

Market Kinetics

eDiscovery Business Confidence - Spring 2023



**Complex
Discovery**

Business Confidence

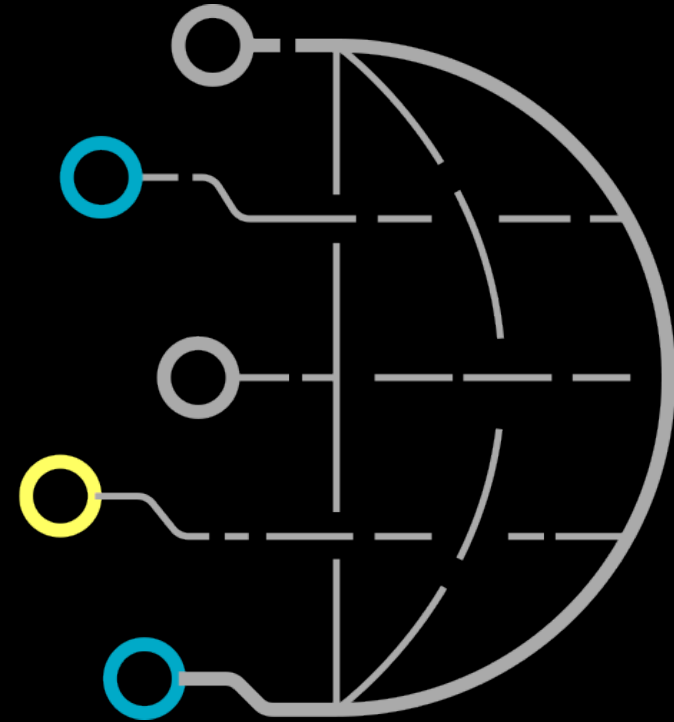
Background

Business Climate

Performance Concerns

Operational Metrics

Context



