

Market Kinetics

eDiscovery Operational Metrics - Winter 2023



Complex
Discovery

Operational Metrics

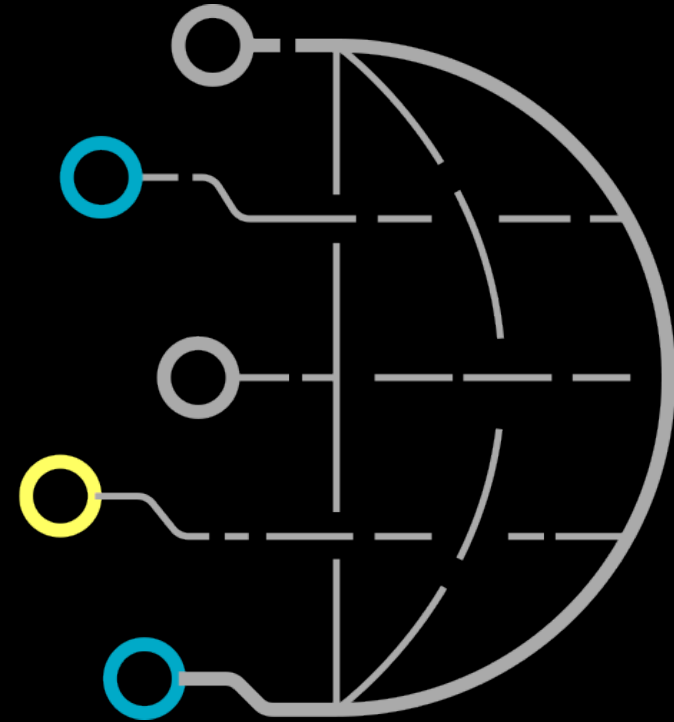
Background

