Market Kinetics

eDiscovery Operational Metrics - Spring 2023

Complex Discovery

Operational Metrics

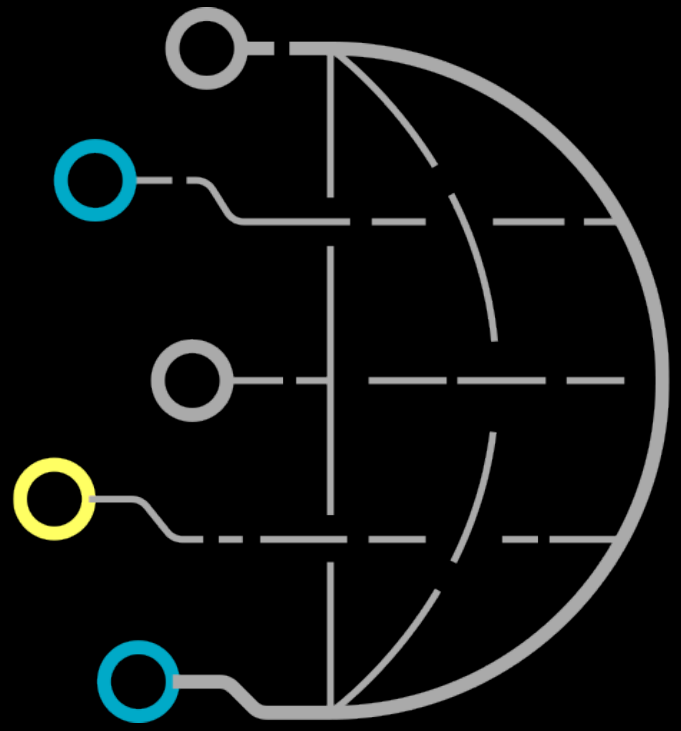
Background

Days Sales Outstanding

Monthly Recurring Revenue

Distribution of Revenue

