

Market Kinetics

eDiscovery Business Confidence - An Aggregate Overview
Winter 2023



Complex
Discovery

Business Confidence

Background

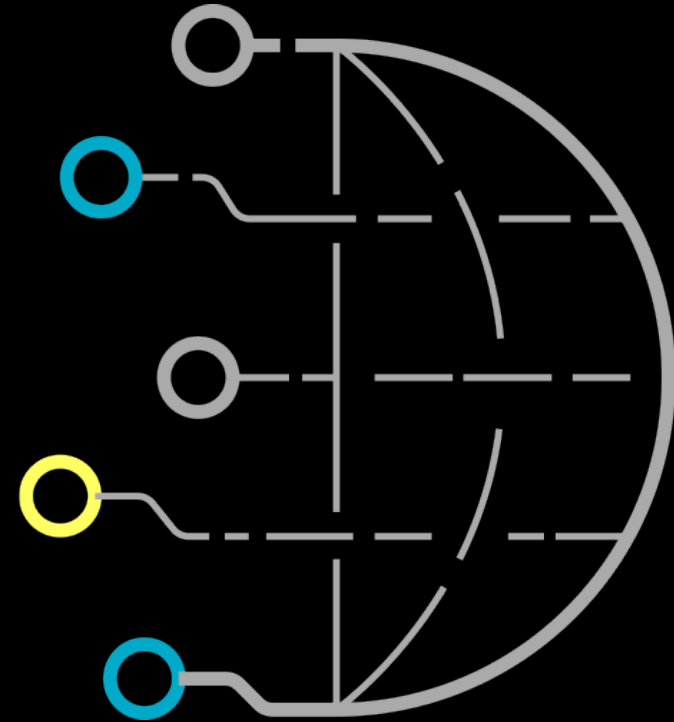
Business Climate

Revenue Overview

Profits Overview

Performance Concerns

Context



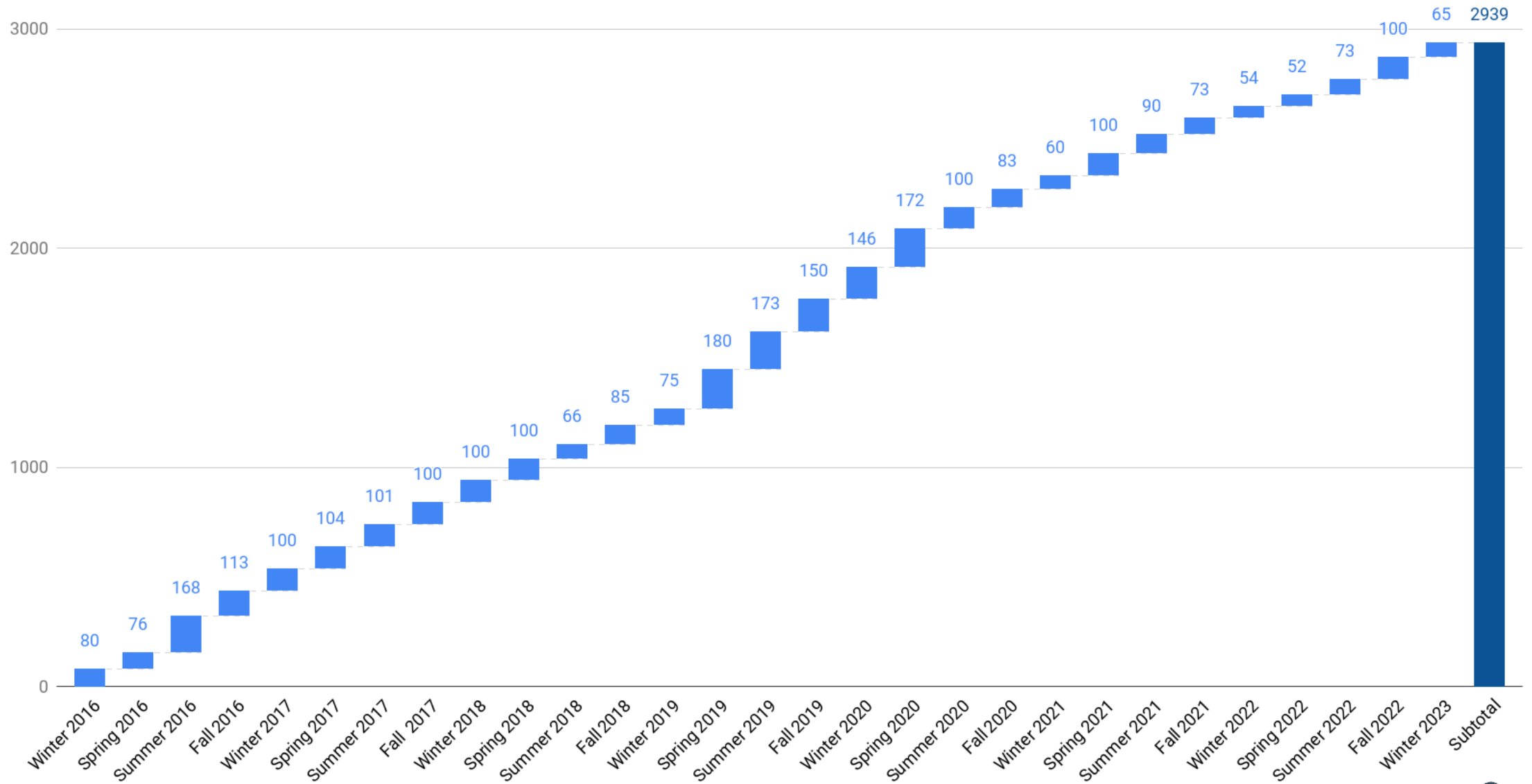