Days Sales Outstanding

Monthly Recurring Revenue

Distribution of Revenue

Context



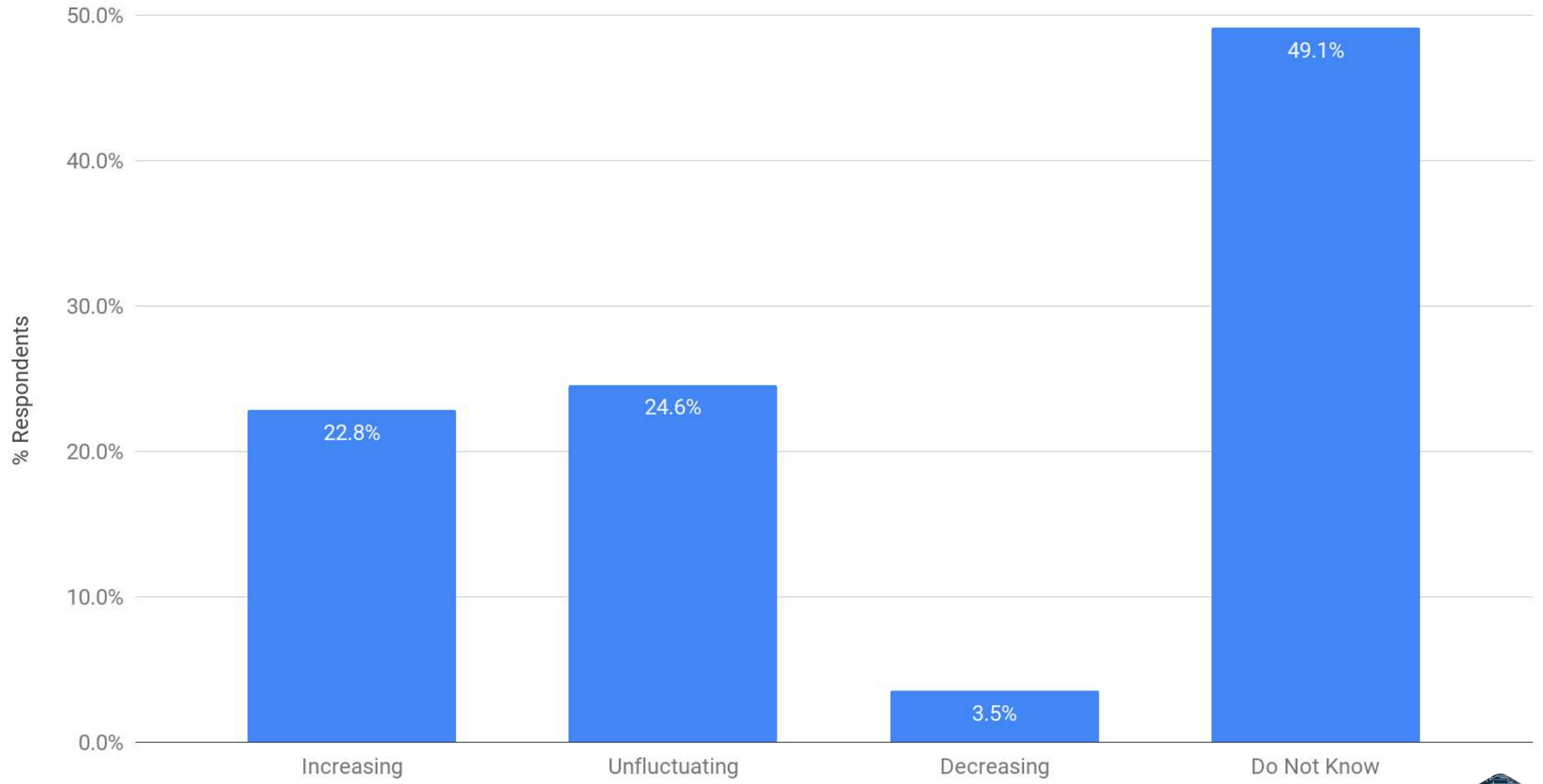


Background

Quarterly Business Confidence Survey