Context

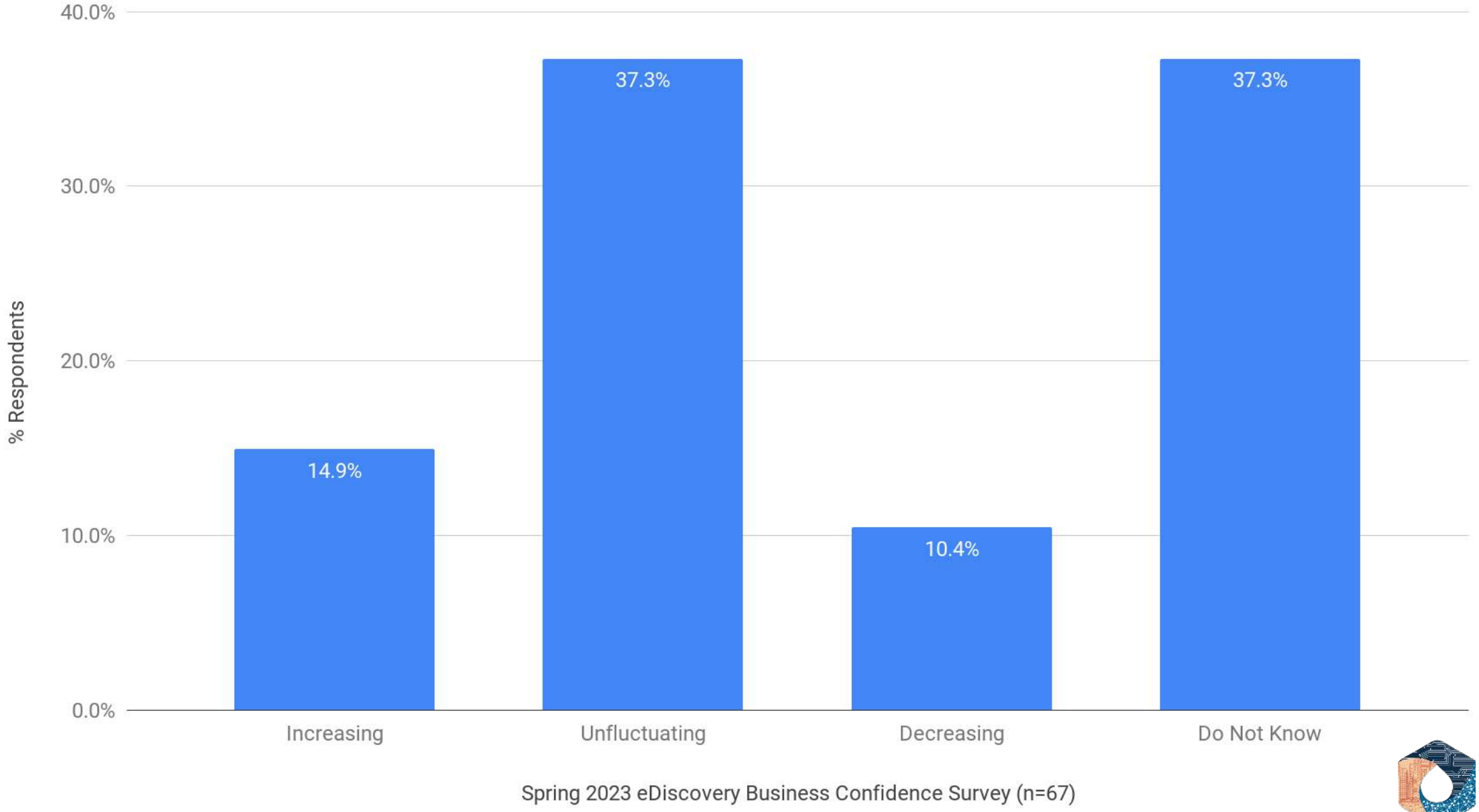


Background

Quarterly Business Confidence Survey
Spring 2023 Operational Metrics Results

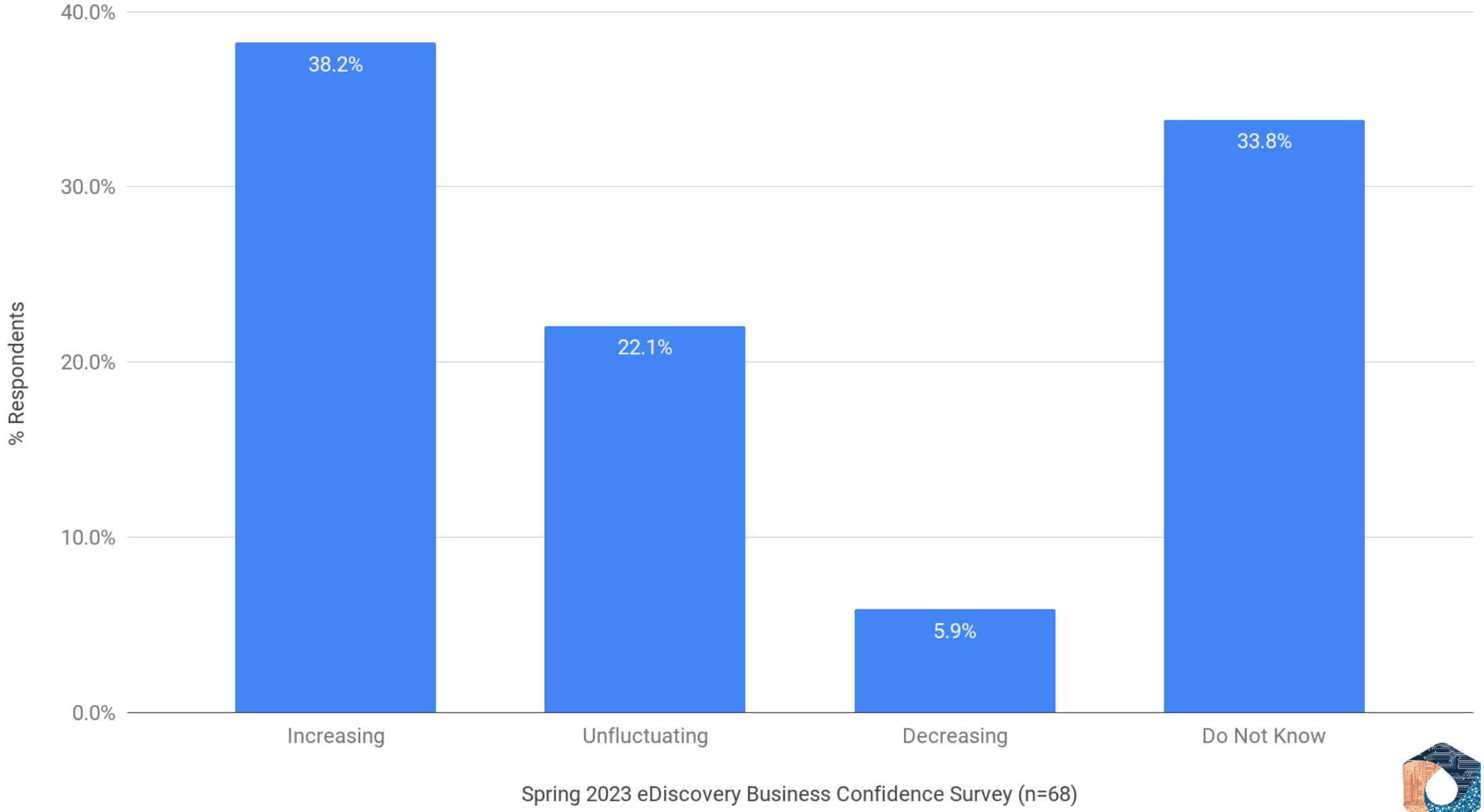
Operational Metrics

