

Market Kinetics

eDiscovery Business Confidence - Summer 2023



Complex
Discovery

Business Confidence

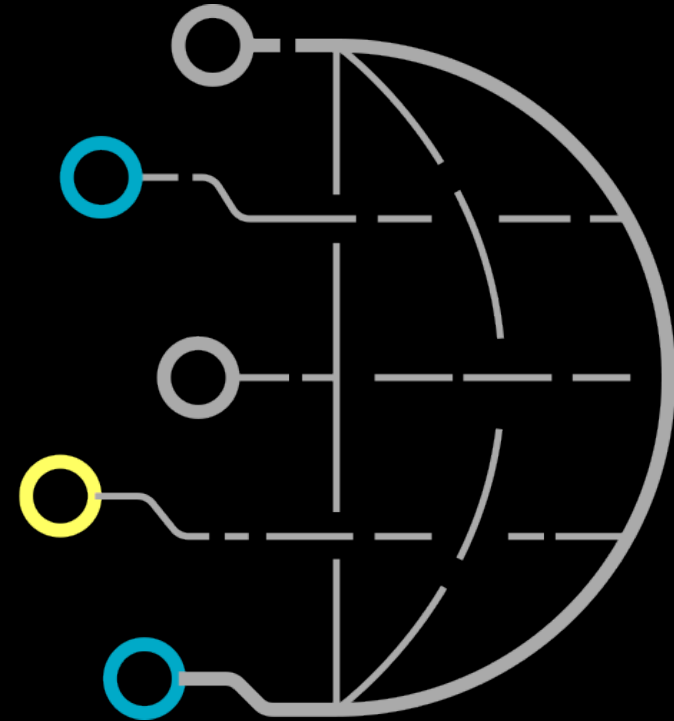
Background

Business Climate

Performance Concerns

Operational Metrics

Context