Winter 2023 Operational Metrics Results



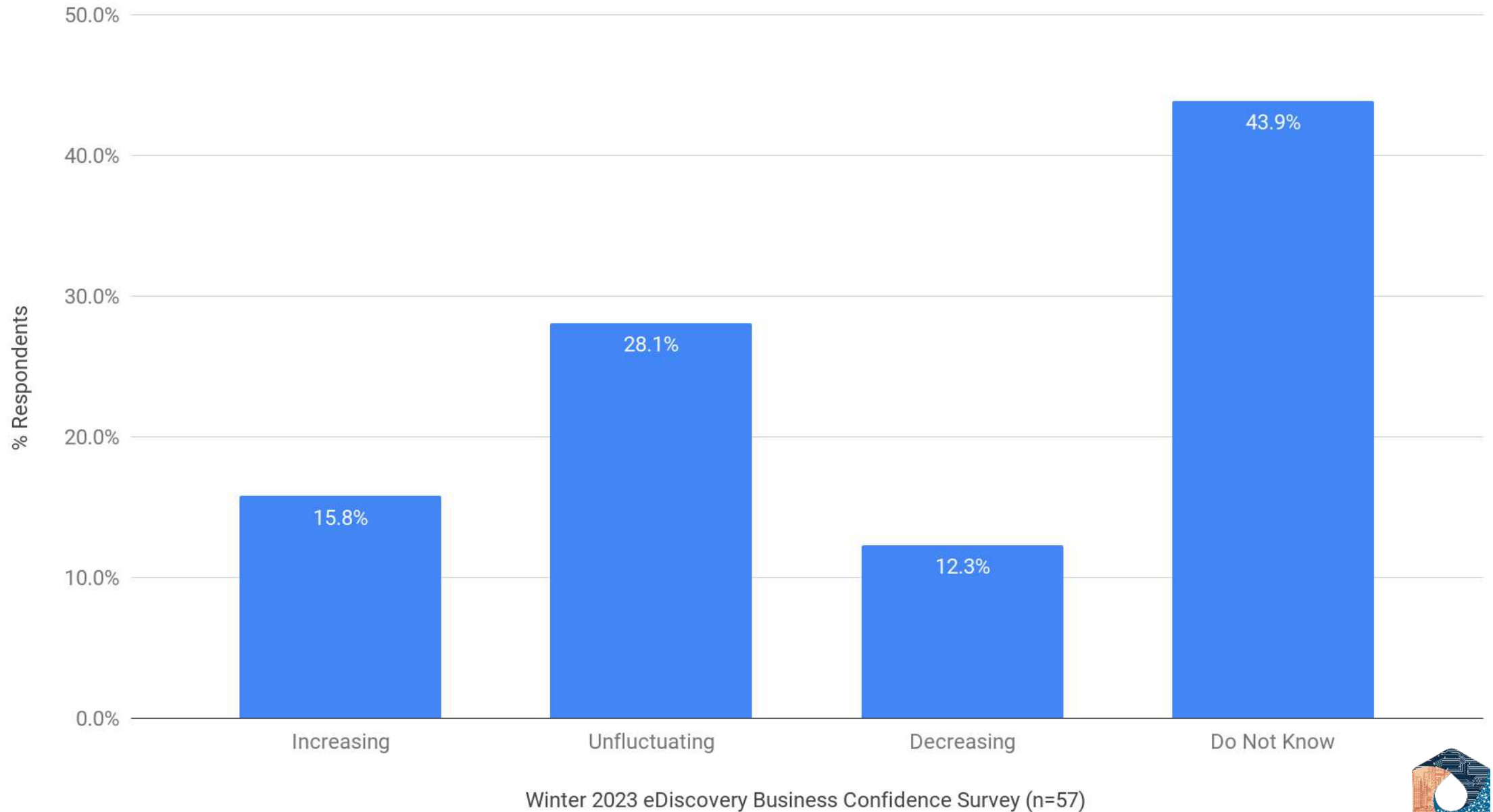
eDiscovery Business Metric Trajectory: Days Sales Outstanding