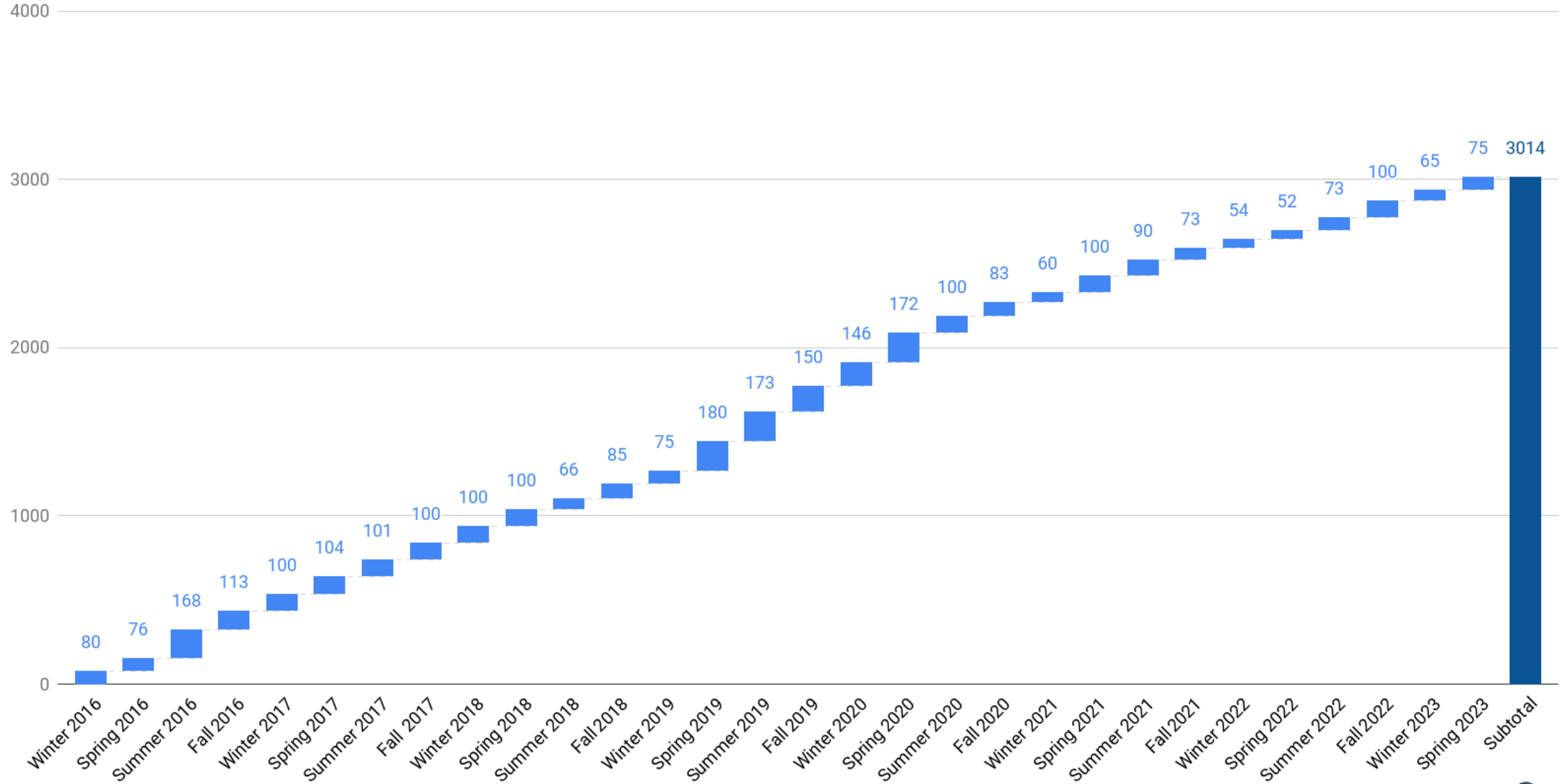


Background

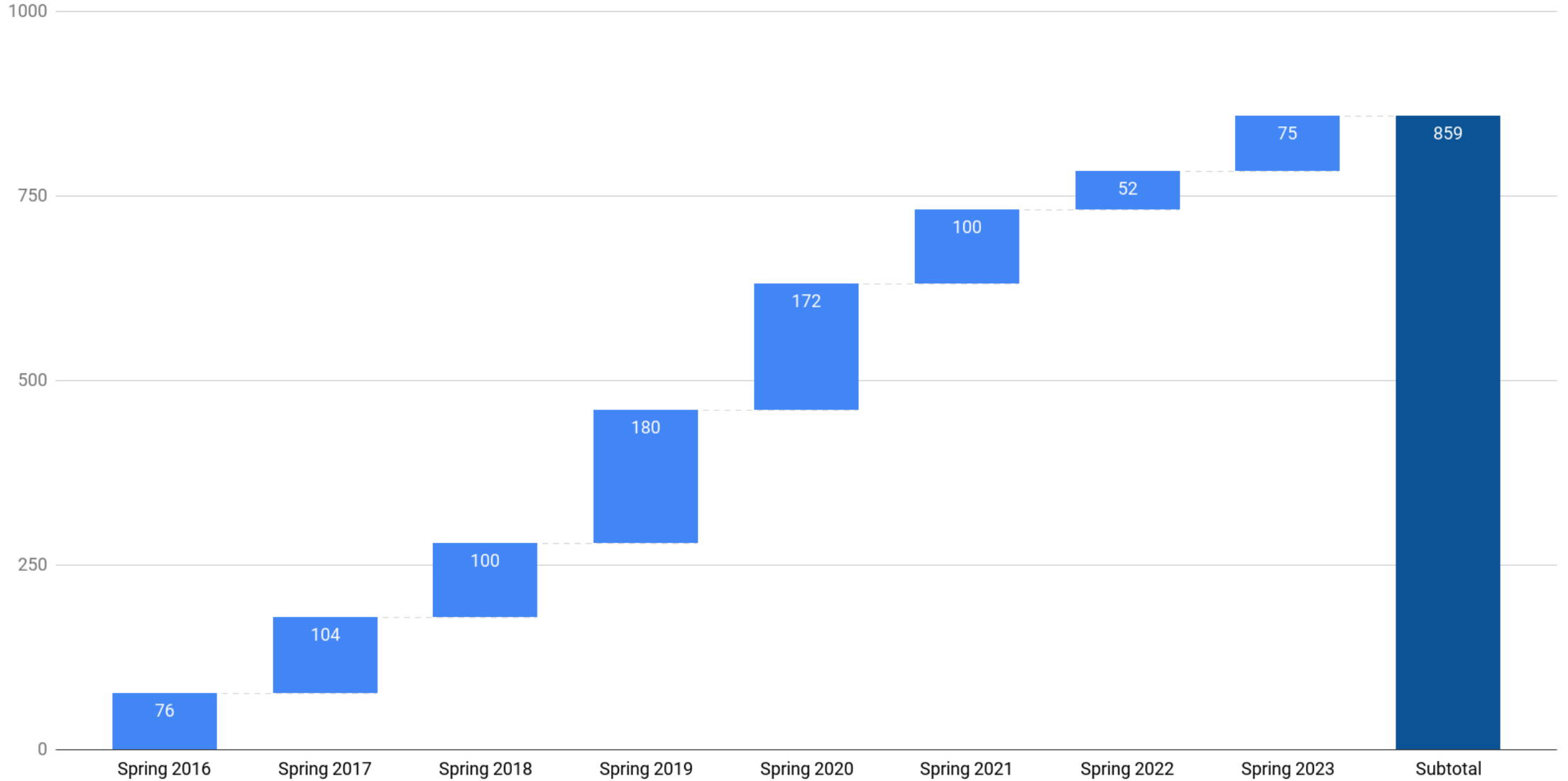
Quarterly Business Confidence Survey
Spring 2023



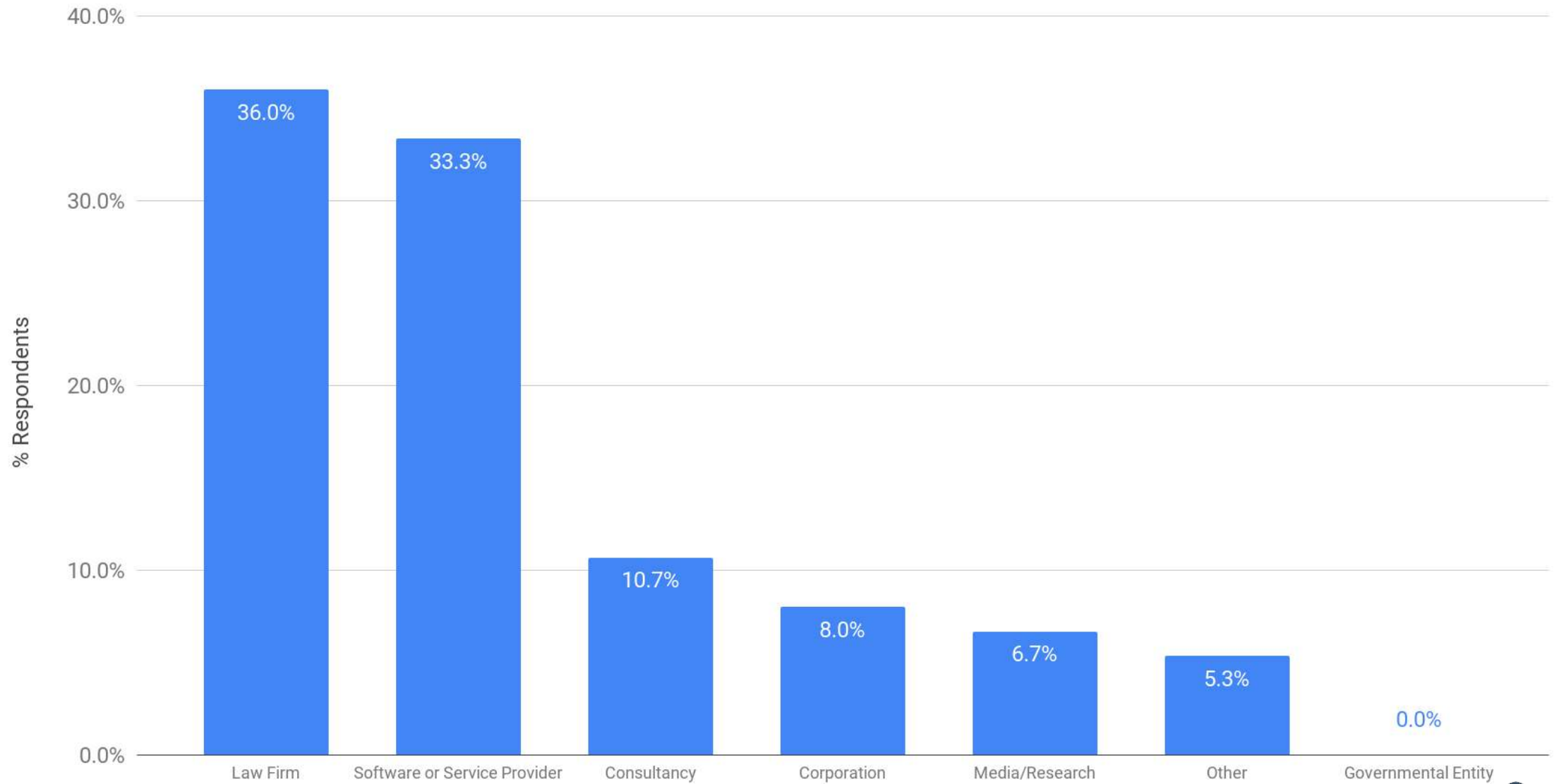
Survey Respondents (Individual and Aggregate Overview)