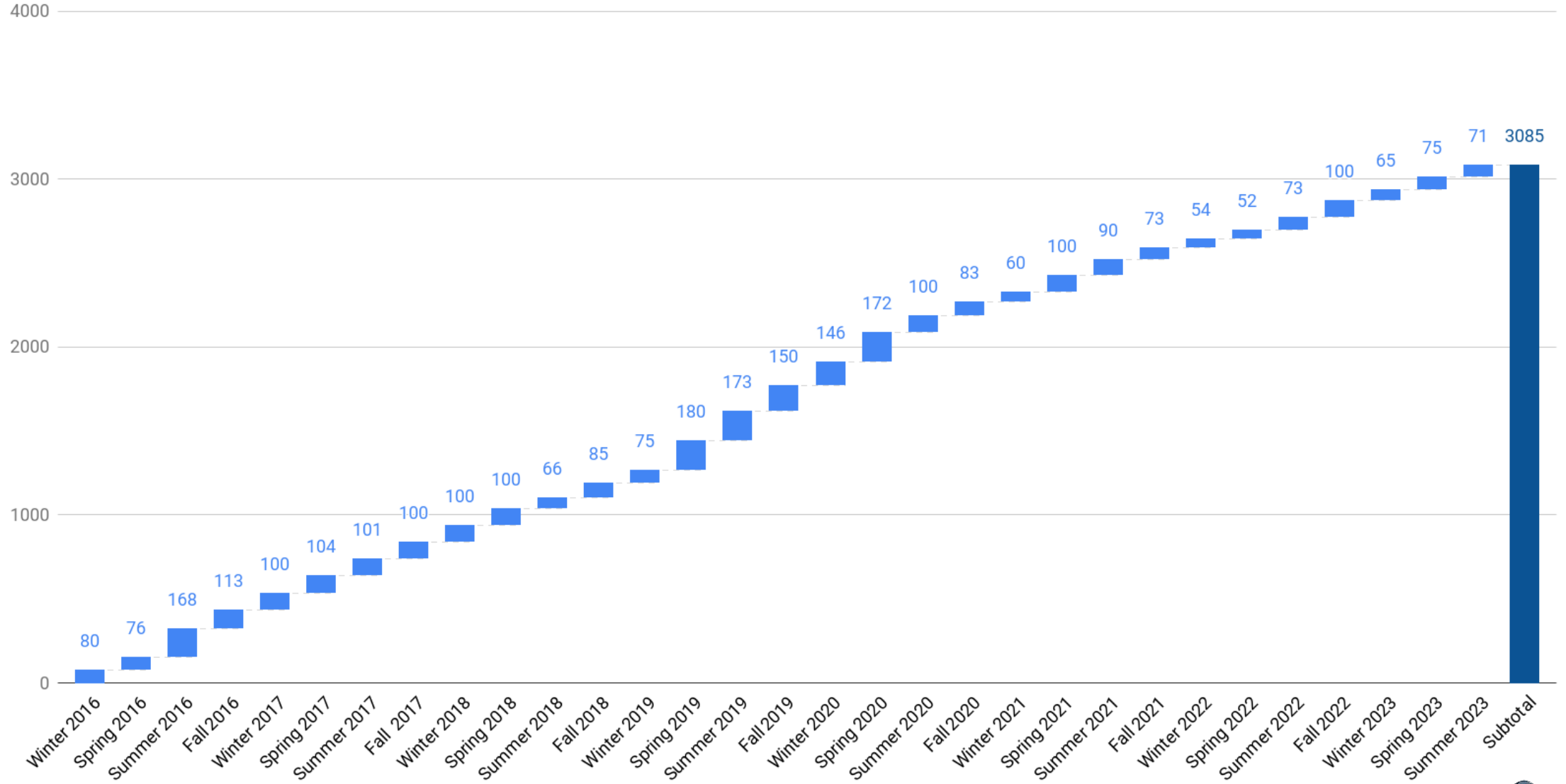


Background

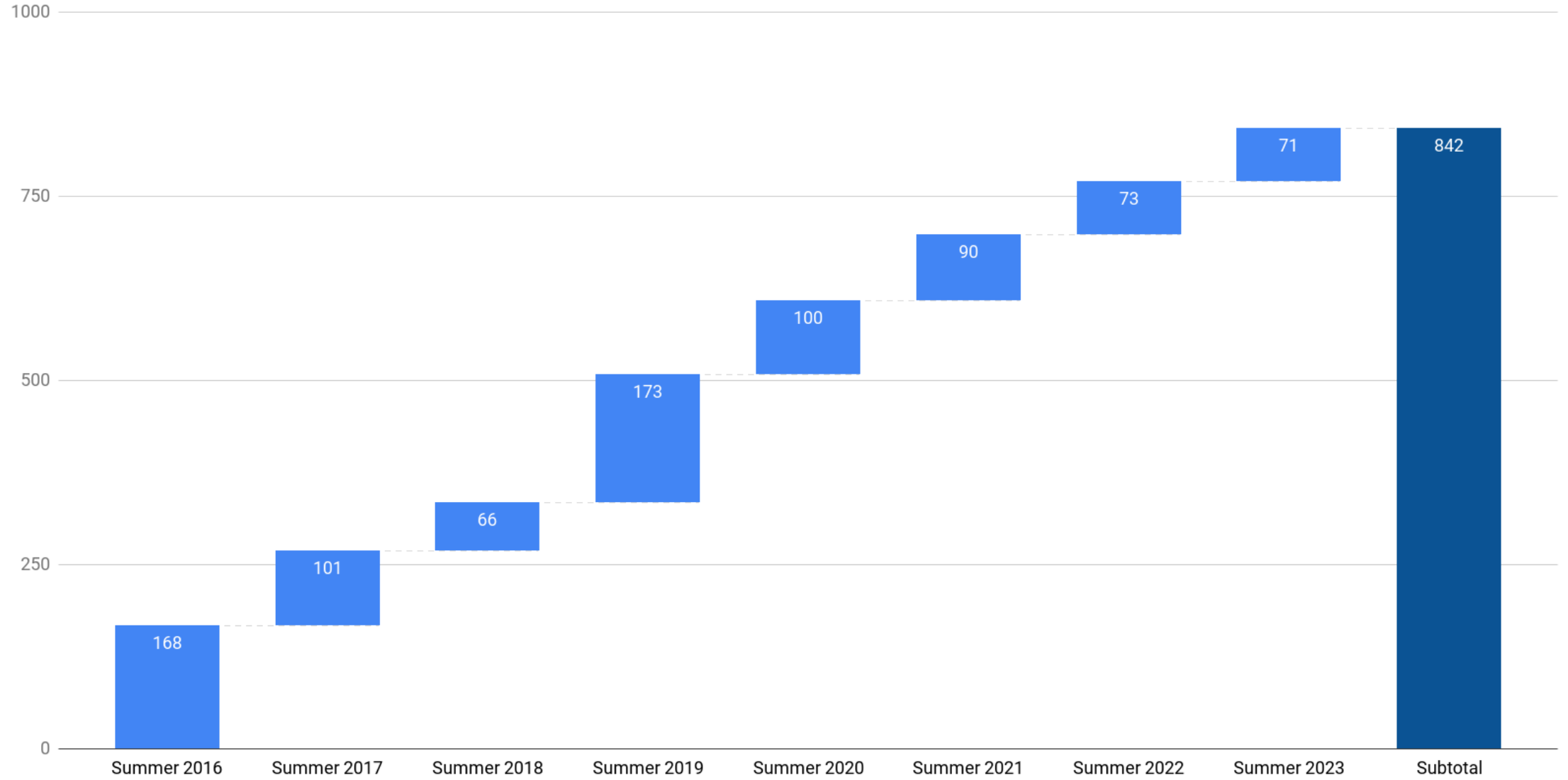
Quarterly Business Confidence Survey
Summer 2023



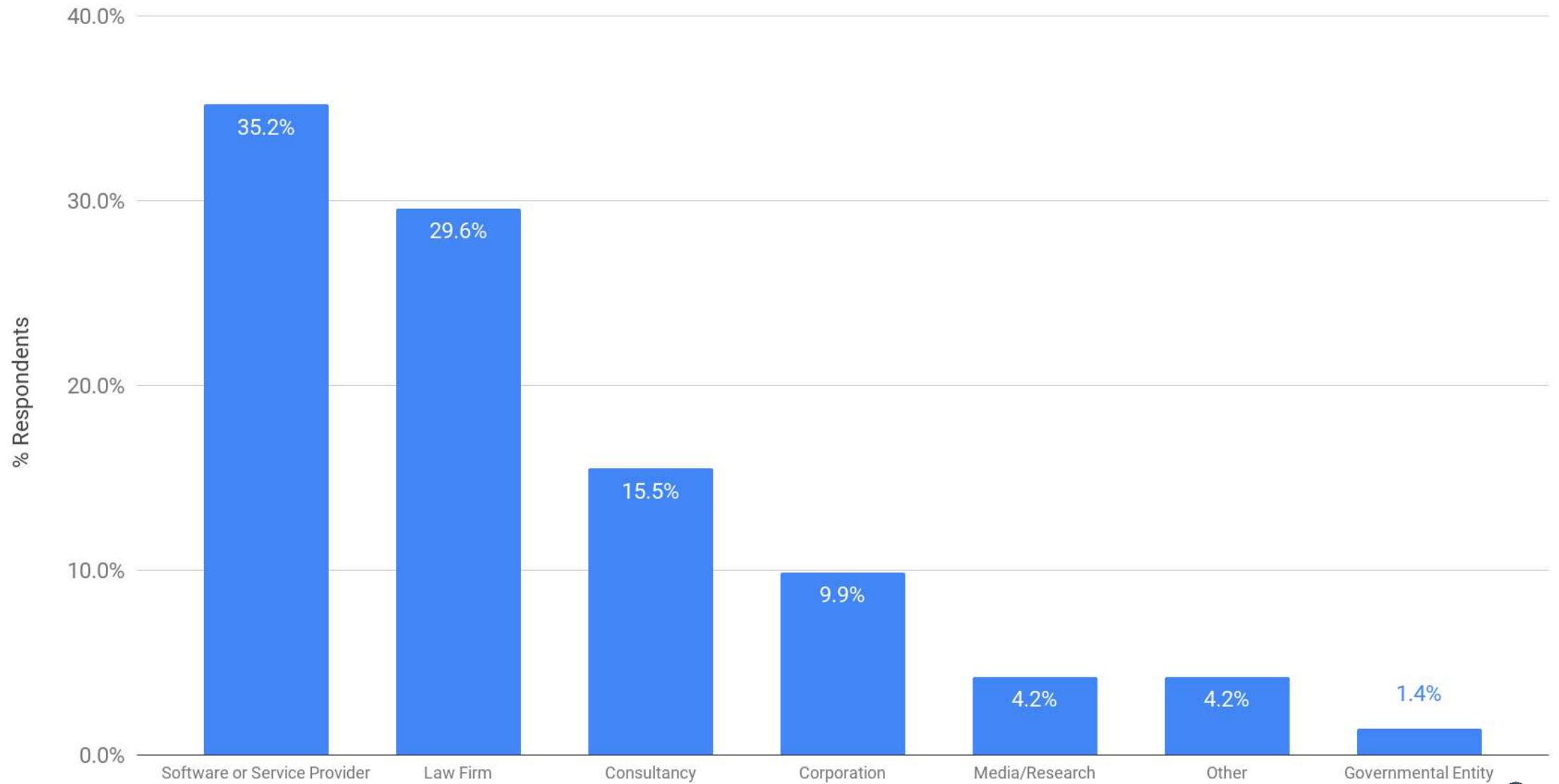
Survey Respondents (Individual and Aggregate Overview)



