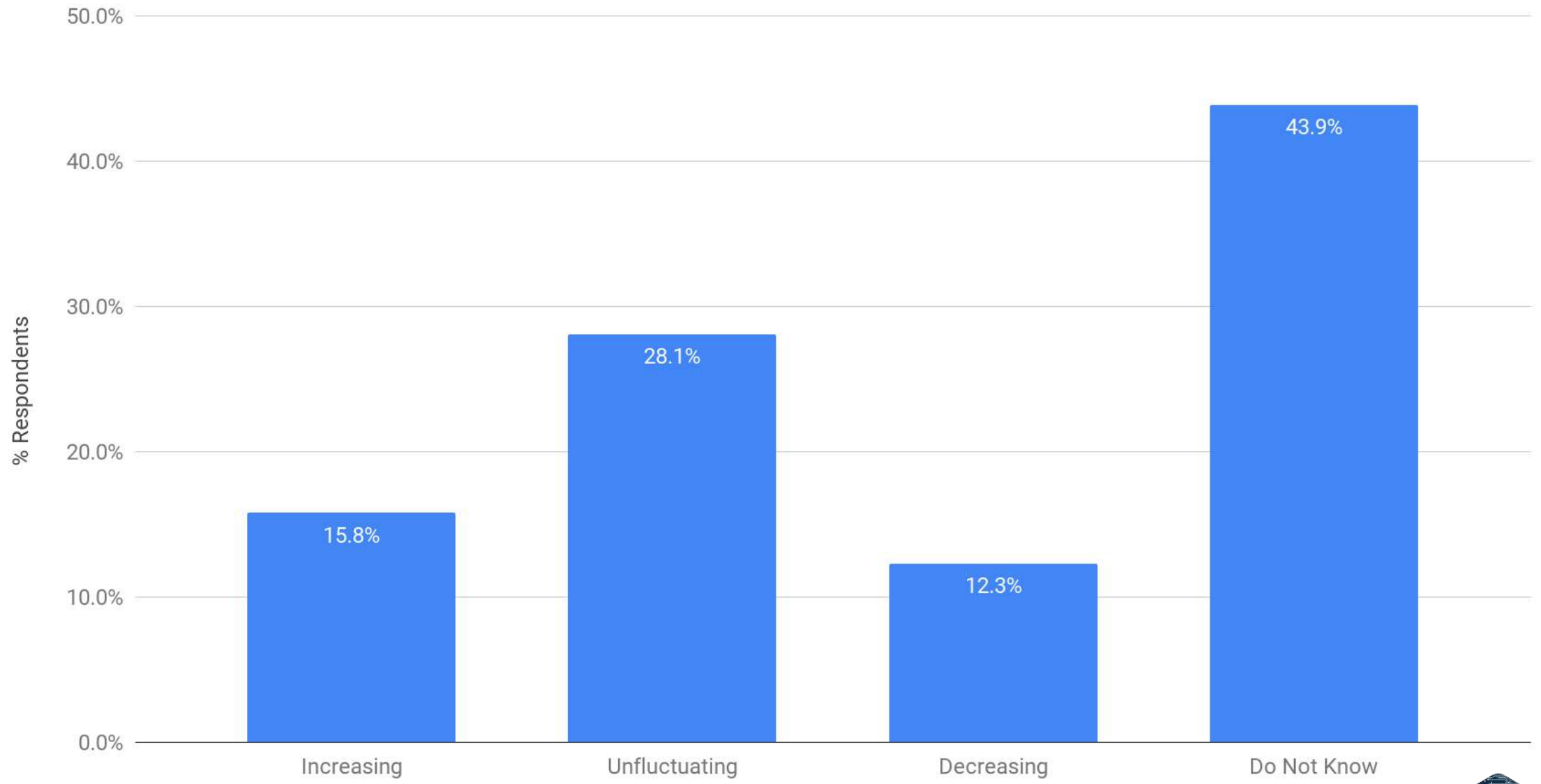
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Winter 2023 eDiscovery Business Confidence Survey (n=57)