Background

Quarterly Business Confidence Survey
Overview of 29 Surveys

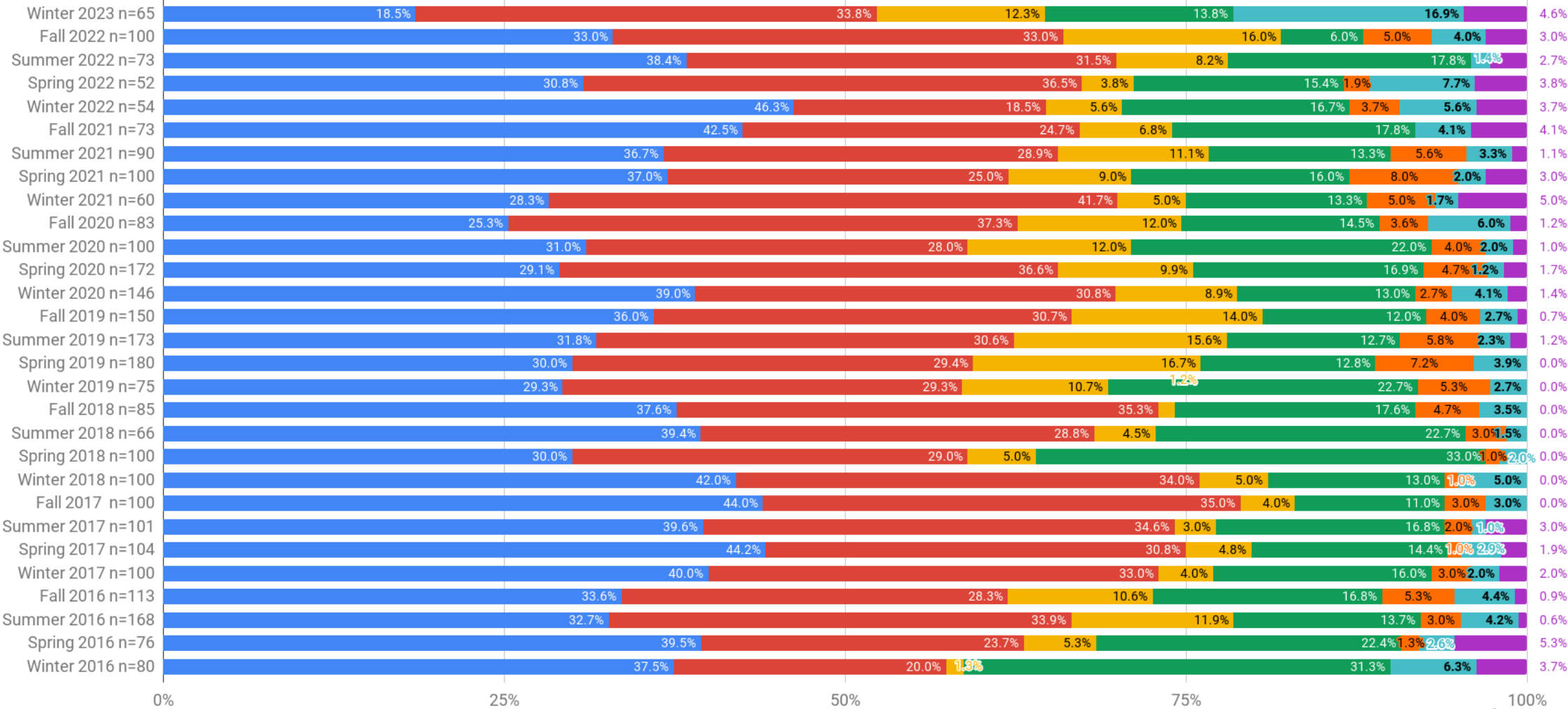


Survey Respondents (Individual and Aggregate Overview)



Survey Respondents by Industry Segment

■ Software/Service Provider ■ Law Firm ■ Corporation ■ Consultancy ■ Government ■ Other ■ Media/Research