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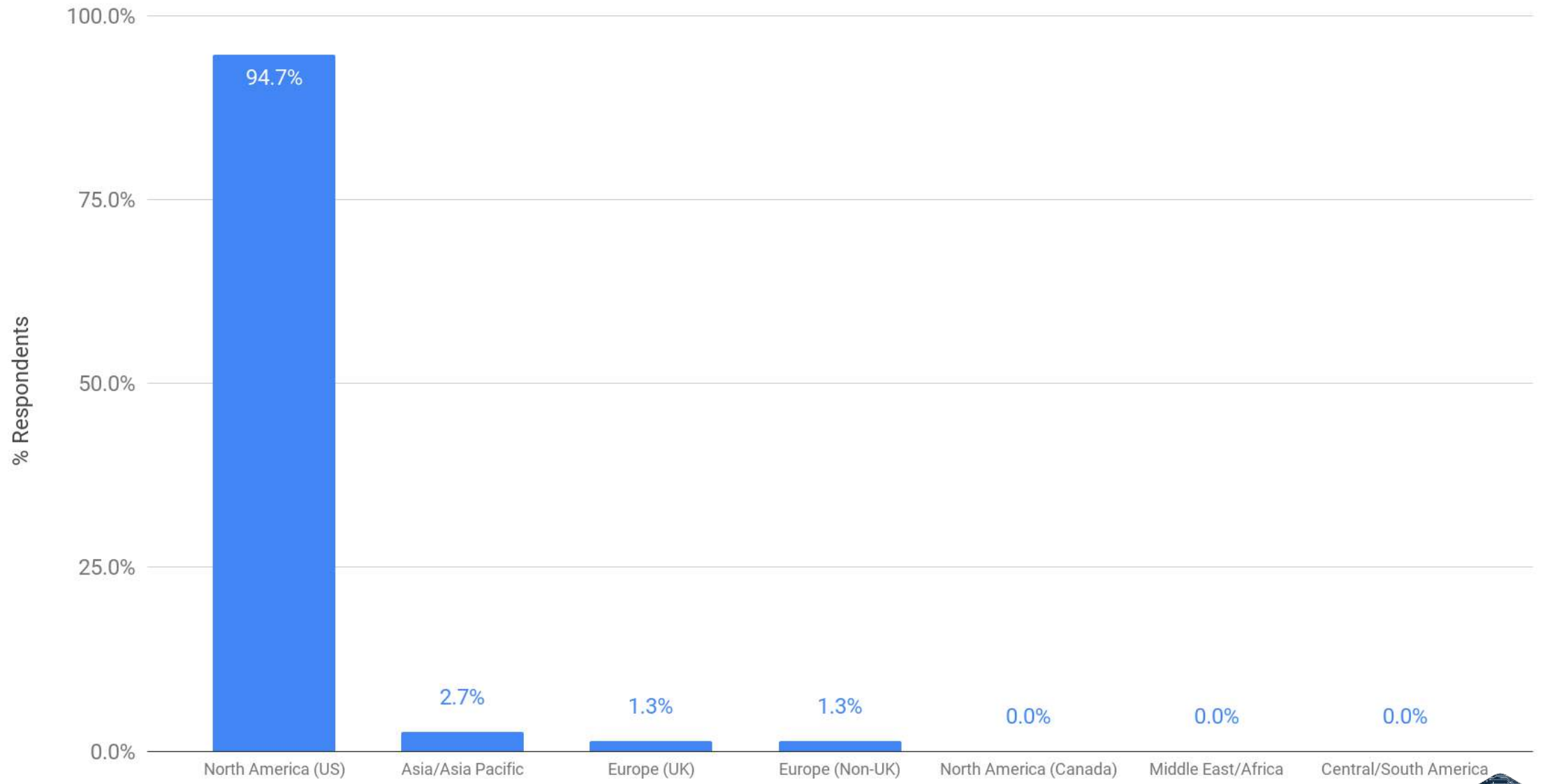
Survey Respondents by Organizational Segment



Spring 2023 eDiscovery Business Confidence Survey (n=75)



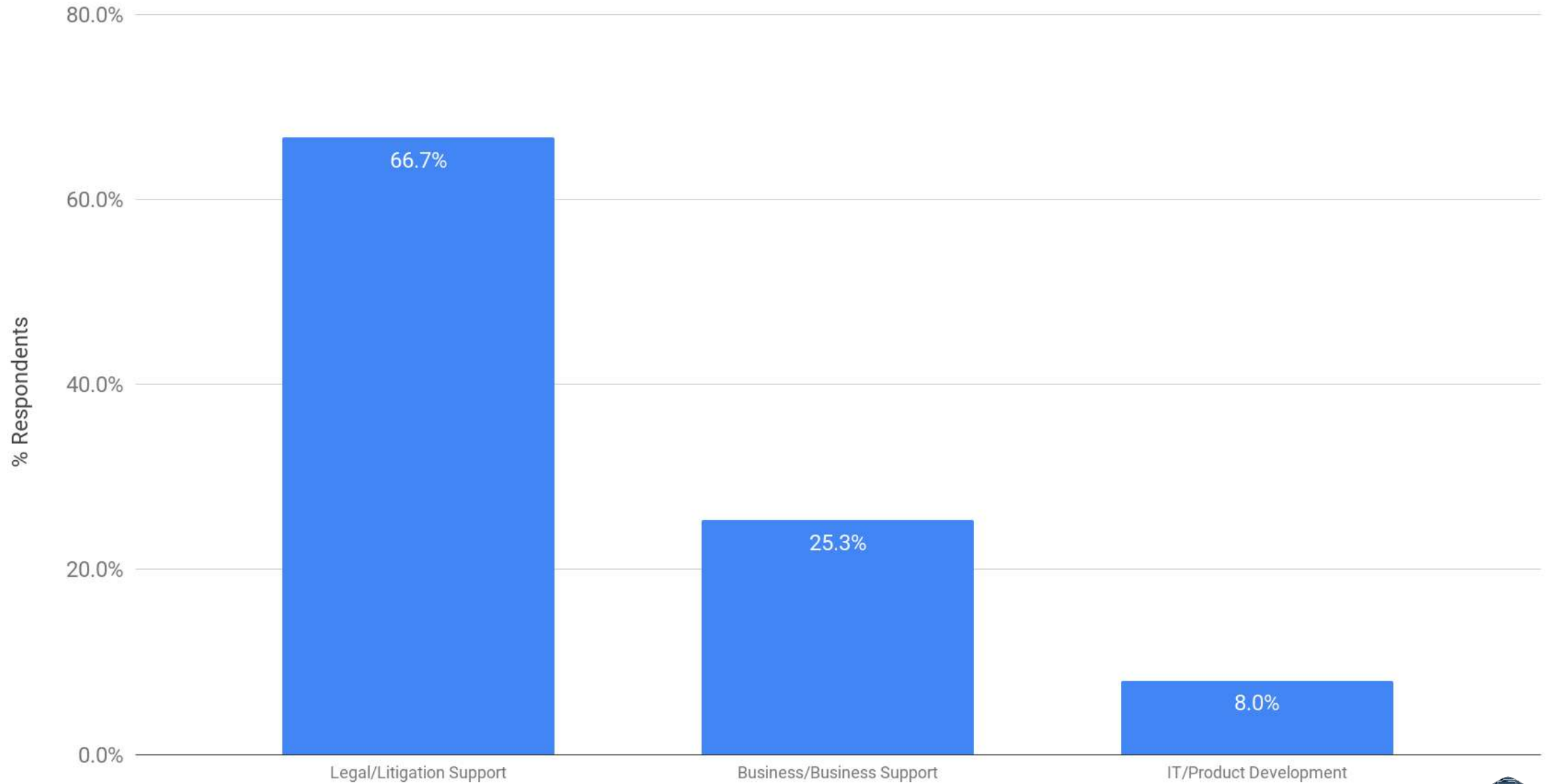
Survey Respondents by Geographic Region



Spring 2023 eDiscovery Business Confidence Survey (n=75)