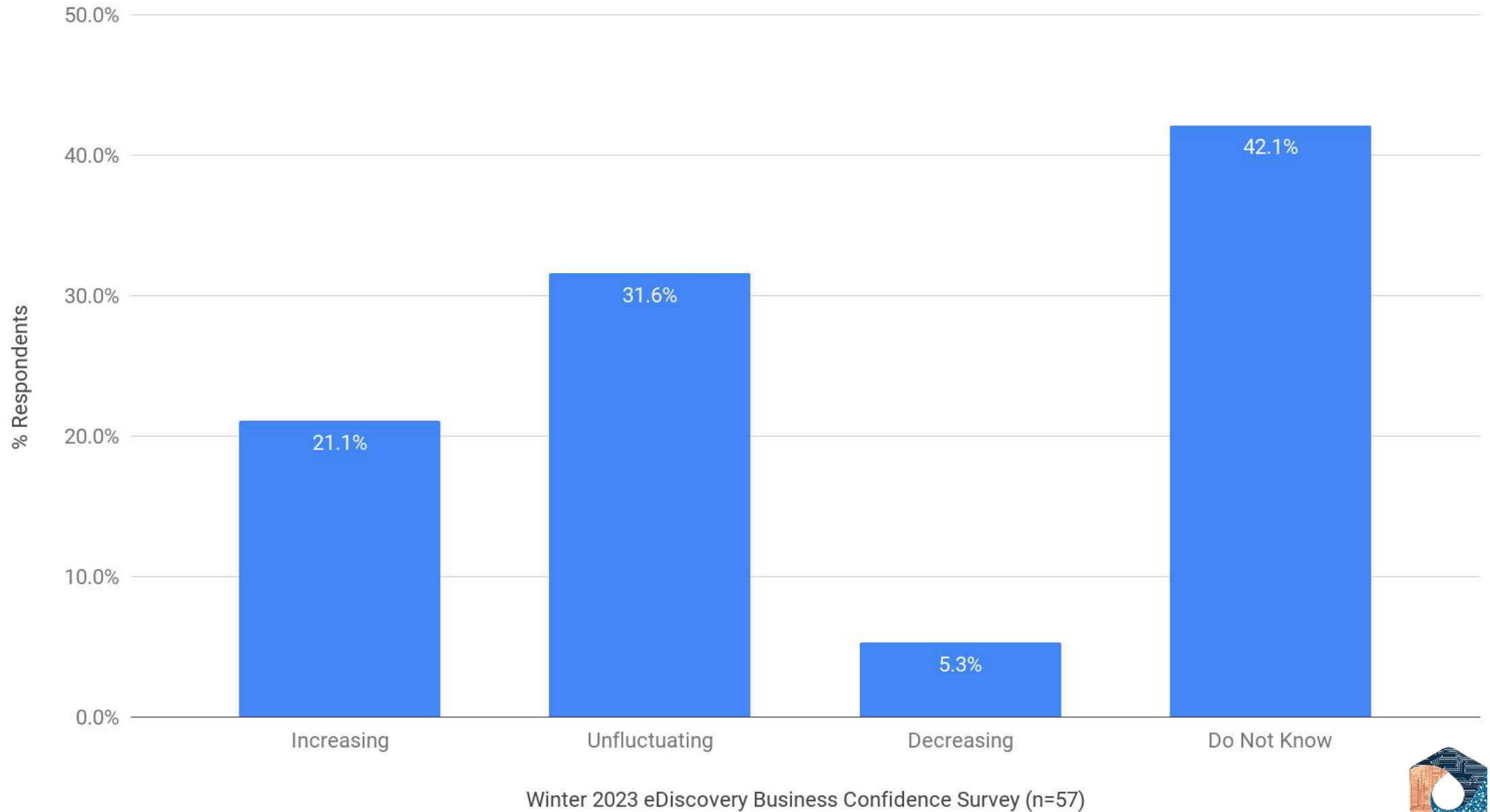
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Winter 2023 eDiscovery Business Confidence Survey (n=57)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Context

Hyperlinks

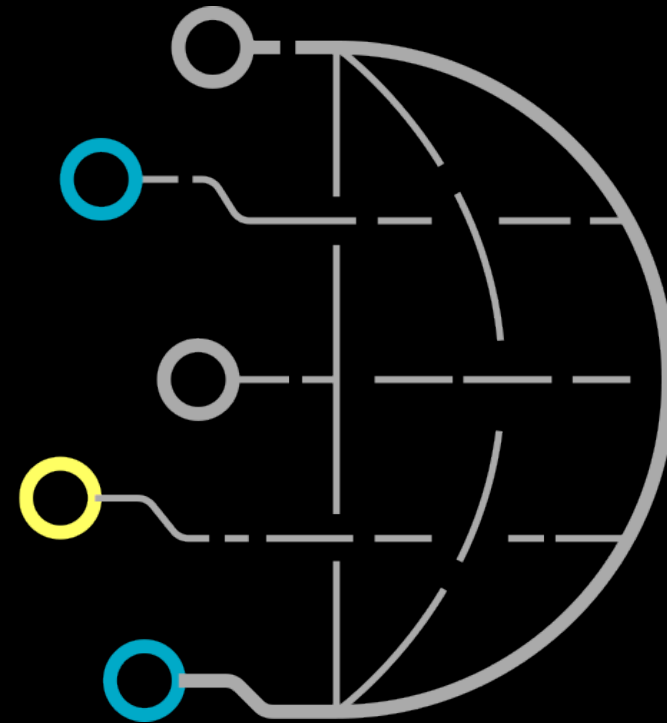
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[Market Size](#)

[Investments](#)

[Business Confidence](#)

[Second Requests](#)





Complex
Discovery