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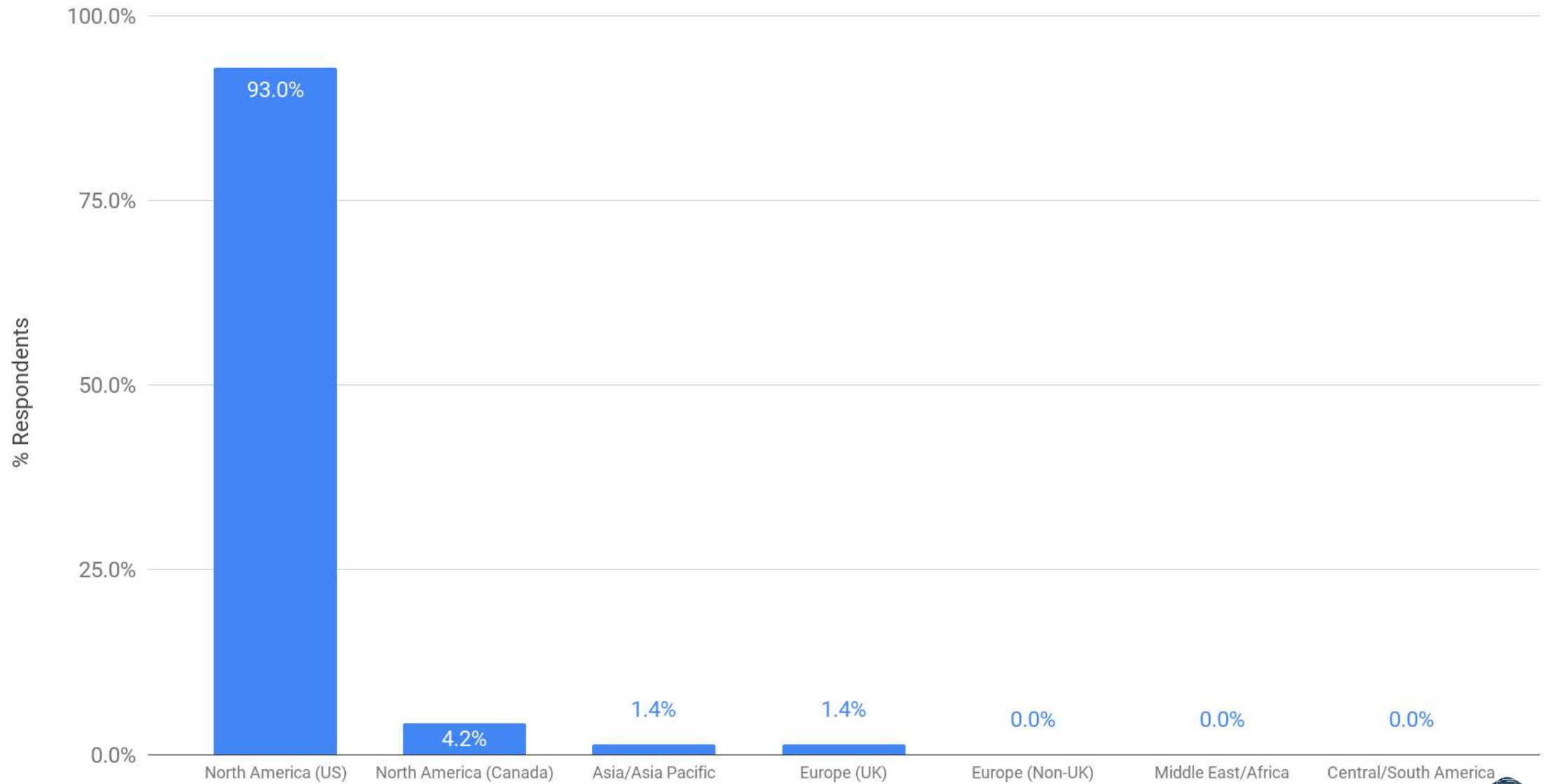
Survey Respondents by Organizational Segment



Summer 2023 eDiscovery Business Confidence Survey (n=71)



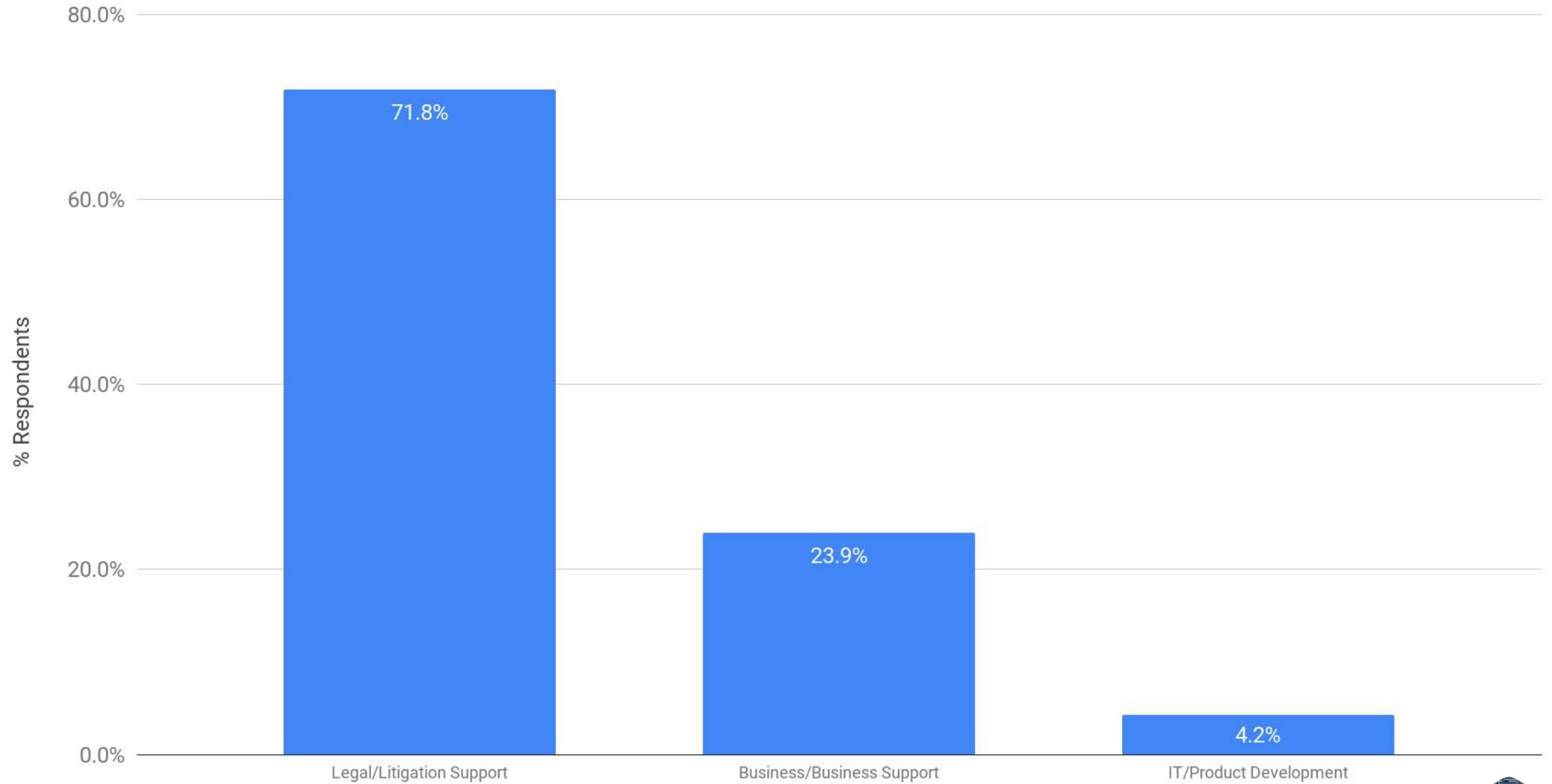
Survey Respondents by Geographic Region



Summer 2023 eDiscovery Business Confidence Survey (n=71)