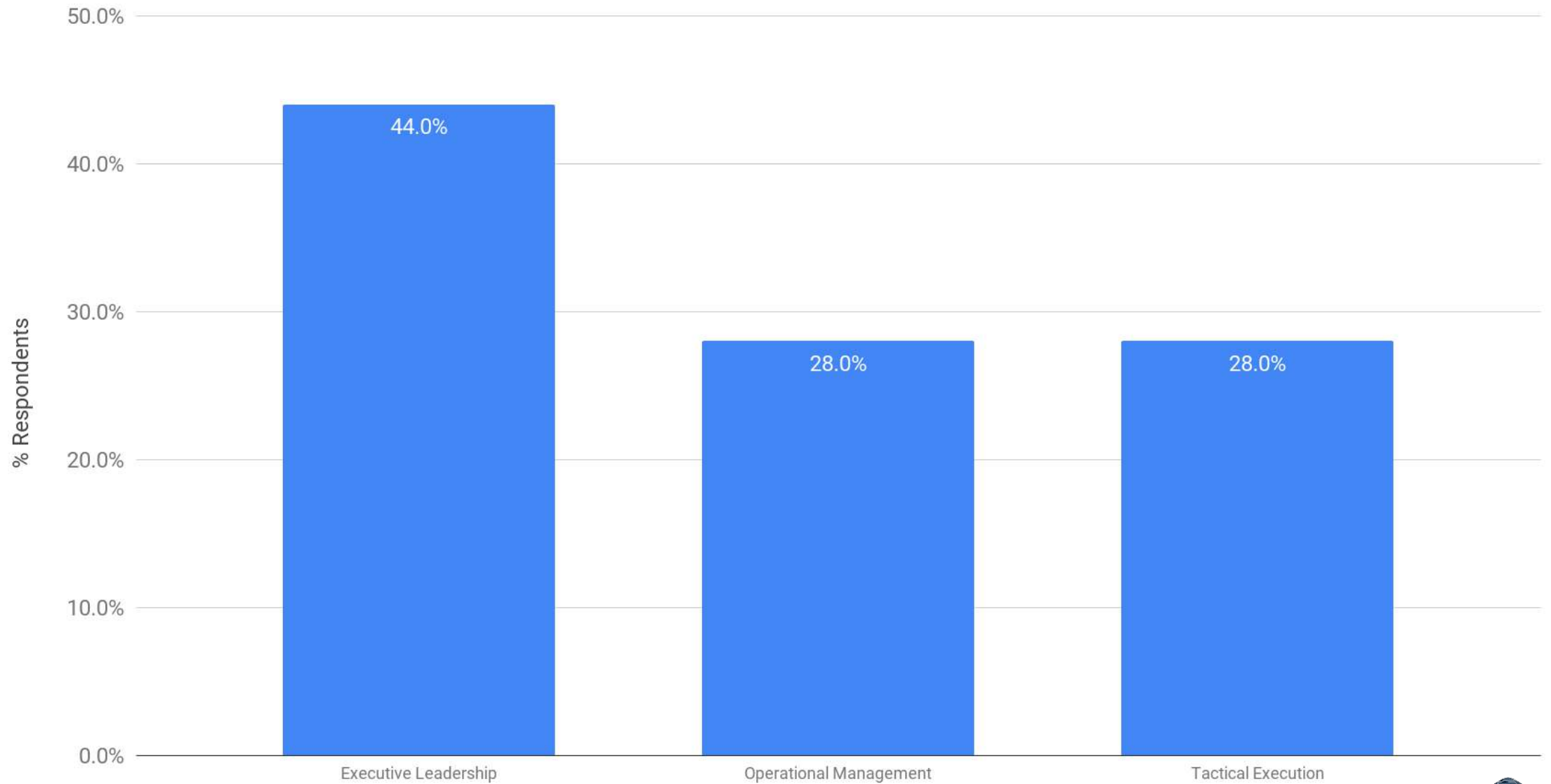
Survey Respondents by Primary Function



Spring 2023 eDiscovery Business Confidence Survey (n=75)



Survey Respondents by Level of Support



Spring 2023 eDiscovery Business Confidence Survey (n=75)