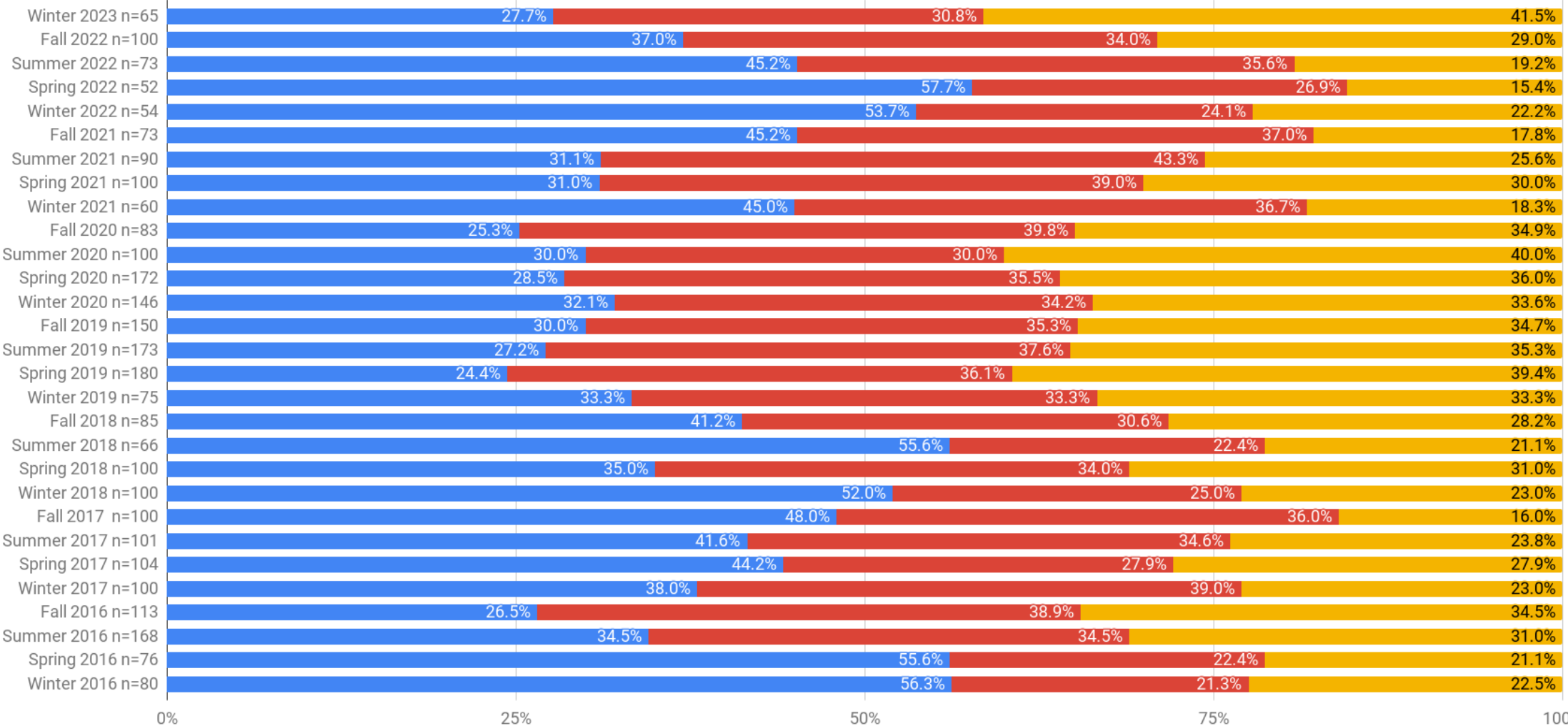


Background



Survey Respondents by Level of Support

Executive Leadership Operational