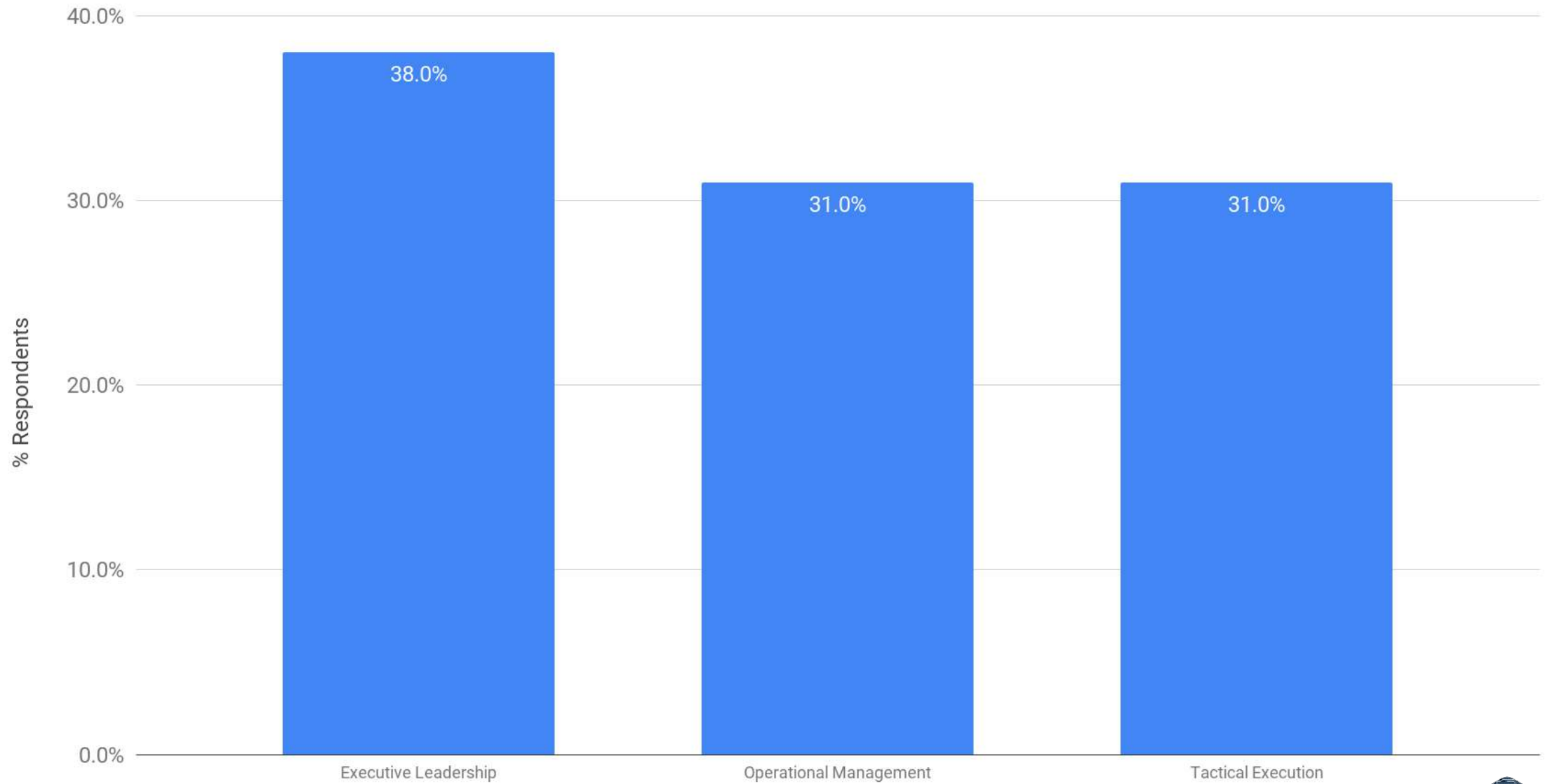
Survey Respondents by Primary Function



Summer 2023 eDiscovery Business Confidence Survey (n=71)



Survey Respondents by Level of Support



Summer 2023 eDiscovery Business Confidence Survey (n=71)