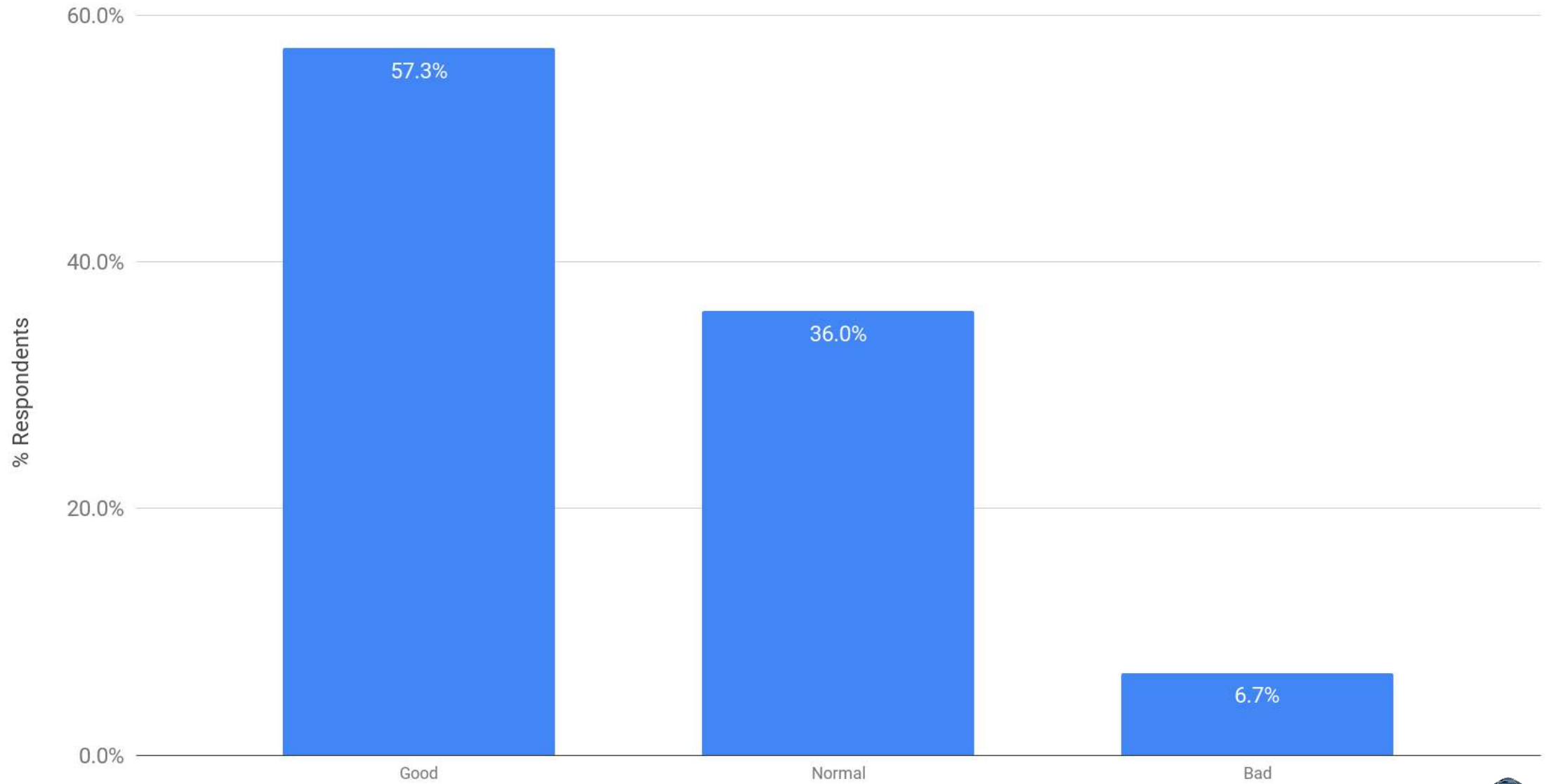


Results

Quarterly Business Confidence Survey
Spring 2023



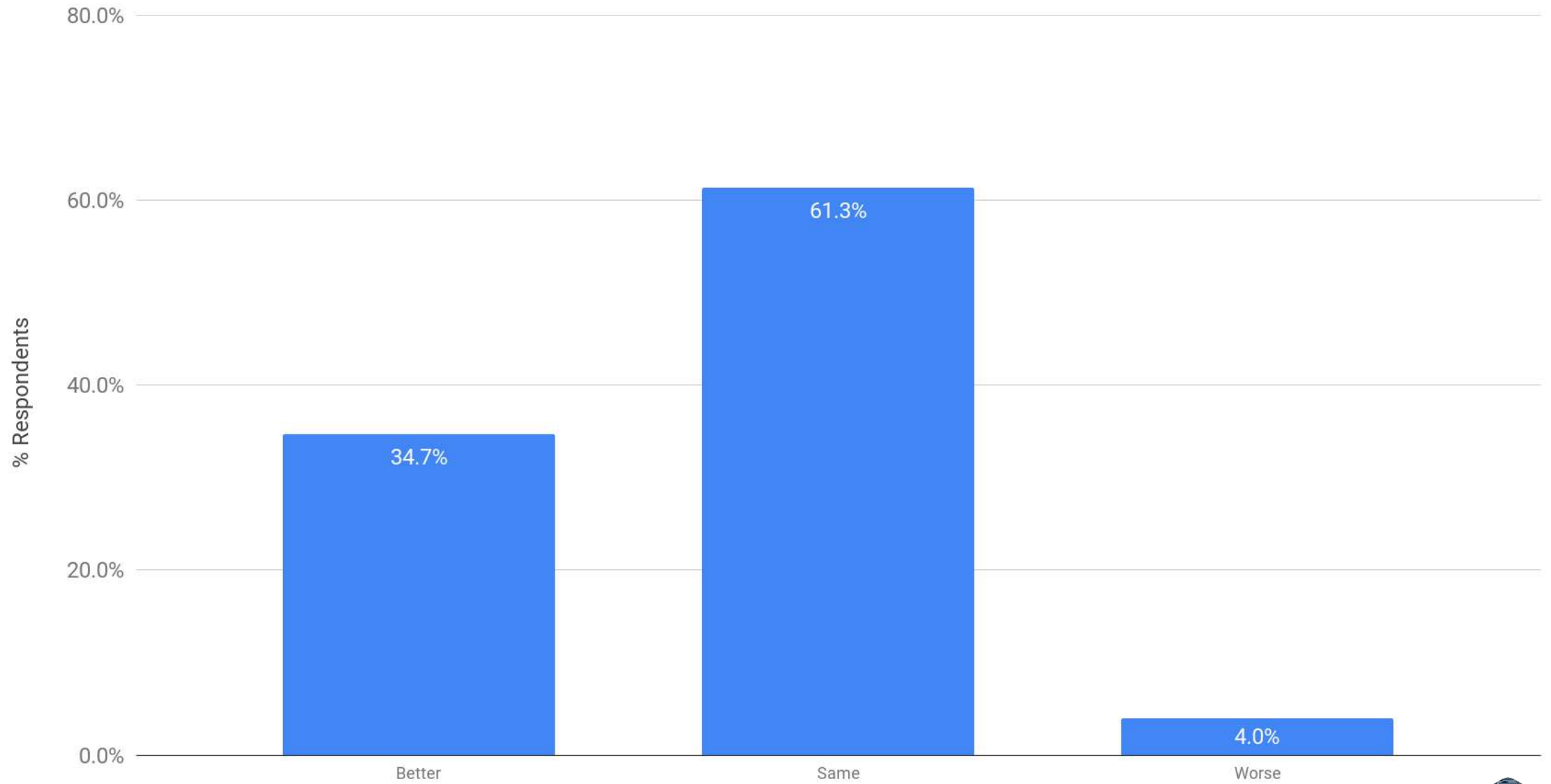
Current Business Climate Overview



Spring 2023 eDiscovery Business Confidence Survey (n=75)



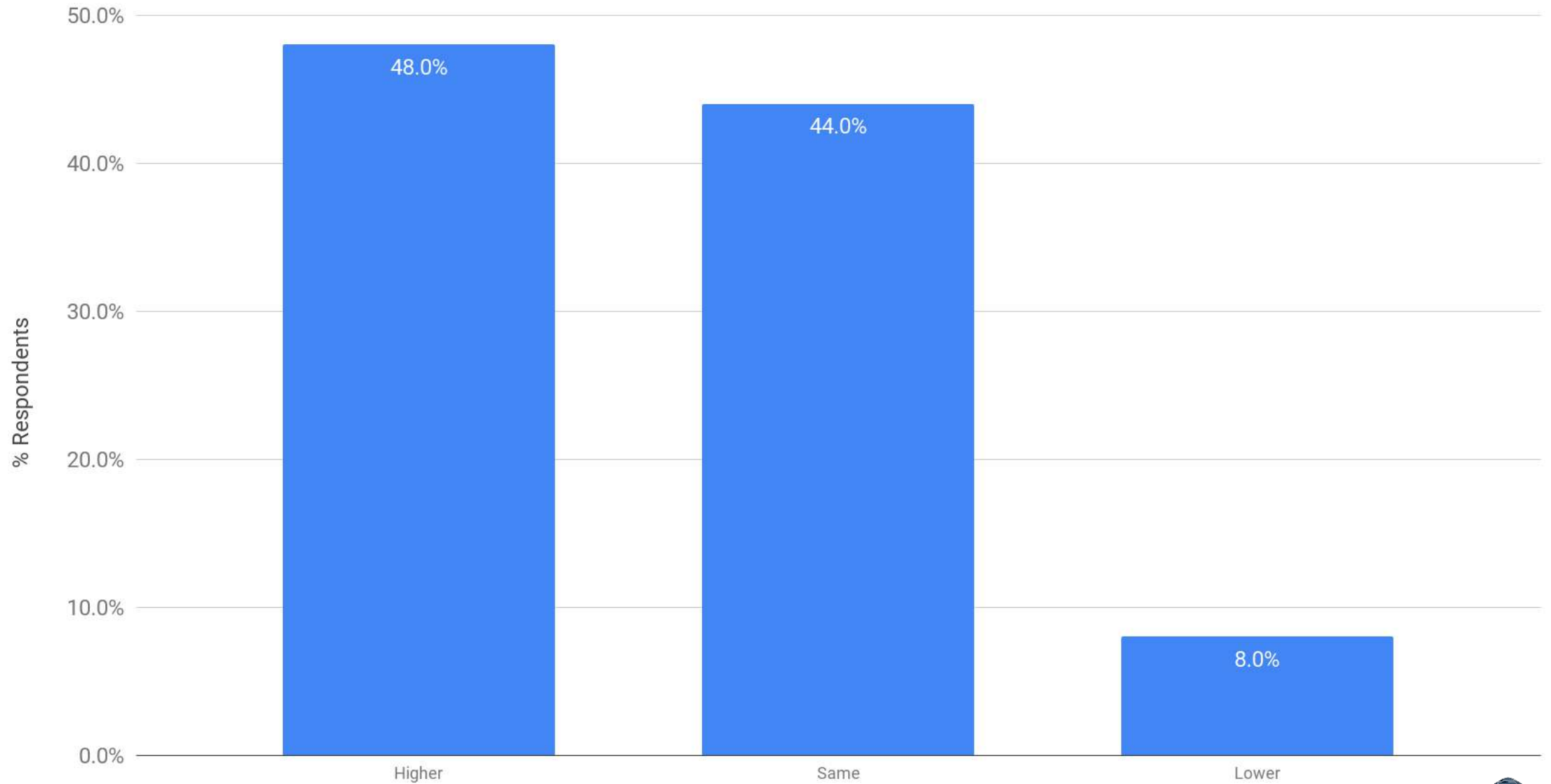
Business Climate Overview + Six Months



Spring 2023 eDiscovery Business Confidence Survey (n=75)