Management Tactical Execution



Background



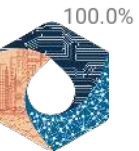
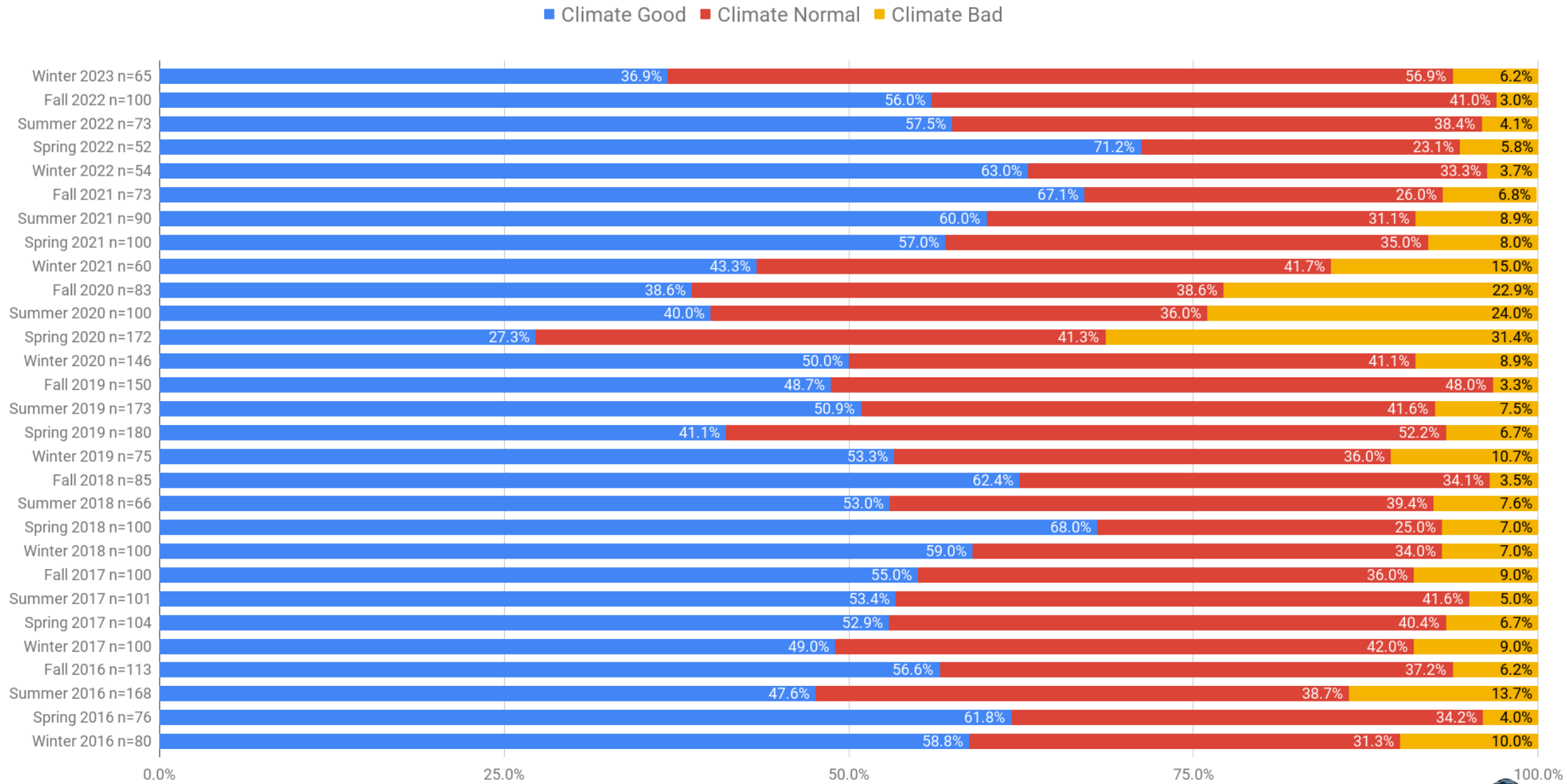