eDiscovery Business Metric Trajectory: Days Sales Outstanding



Operational Metrics

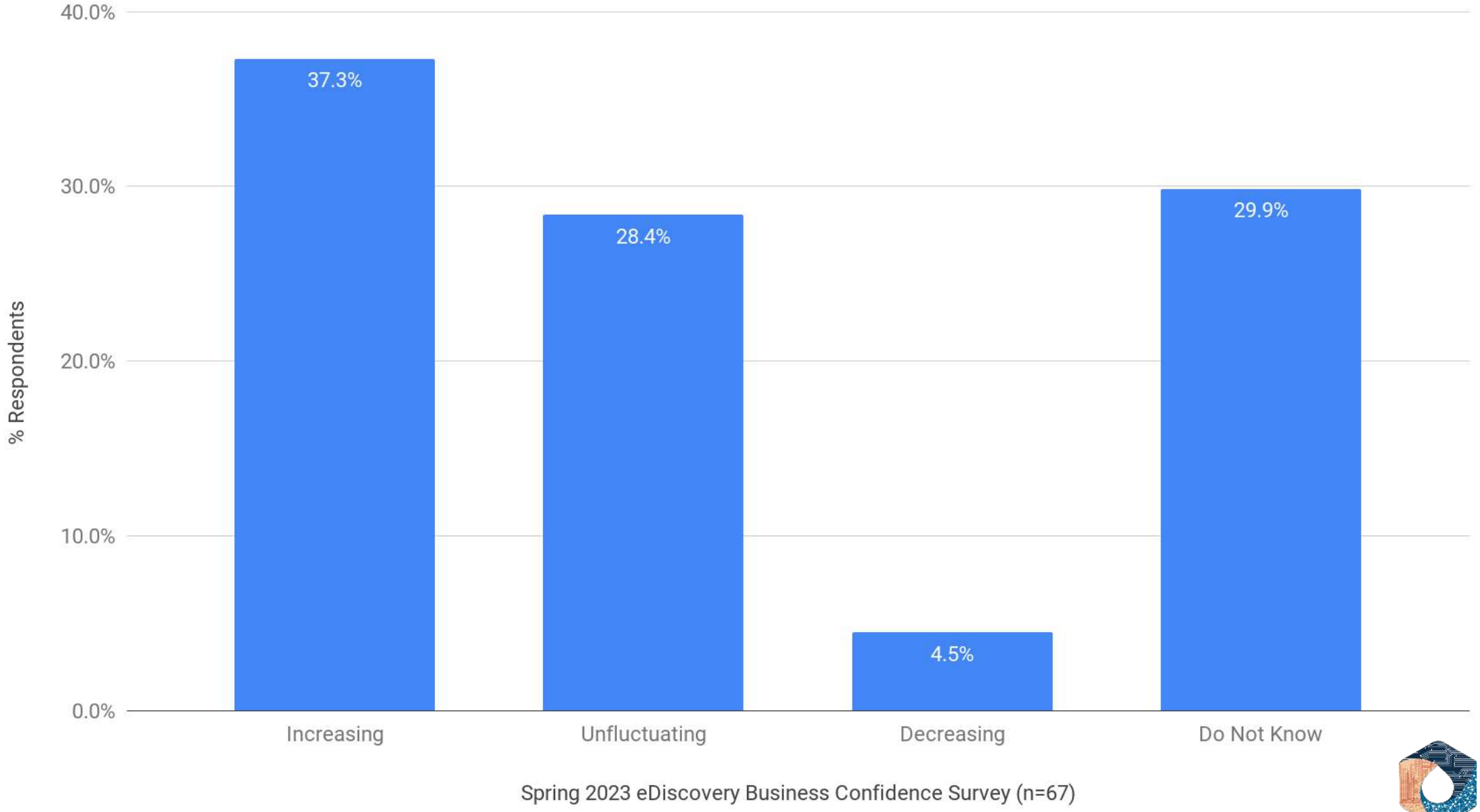
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Spring 2023 eDiscovery Business Confidence Survey (n=68)