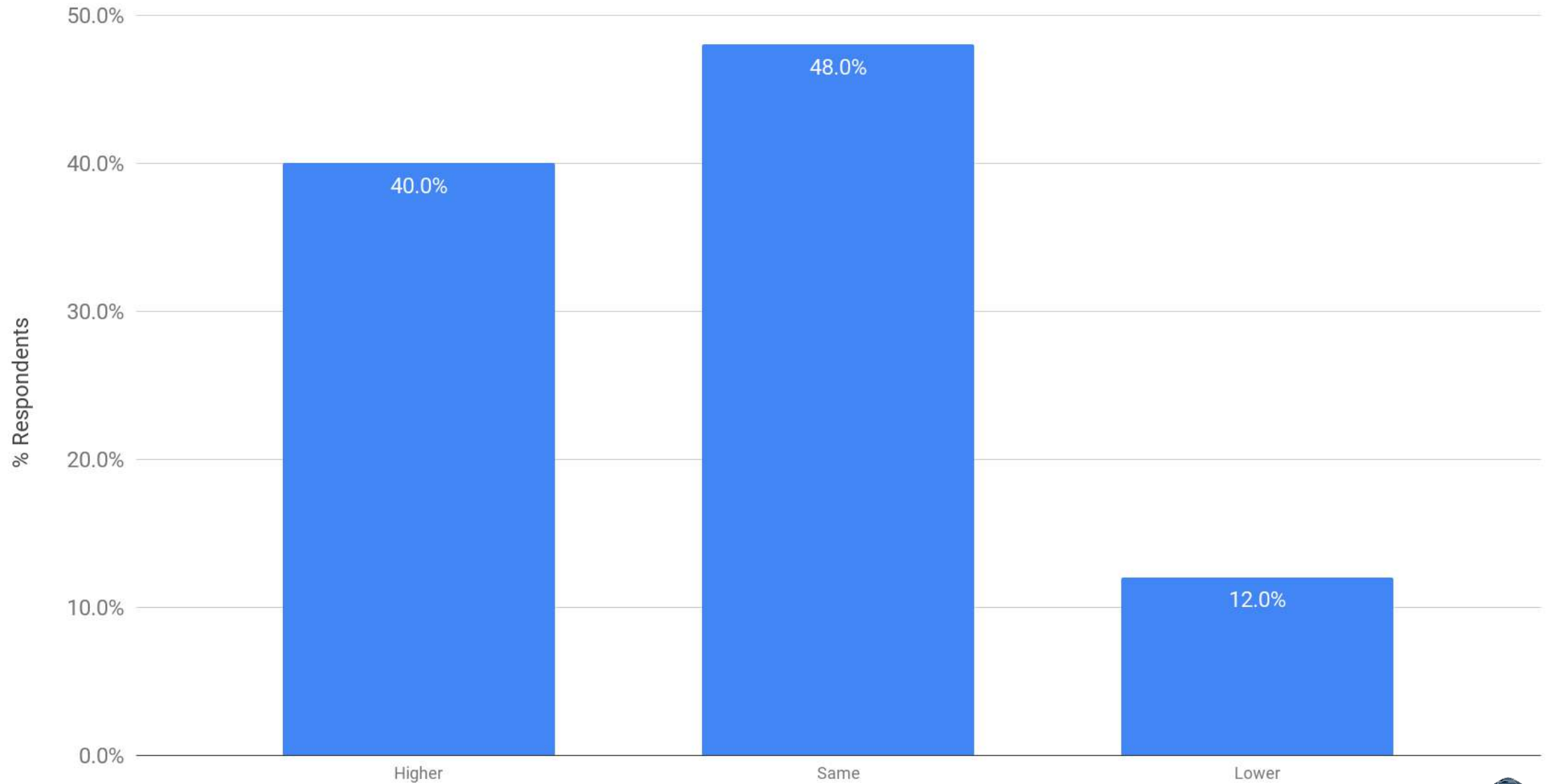
Revenue Overview + Six Months



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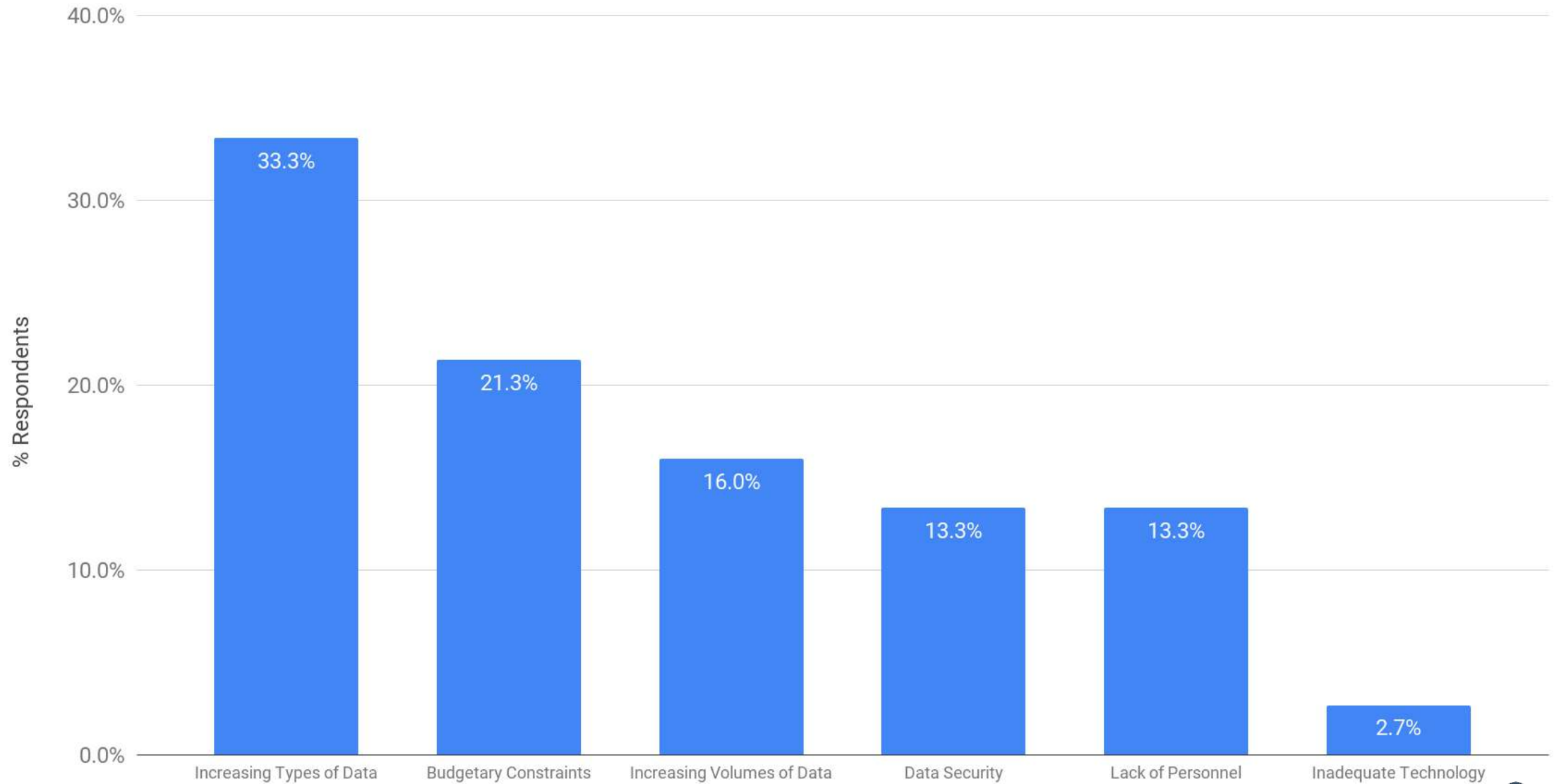
Profits Overview + Six Months