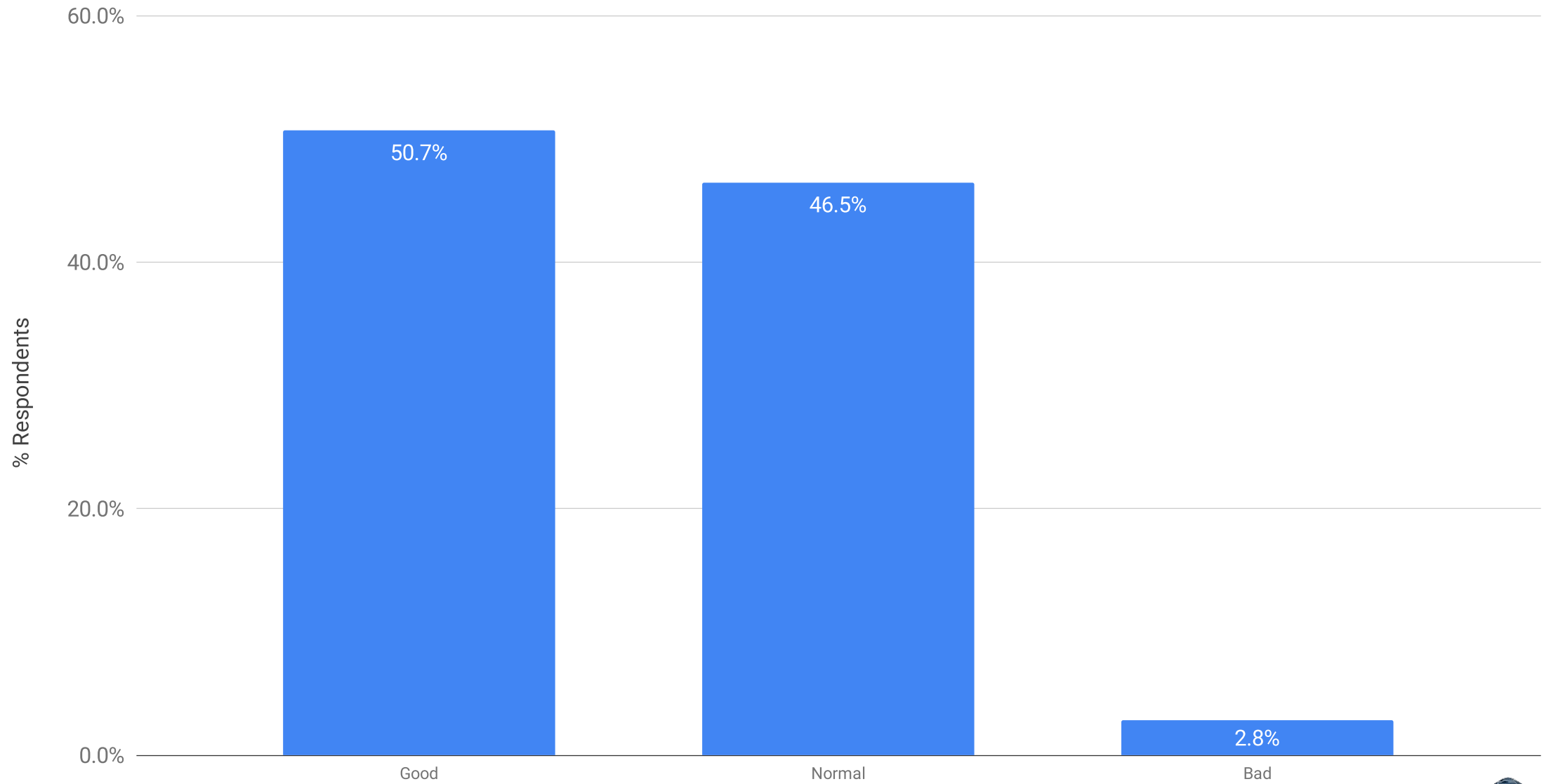


Results

Quarterly Business Confidence Survey
Summer 2023



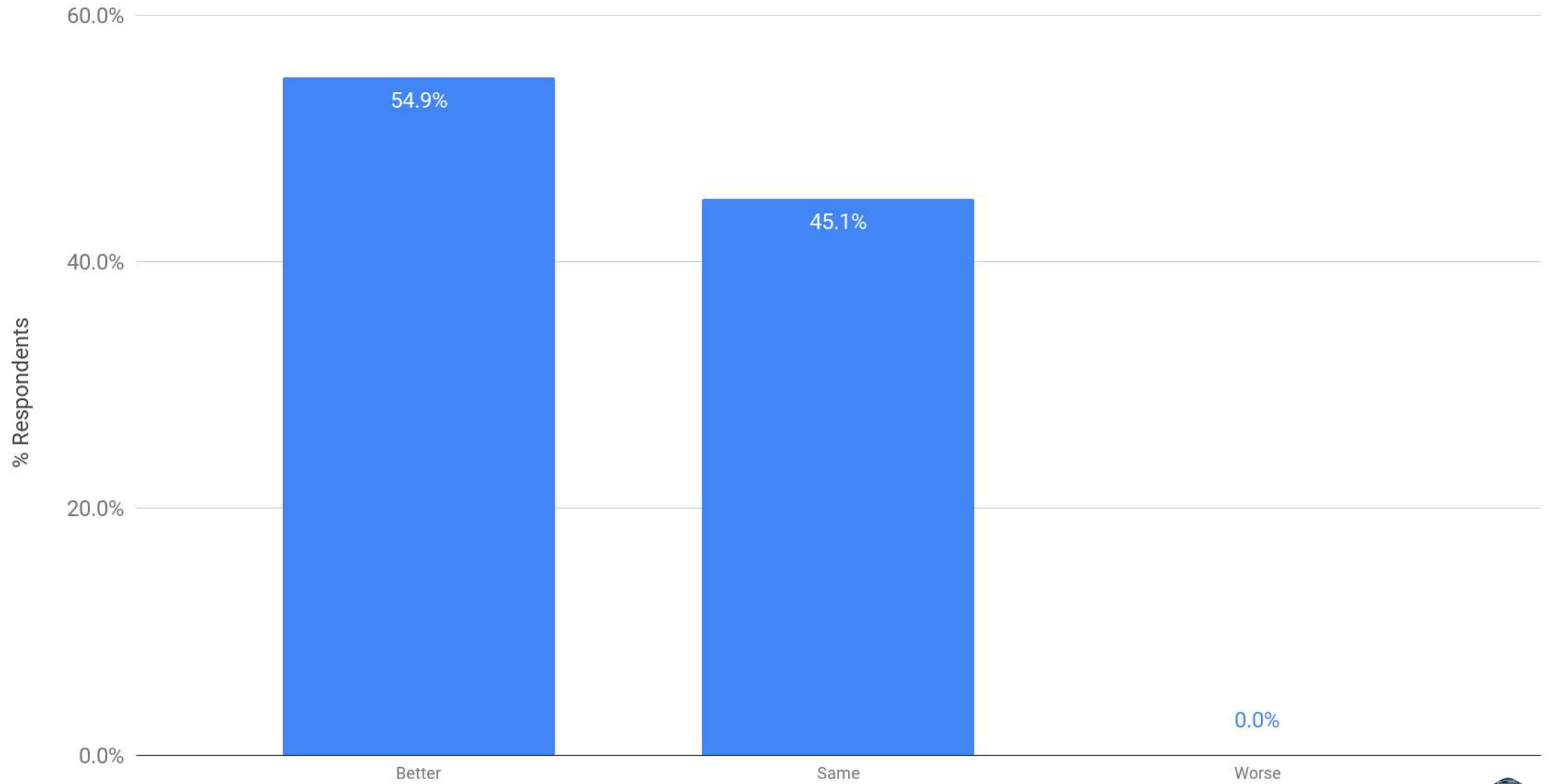
Current Business Climate Overview



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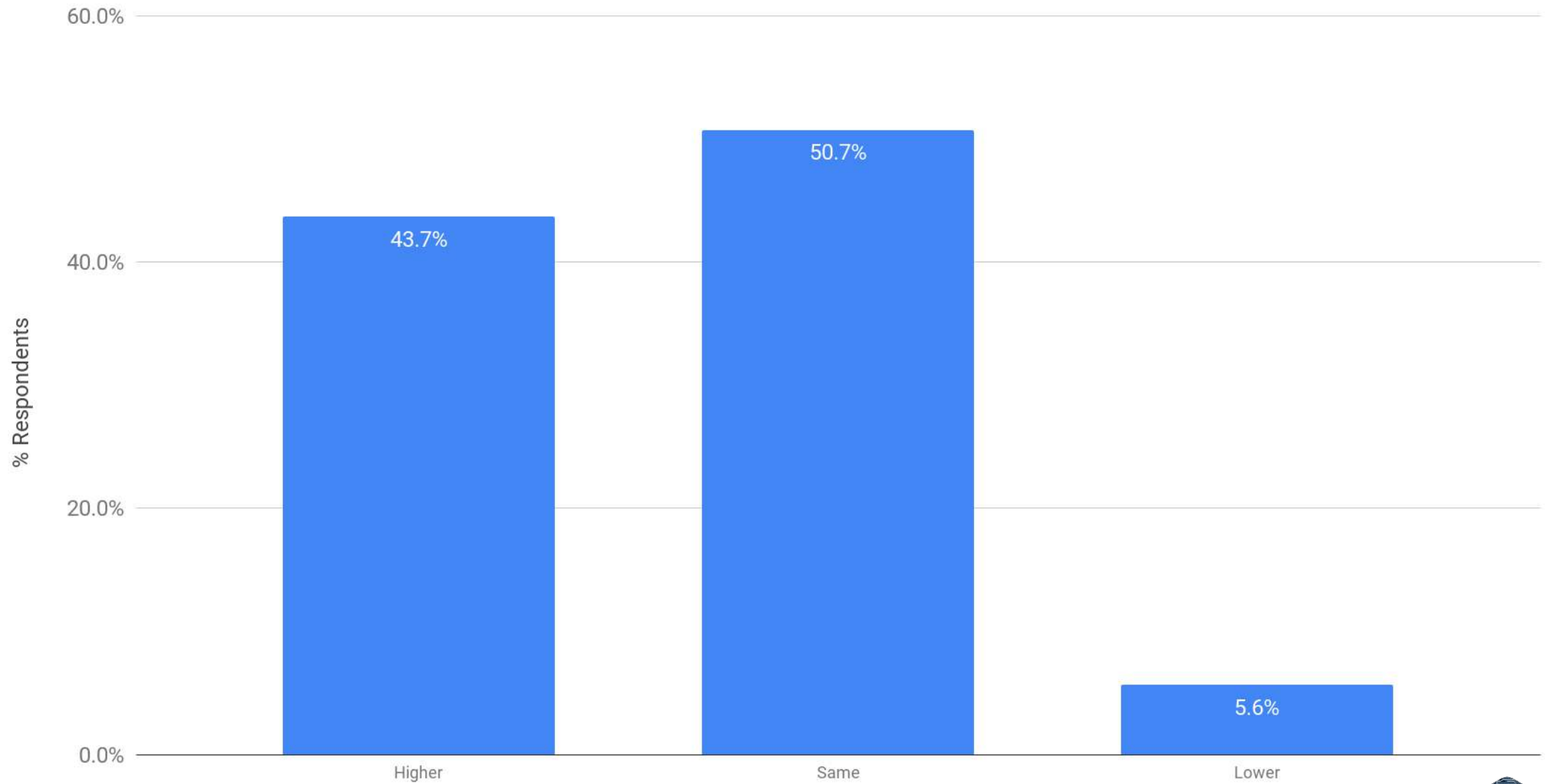
Business Climate Overview + Six Months