Operational Metrics

eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base

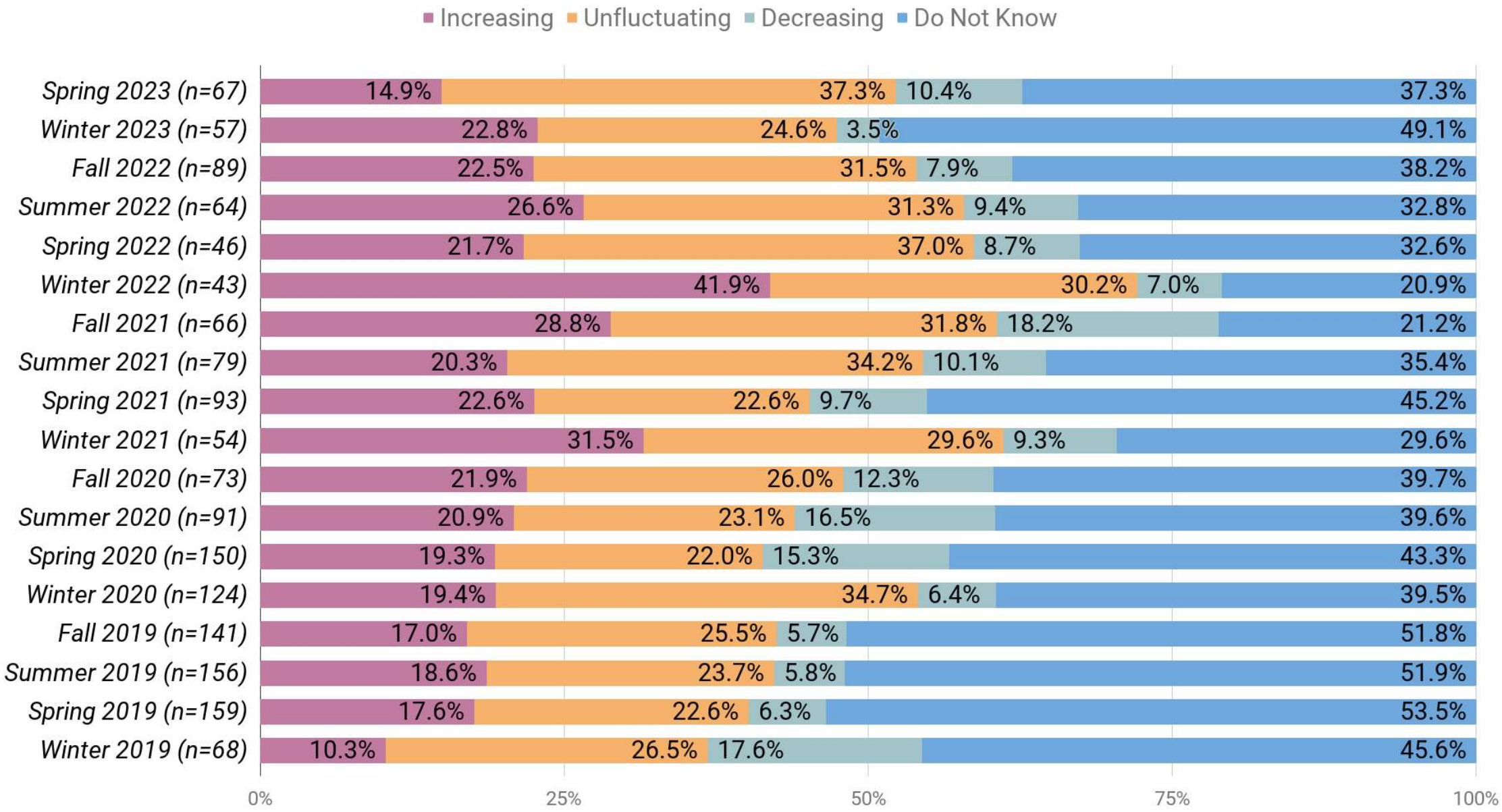


Aggregate Results

Quarterly Business Confidence Survey