Aggregate Results

Quarterly Business Confidence Survey
Overview of 29 Surveys

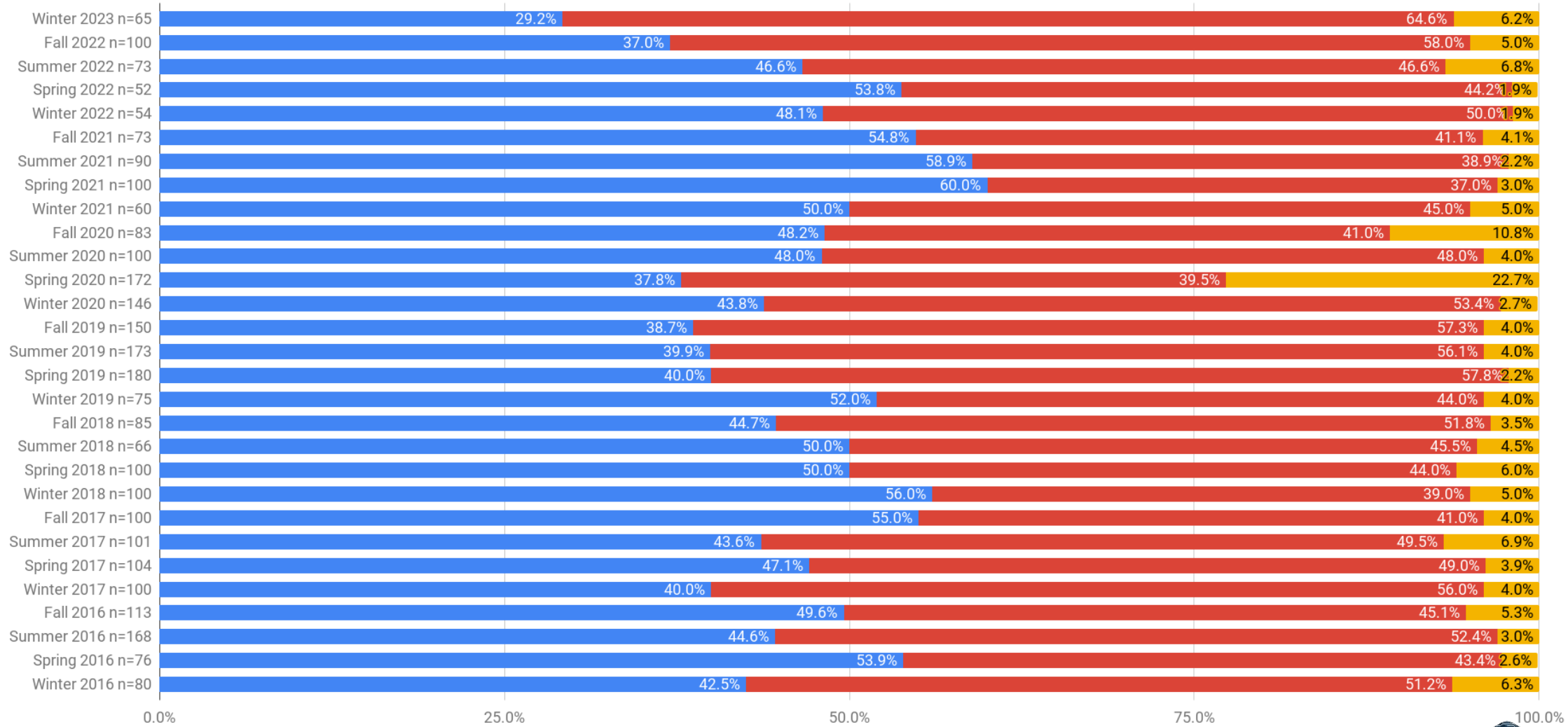


General Climate Overview

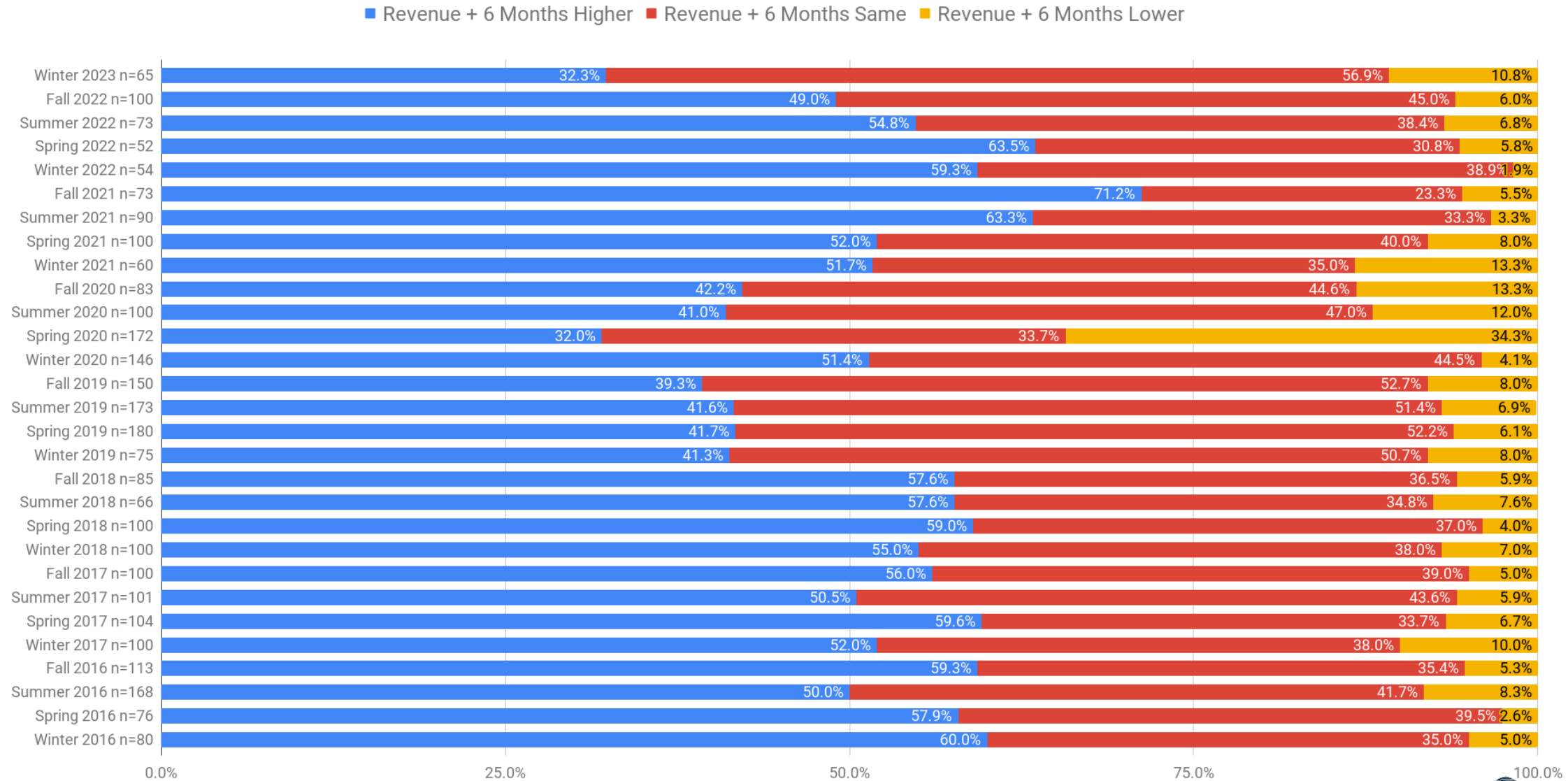


General Climate Overview + Six Months