Summer 2023 eDiscovery Business Confidence Survey (n=71)



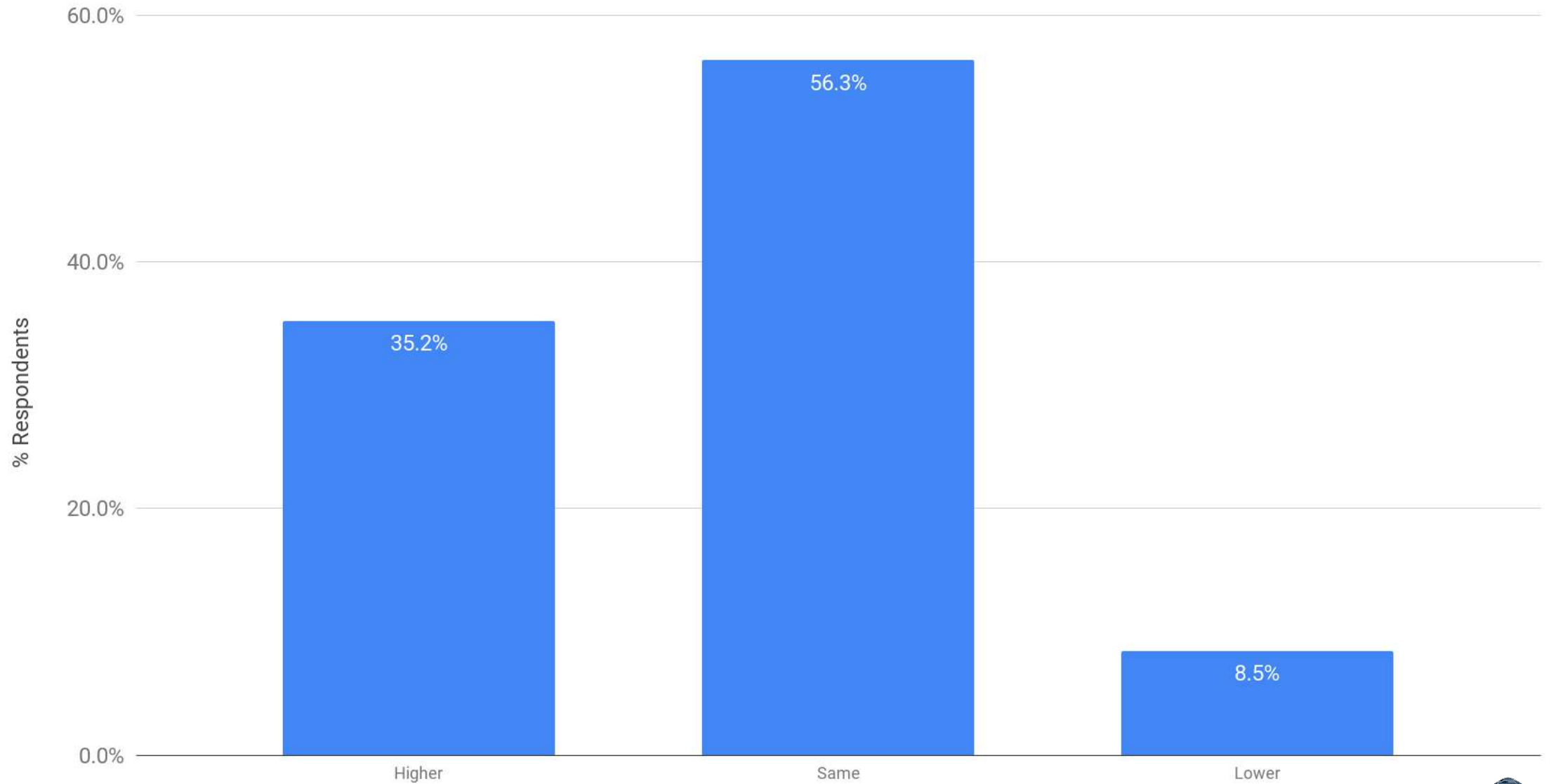
Revenue Overview + Six Months



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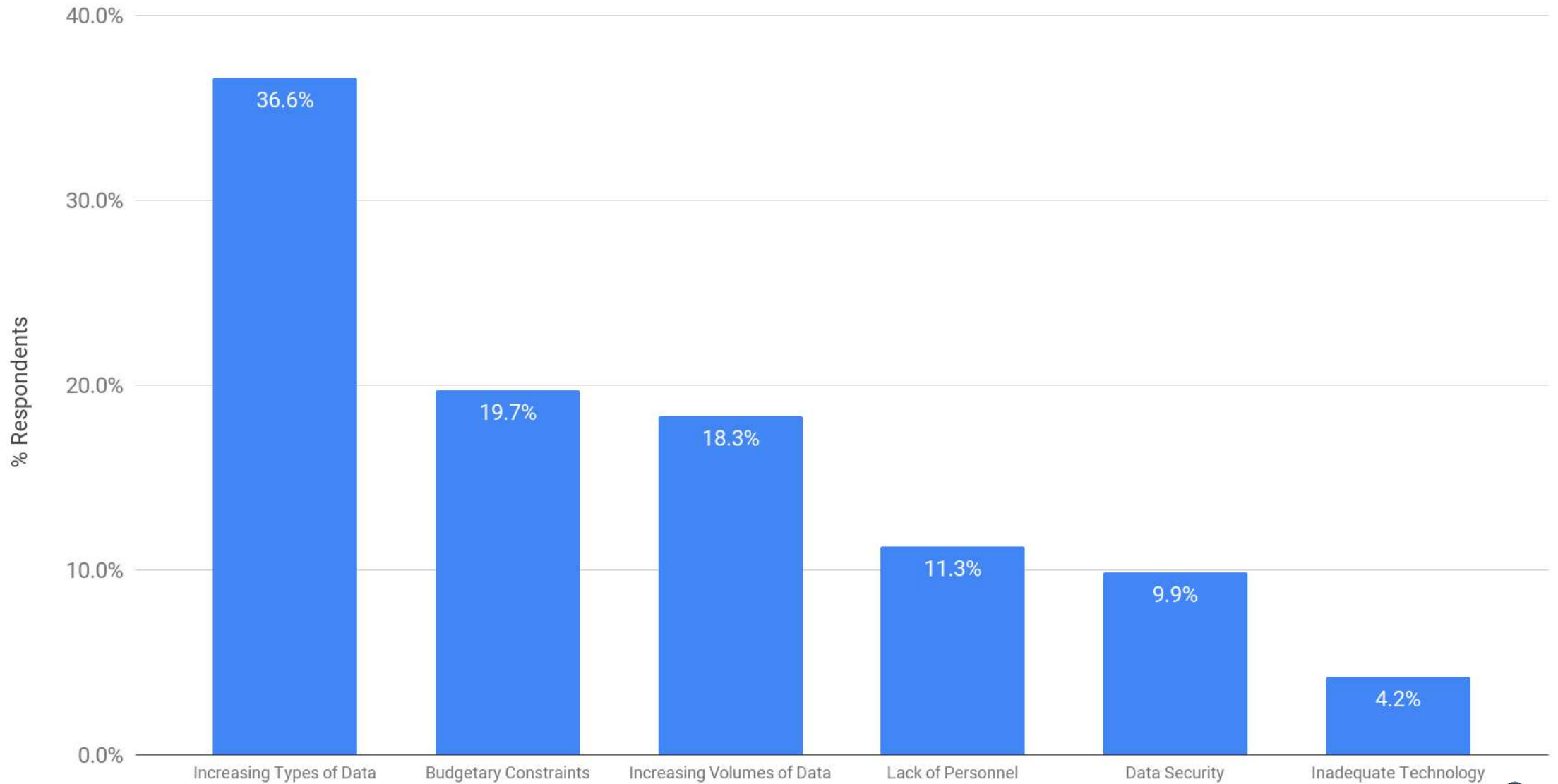