Operational Metrics - 18 Surveys

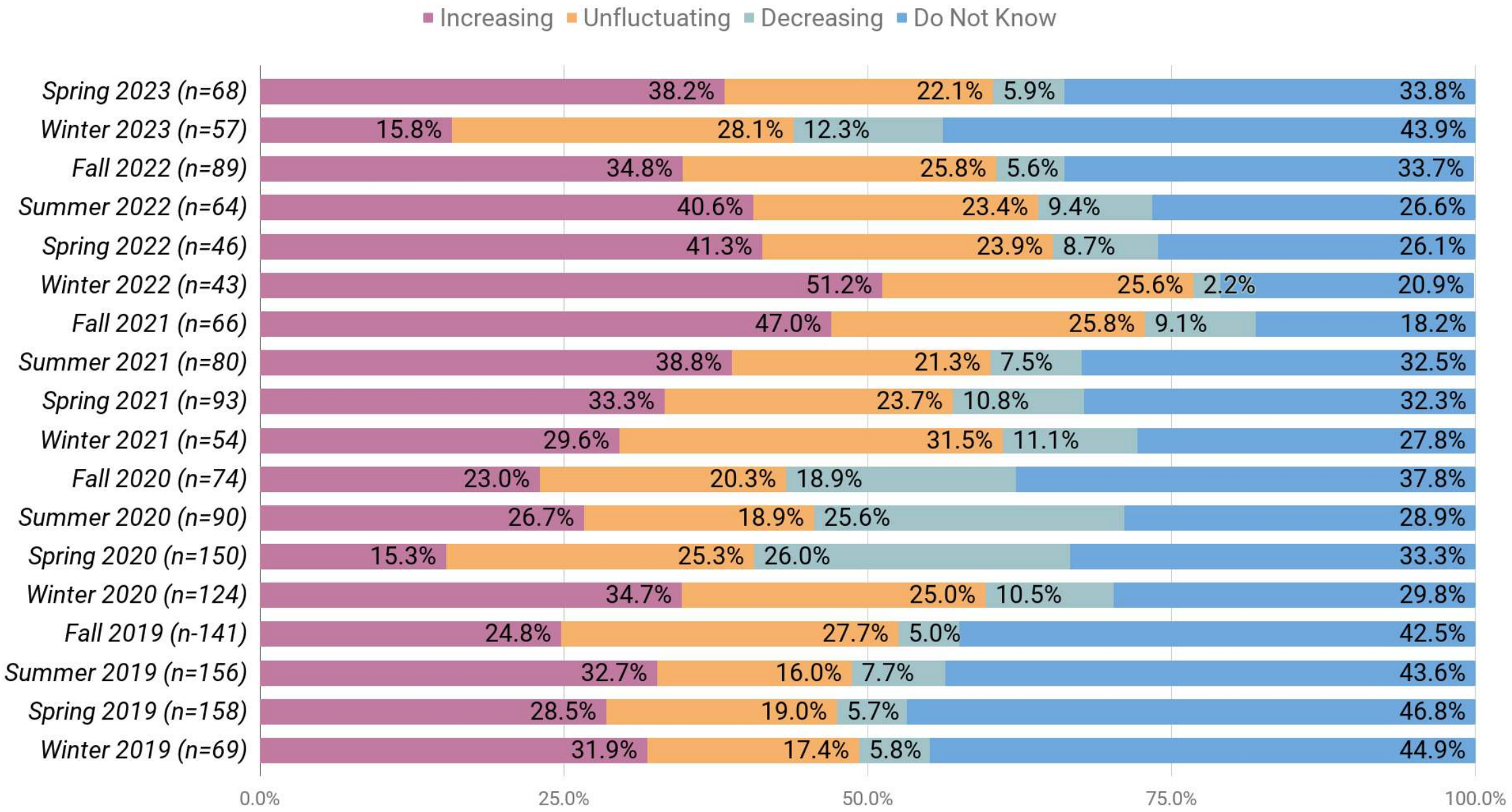
Operational Metrics

eDiscovery Business Metric Trajectory: Days Sales Outstanding



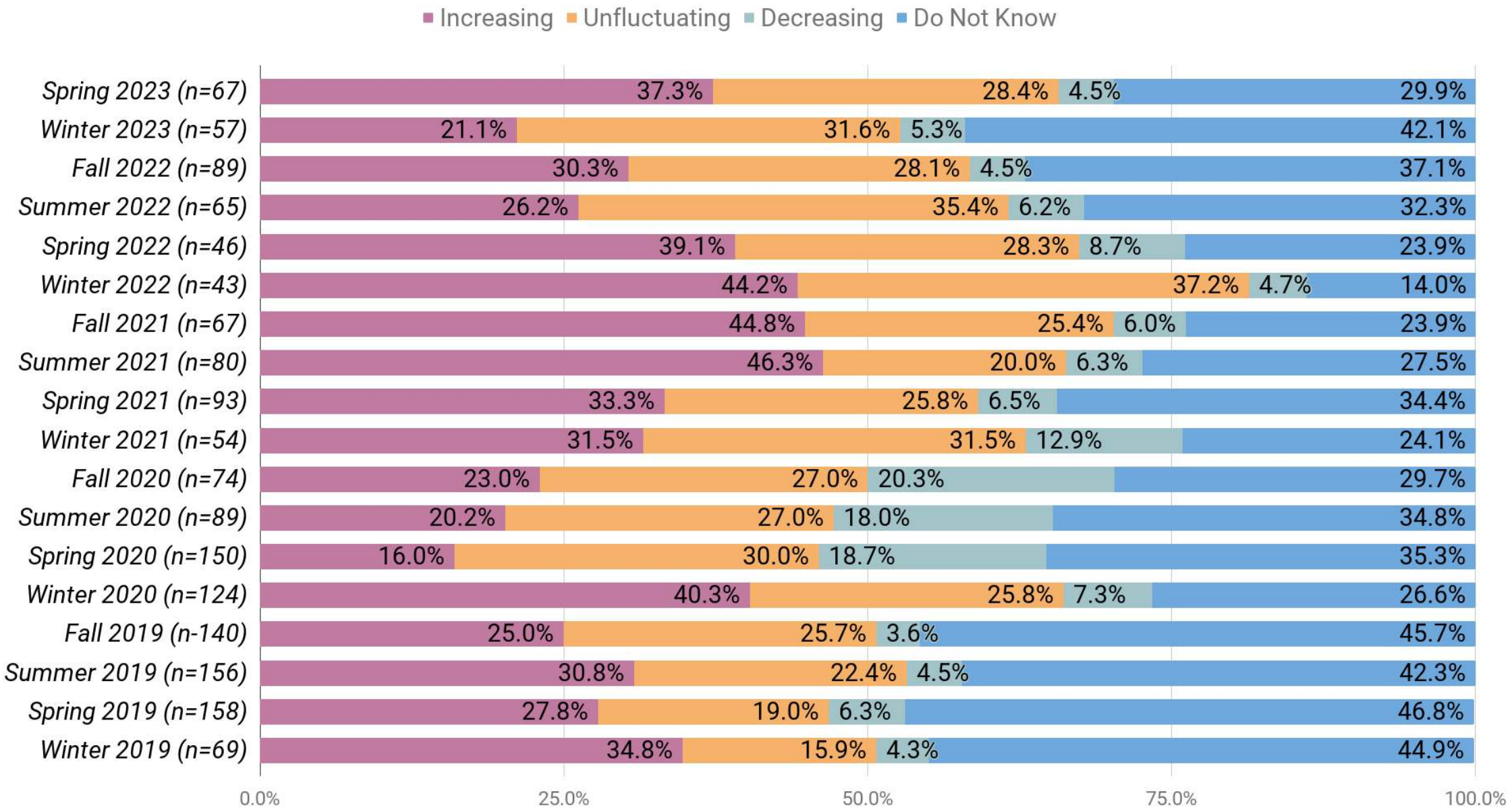