■ Climate + 6 Months Better ■ Climate + 6 Months Same ■ Climate + 6 Months Worse

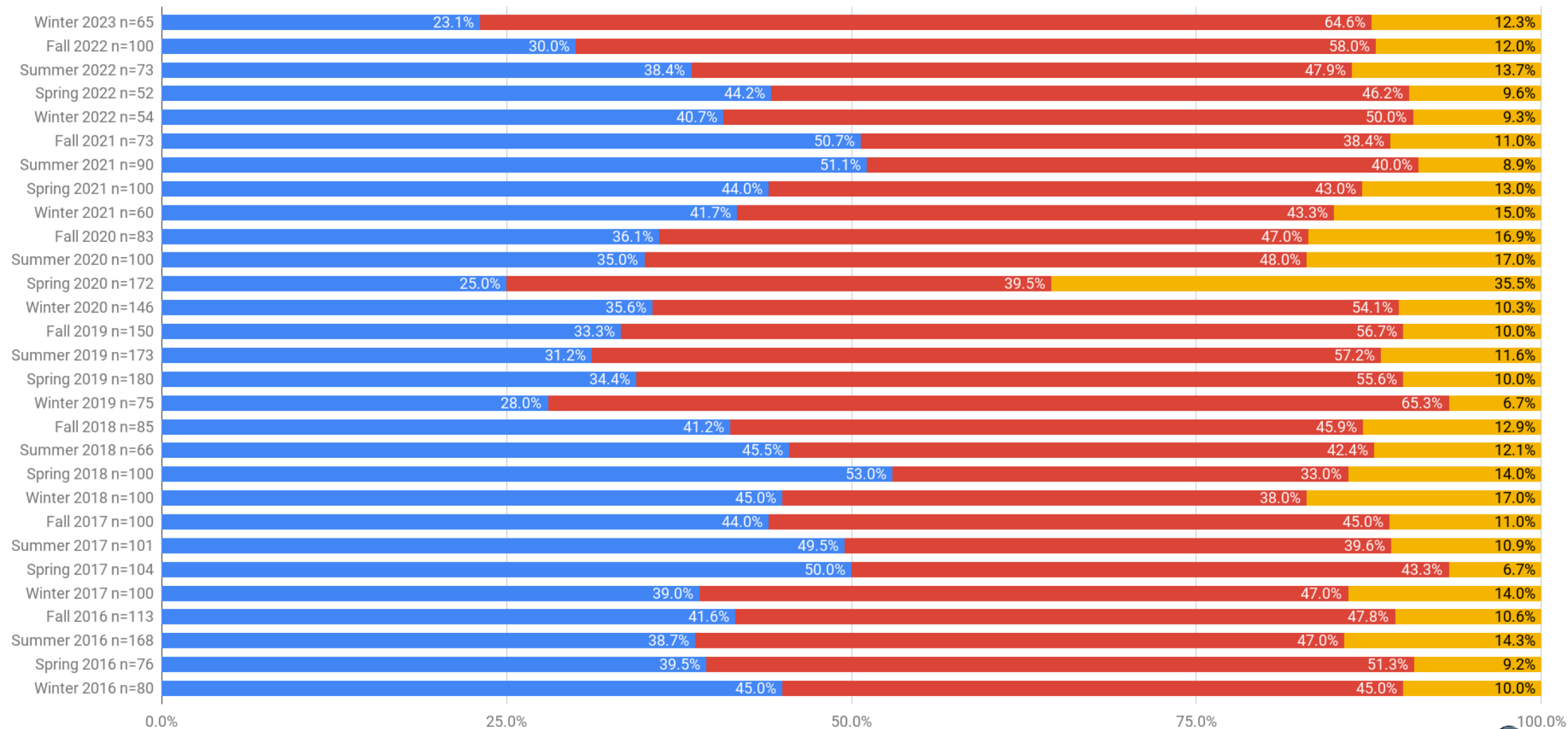


Revenue Overview + Six Months



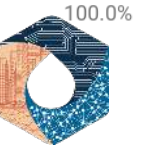
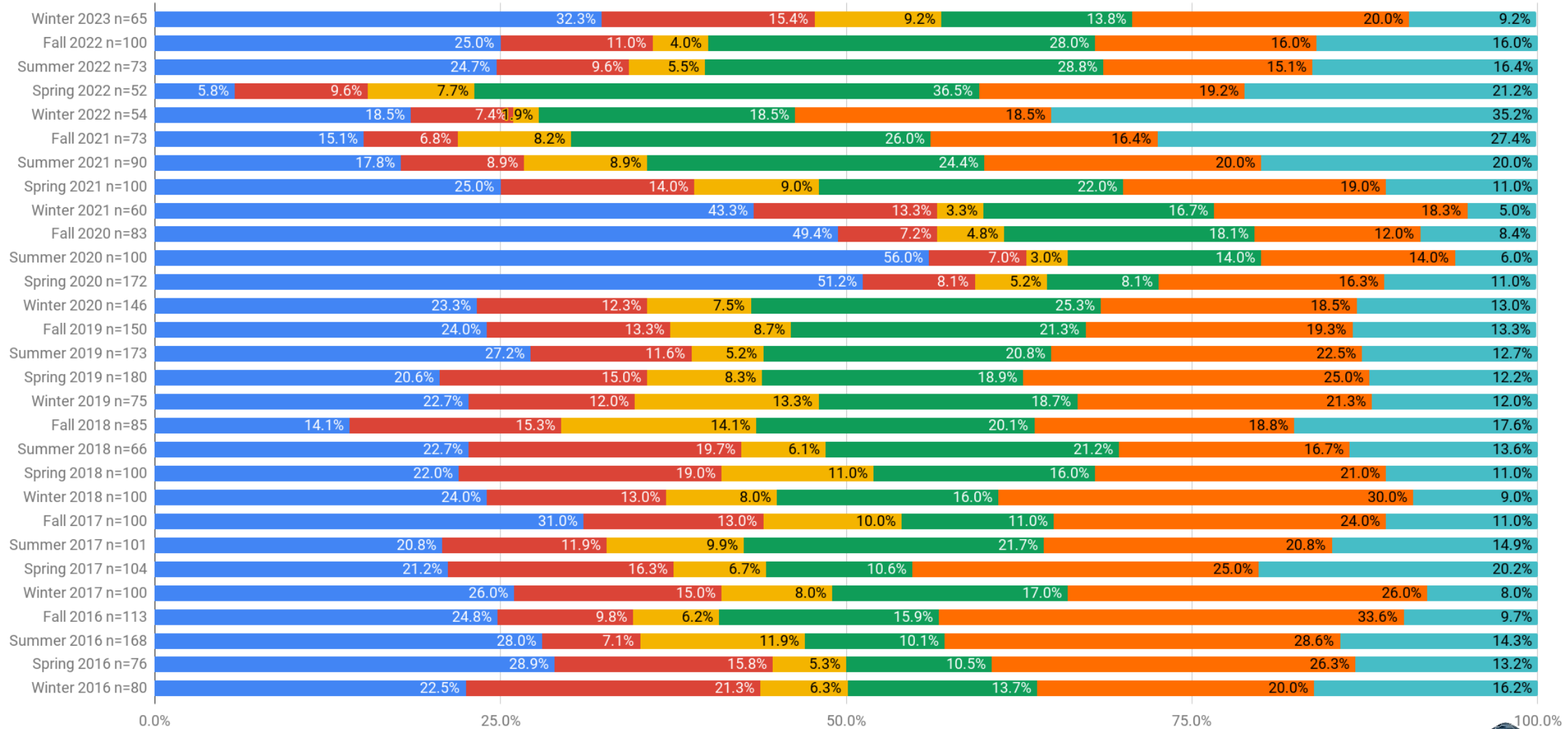