Profits Overview + Six Months



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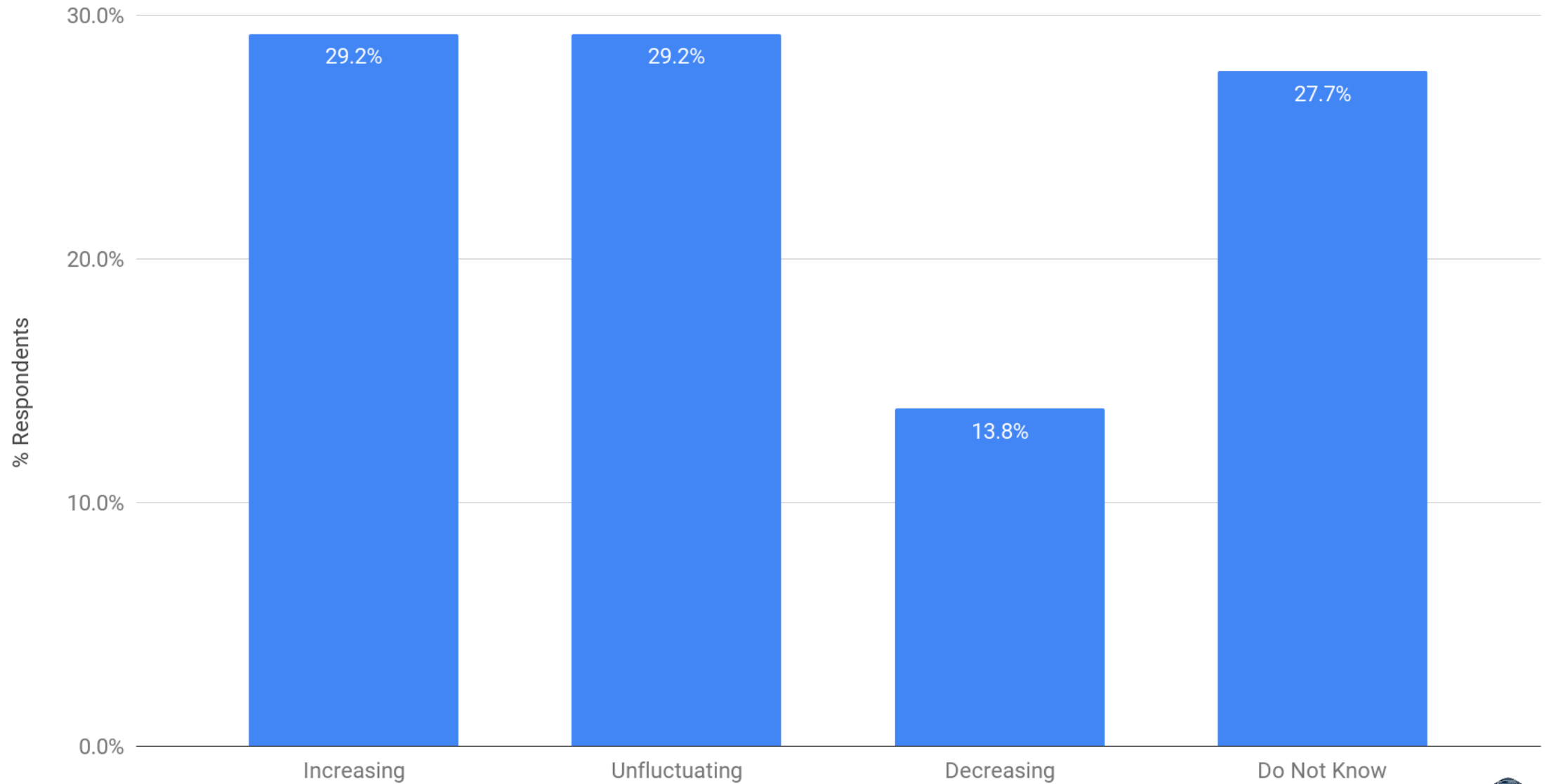
Issues Impacting eDiscovery Business Performance