Operational Metrics

eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Operational Metrics

eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Context

Hyperlinks

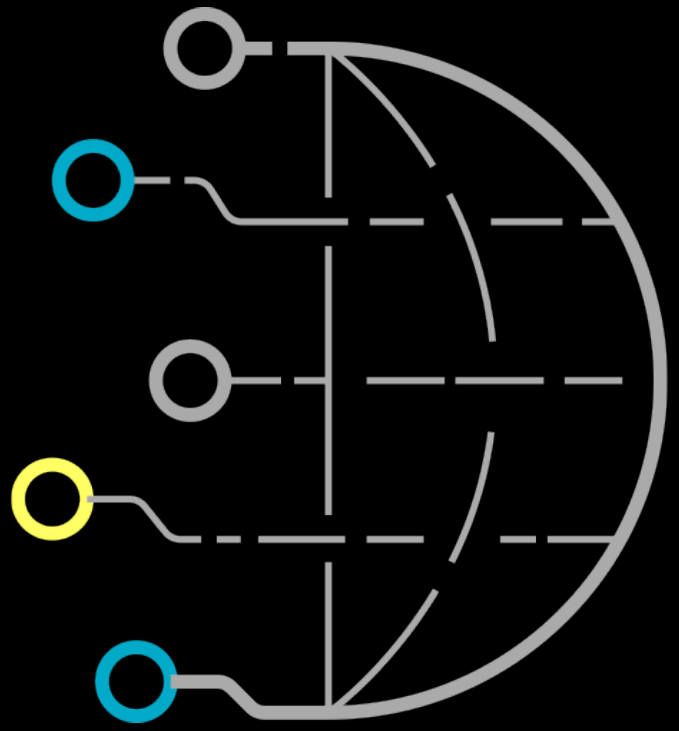
ComplexDiscovery

Market Size

Investments

Business Confidence

Second Requests



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