Profits Overview + Six Months

■ Profits + 6 Months Higher ■ Profits + 6 Months Same ■ Profits + 6 Months Lower



Issues Impacting eDiscovery Business Performance

■ Budgetary Constraints
 ■ Data Security
 ■ Inadequate Technology
 ■ Increasing Types of Data
 ■ Increasing Volumes of Data
 ■ Lack of Personnel



Context

Hyperlinks

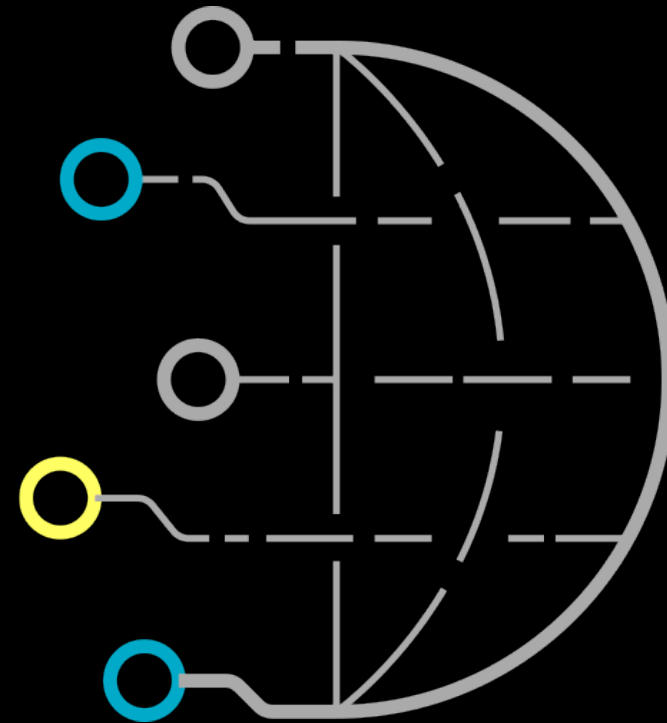
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Complex
Discovery



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