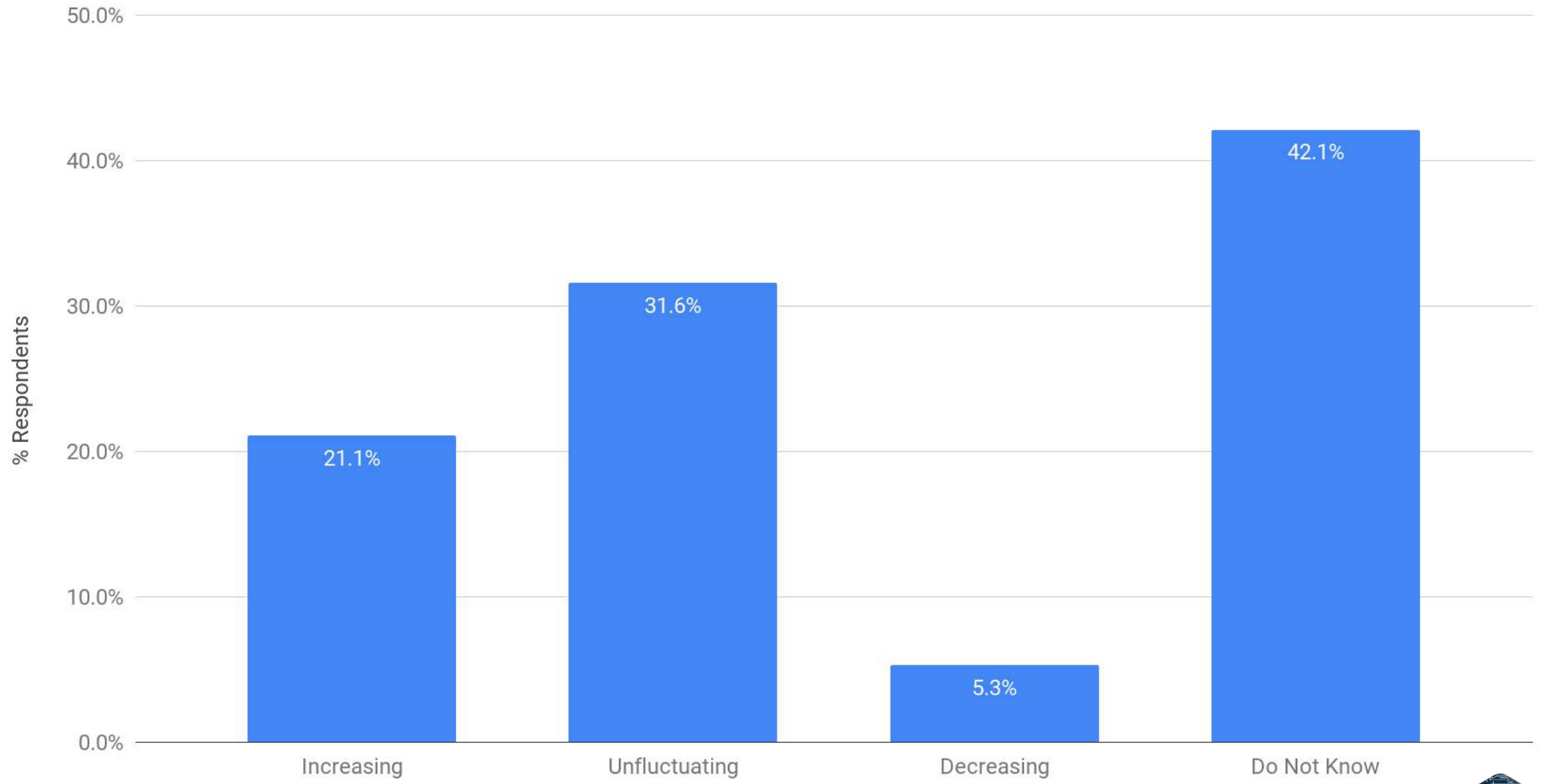
Winter 2023 eDiscovery Business Confidence Survey (n=57)



eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Winter 2023 eDiscovery Business Confidence Survey (n=57)





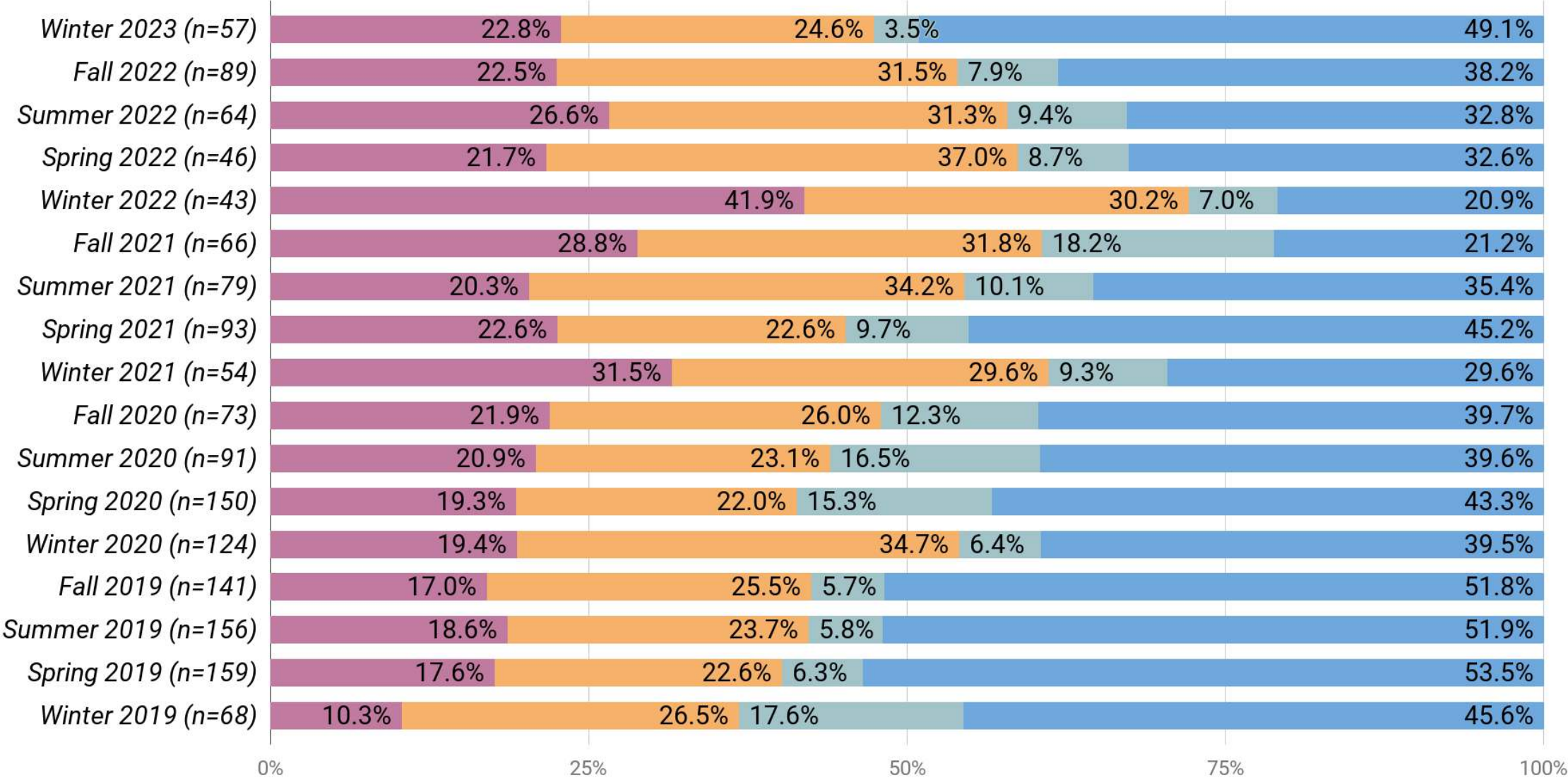
Aggregate Results

Quarterly Business Confidence Survey