Spring 2023 eDiscovery Business Confidence Survey (n=75)



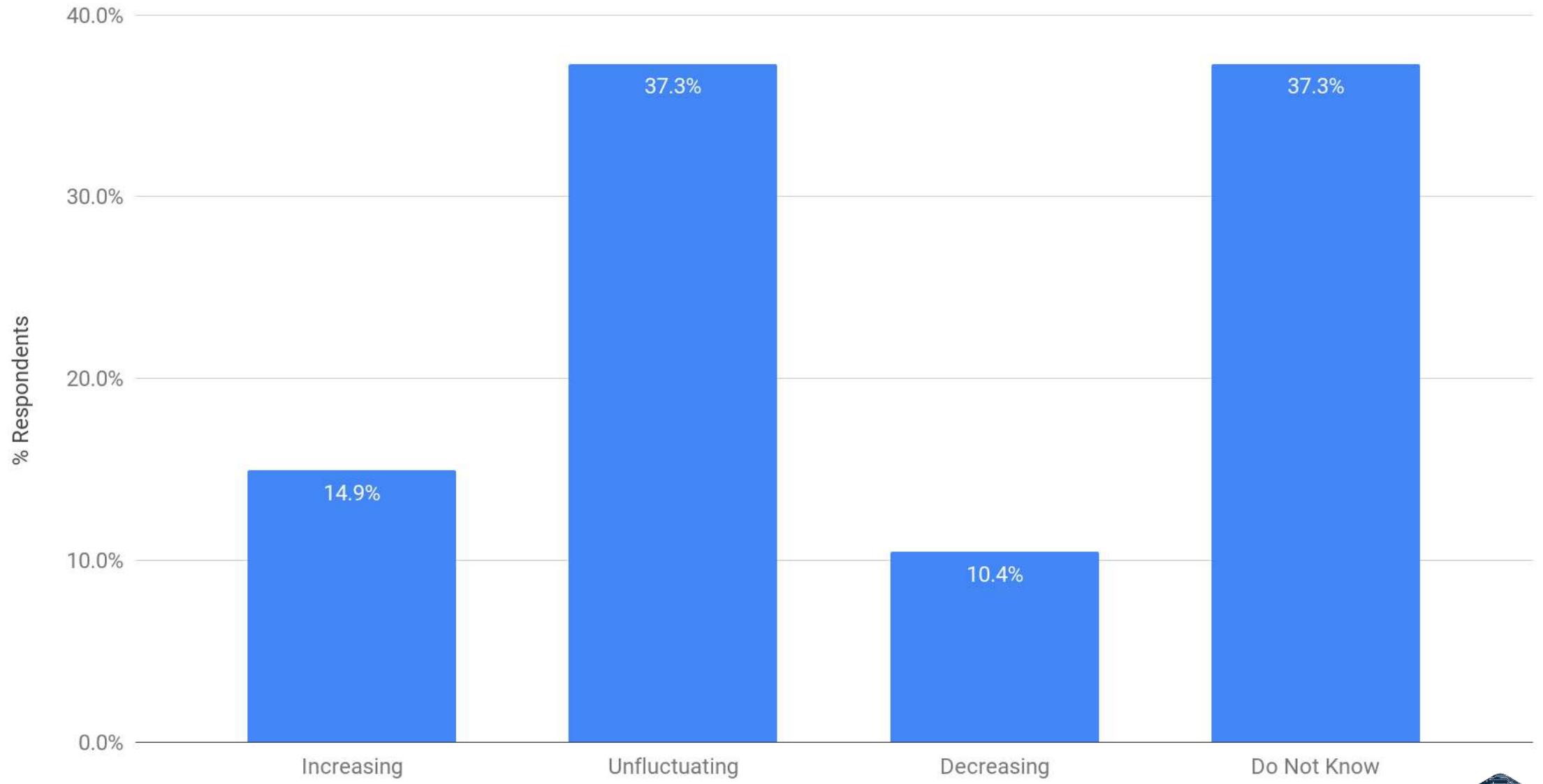
Issues Impacting eDiscovery Business Performance



Spring 2023 eDiscovery Business Confidence Survey (n=75)



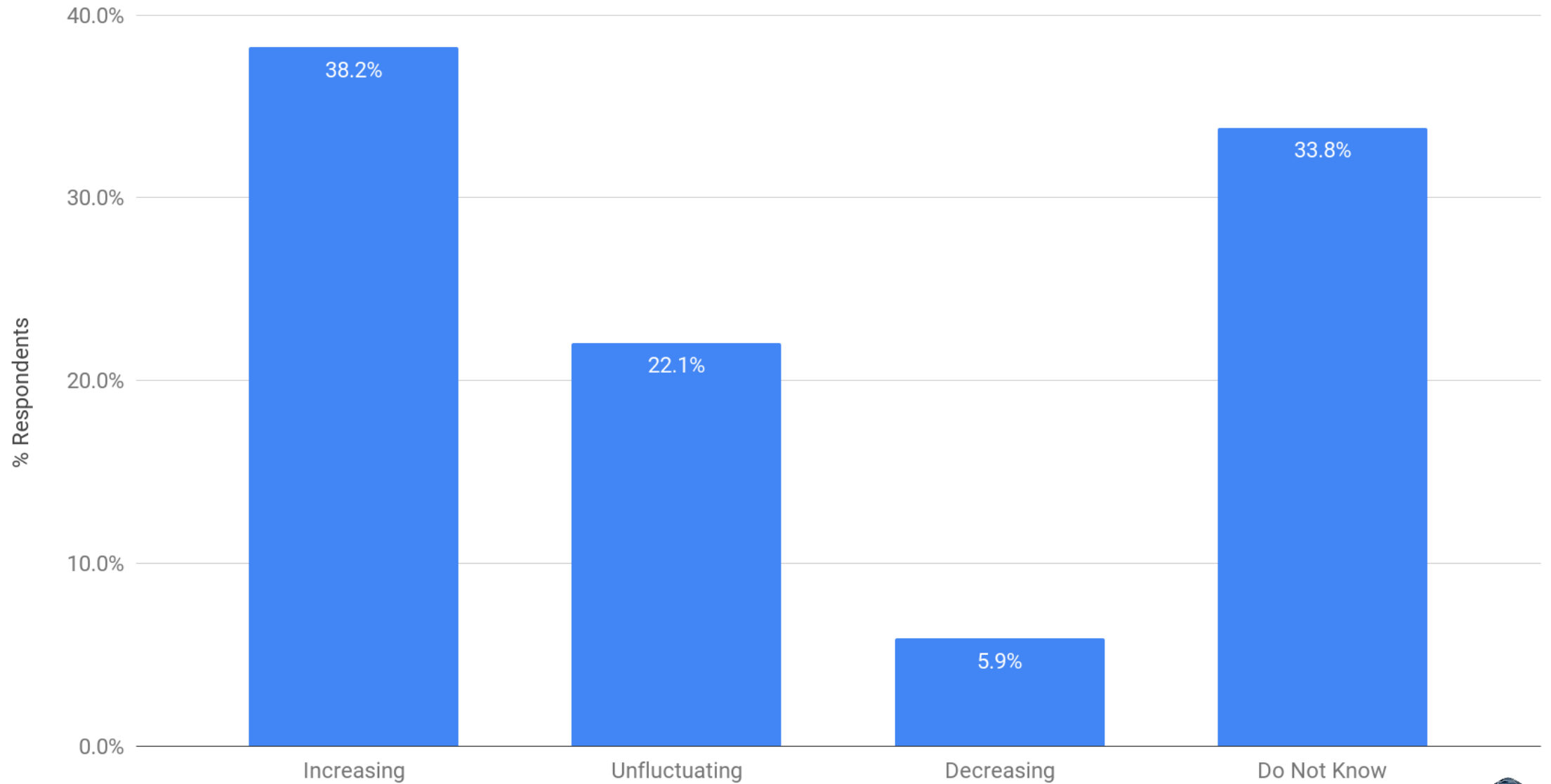
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Spring 2023 eDiscovery Business Confidence Survey (n=67)