Operational Metrics - 17 Surveys



eDiscovery Business Metric Trajectory: Days Sales Outstanding

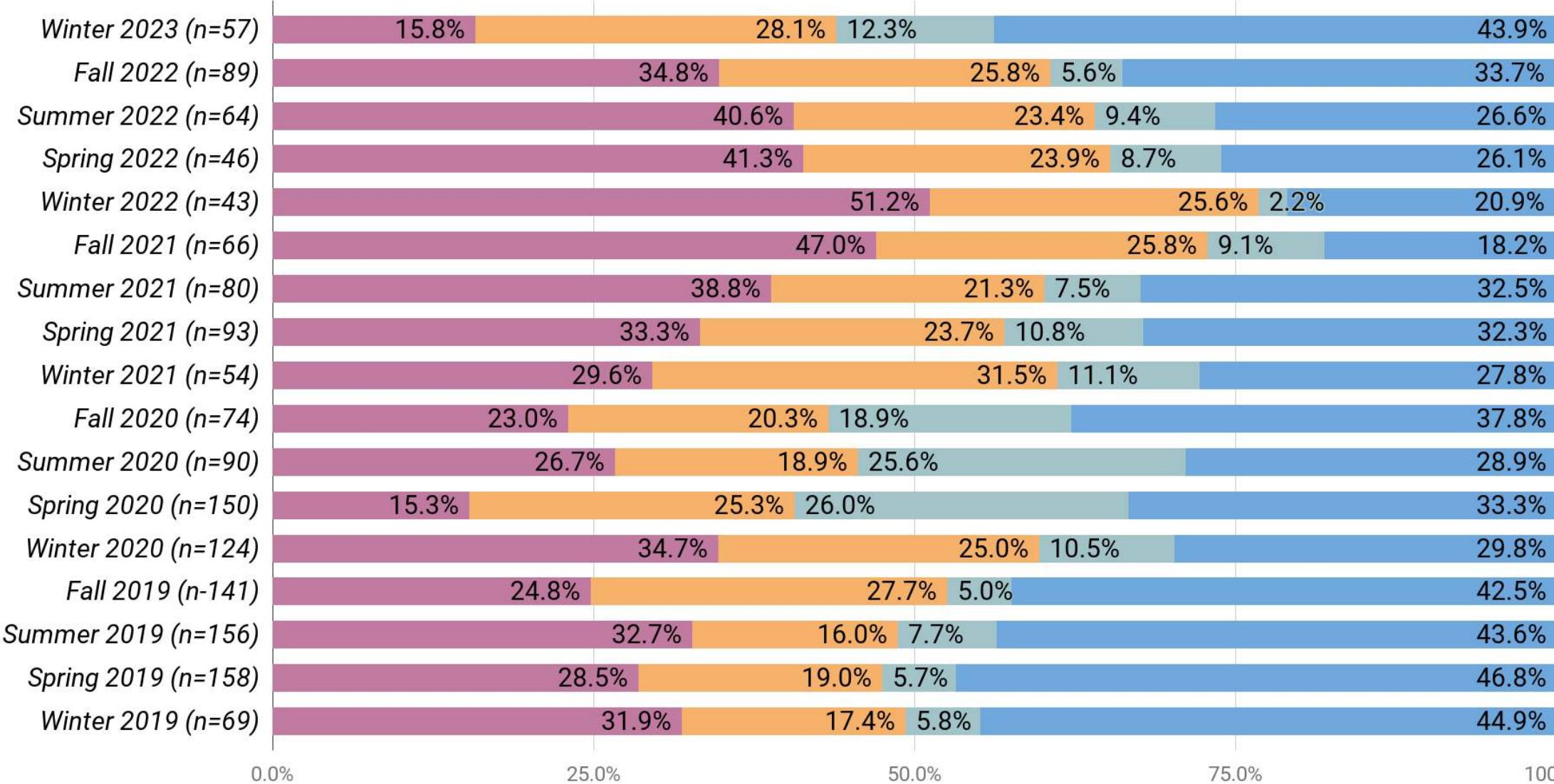
■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics