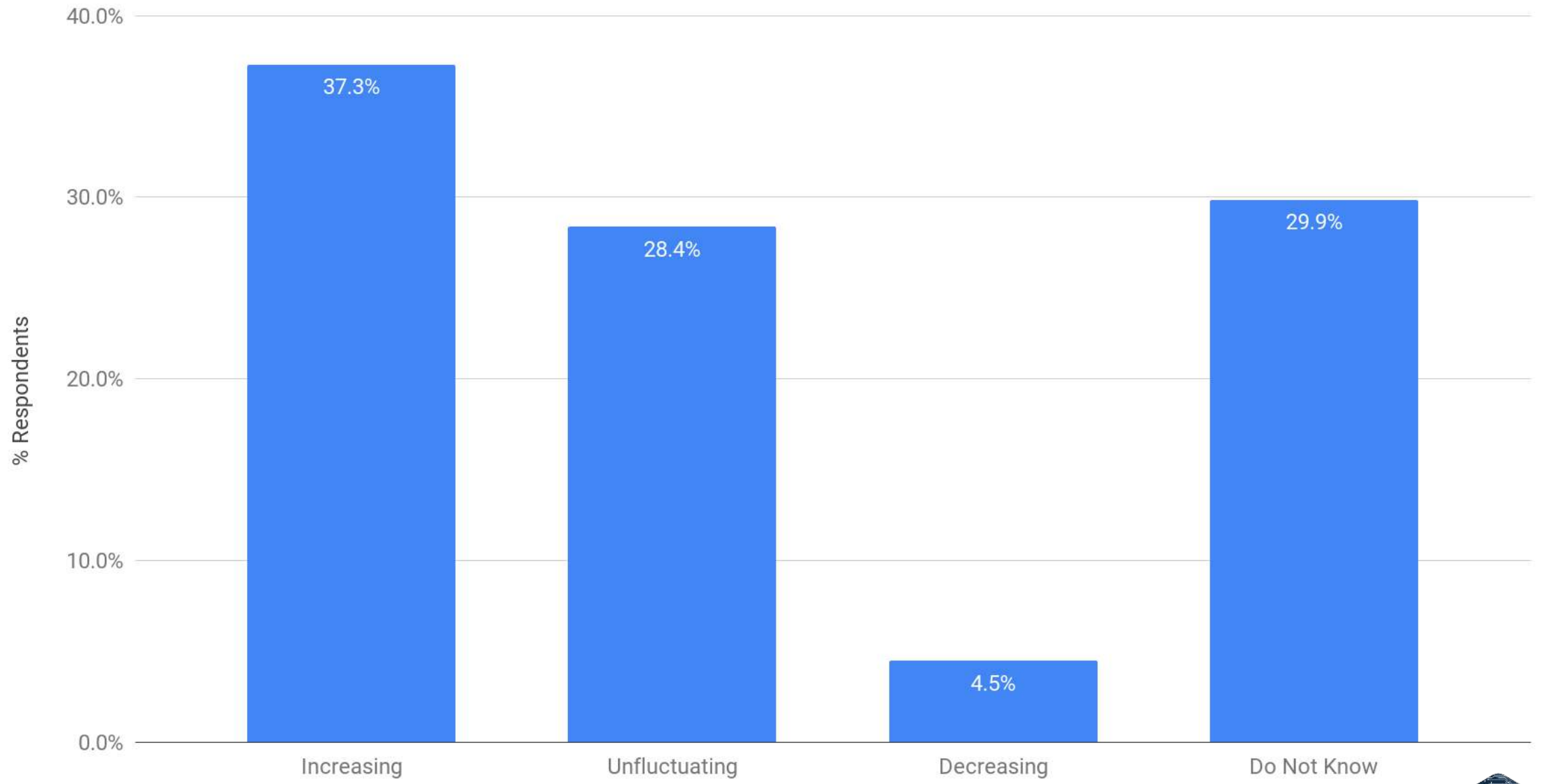
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Spring 2023 eDiscovery Business Confidence Survey (n=68)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Spring 2023 eDiscovery Business Confidence Survey (n=67)



Context

Hyperlinks

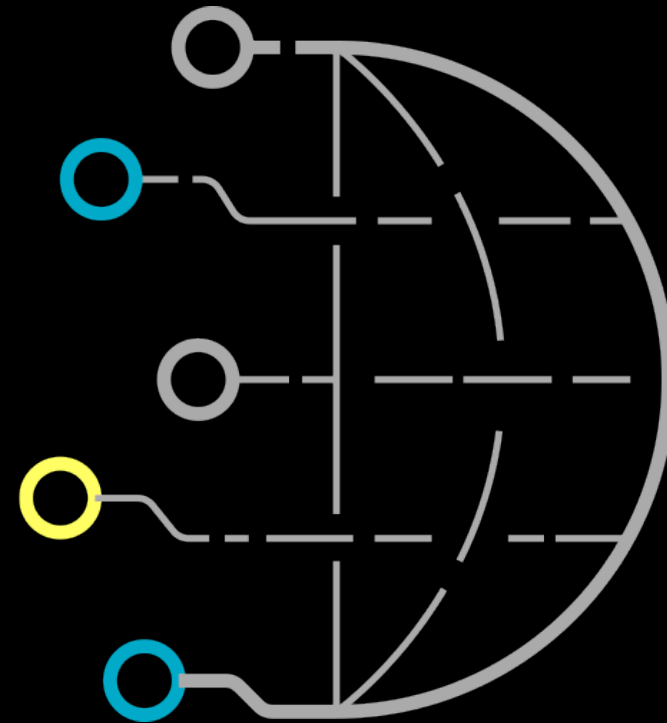
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[Market Size](#)

[Investments](#)

[Business Confidence](#)

[Second Requests](#)





Complex Discovery