eDiscovery Business Metric Trajectory: Monthly Recurring Revenue

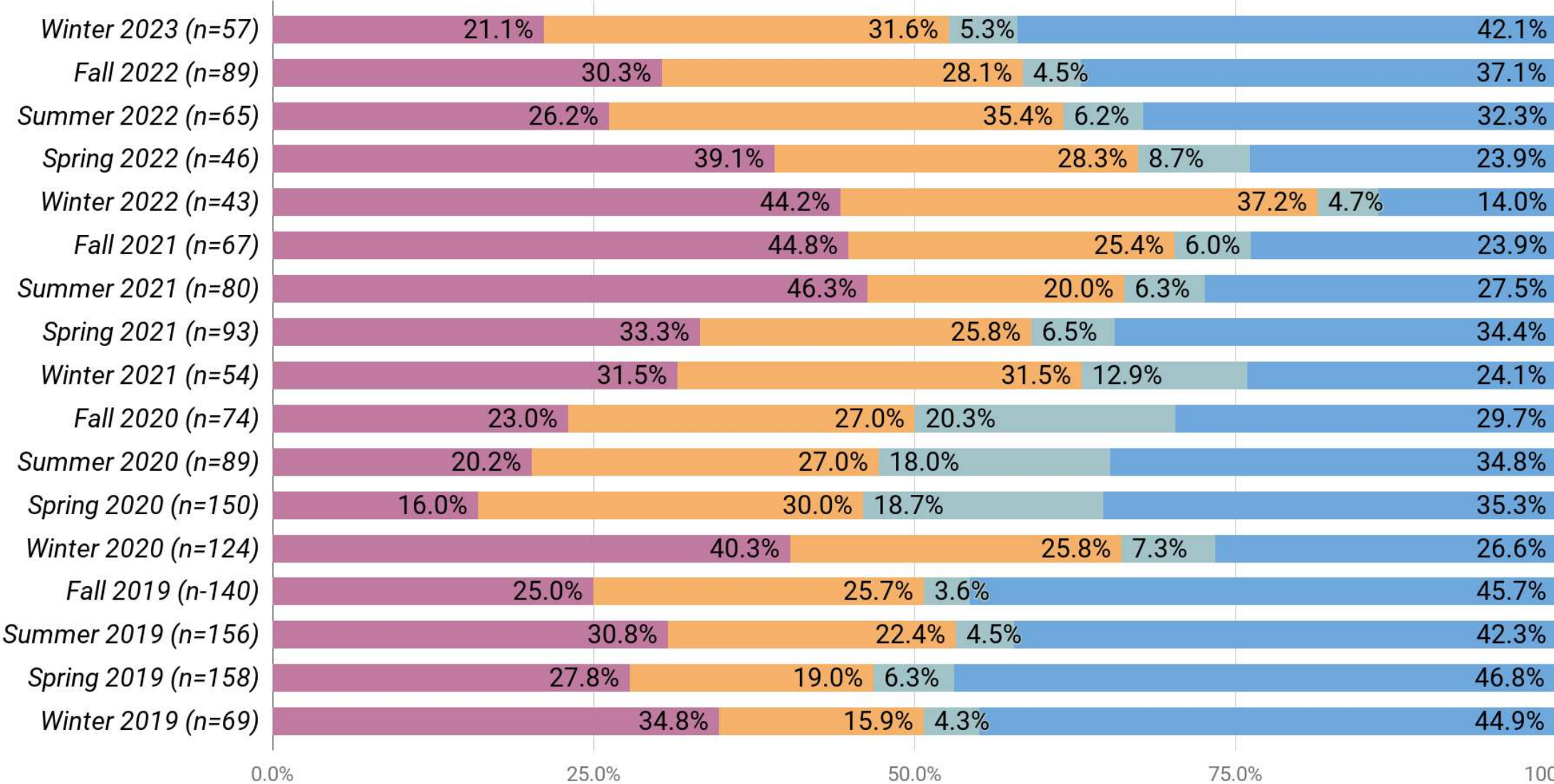
■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics

eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics

Context

Hyperlinks

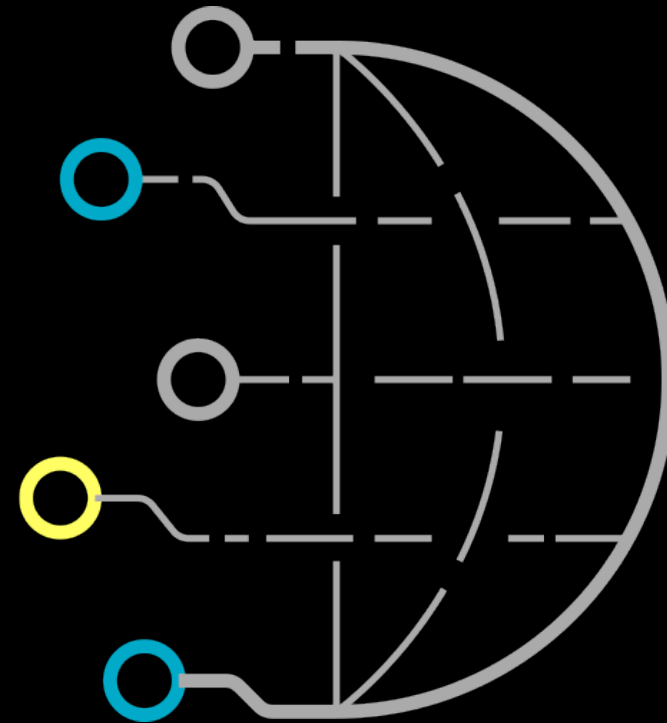
[ComplexDiscovery](#)

[Market Size](#)

[Investments](#)

[Business Confidence](#)

[Second Requests](#)





**Complex
Discovery**