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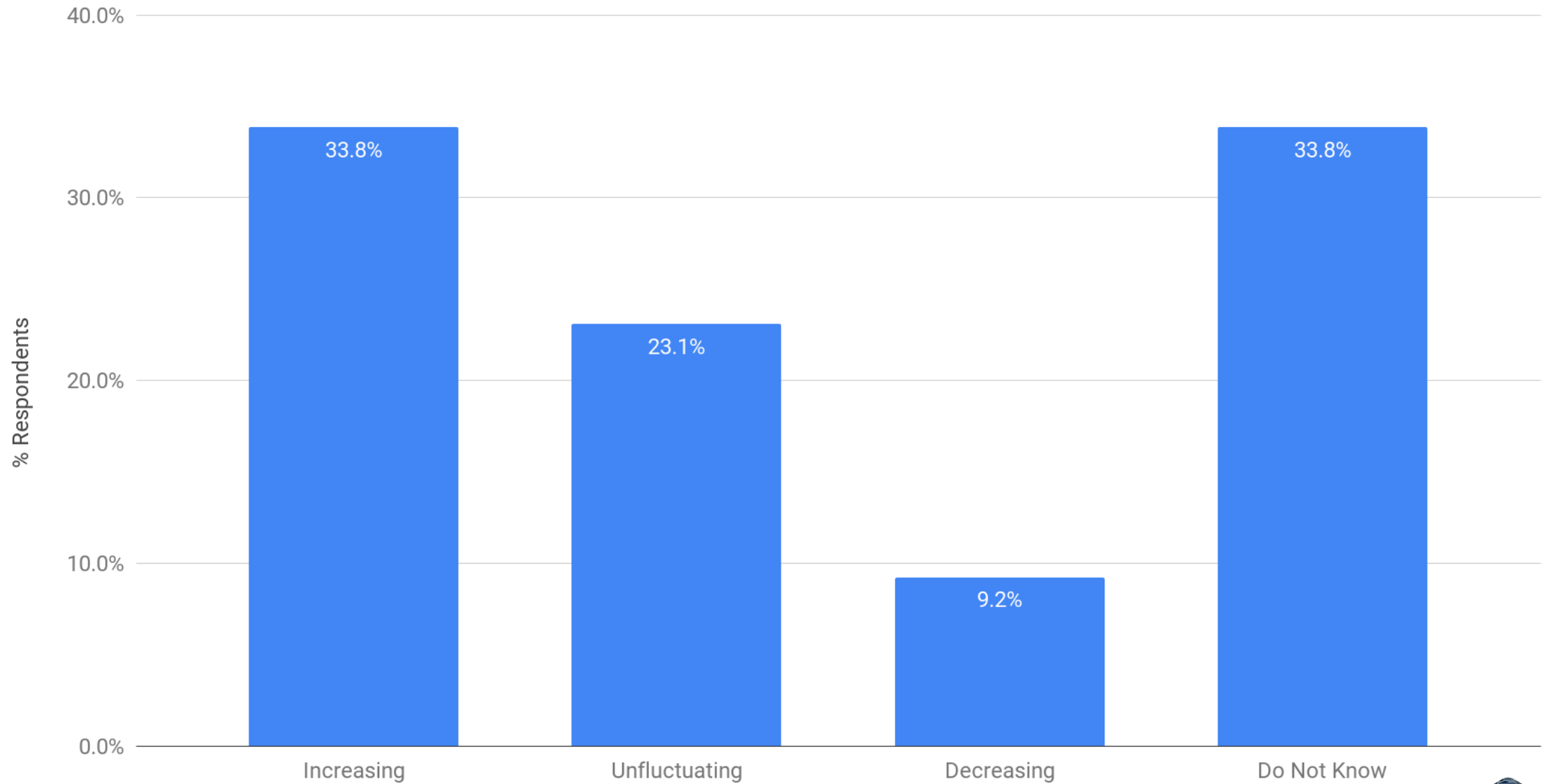
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Summer 2023 eDiscovery Business Confidence Survey (n=65)



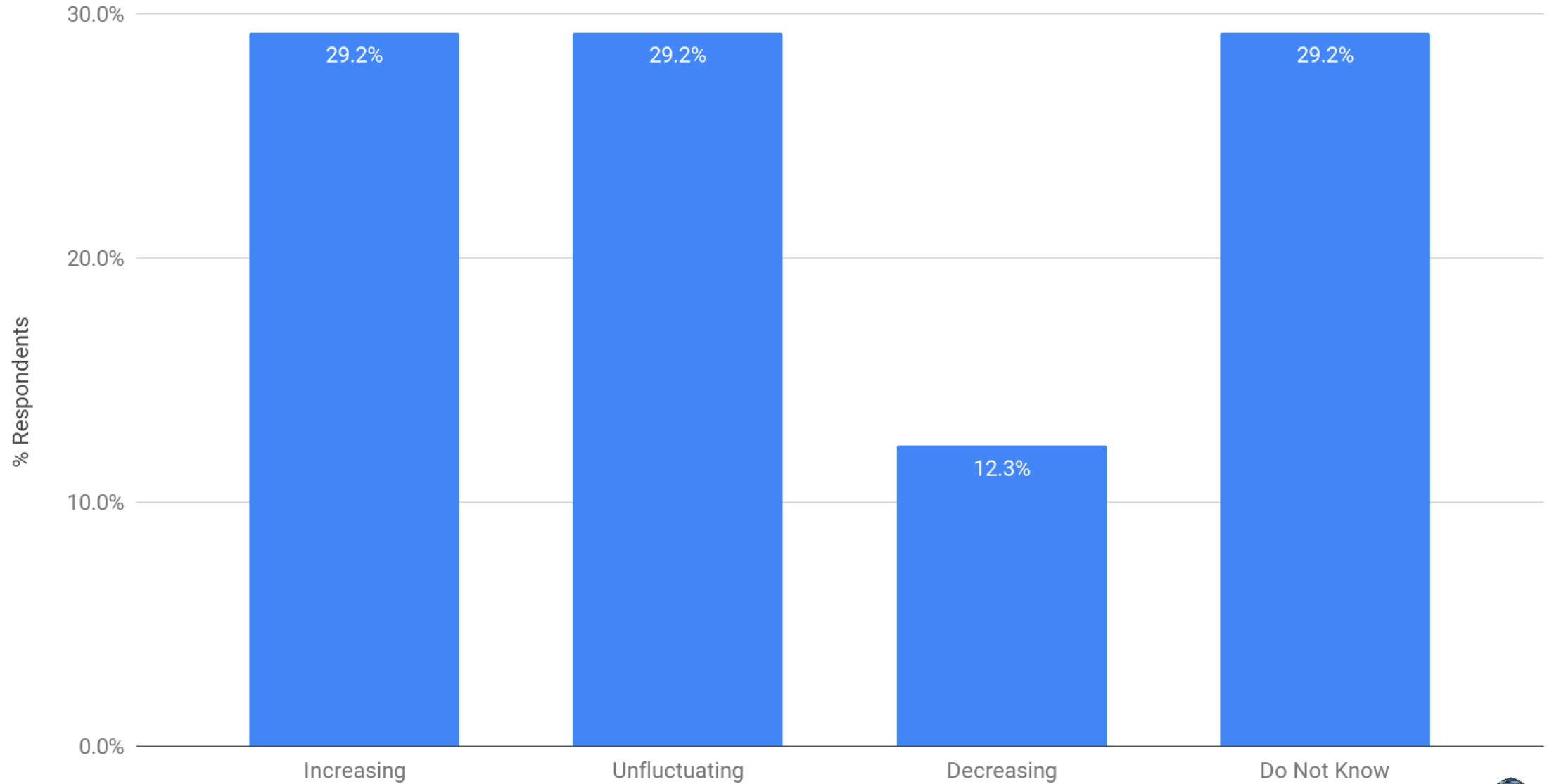
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Summer 2023 eDiscovery Business Confidence Survey (n=65)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Summer 2023 eDiscovery Business Confidence Survey (n=65)



Context

Hyperlinks

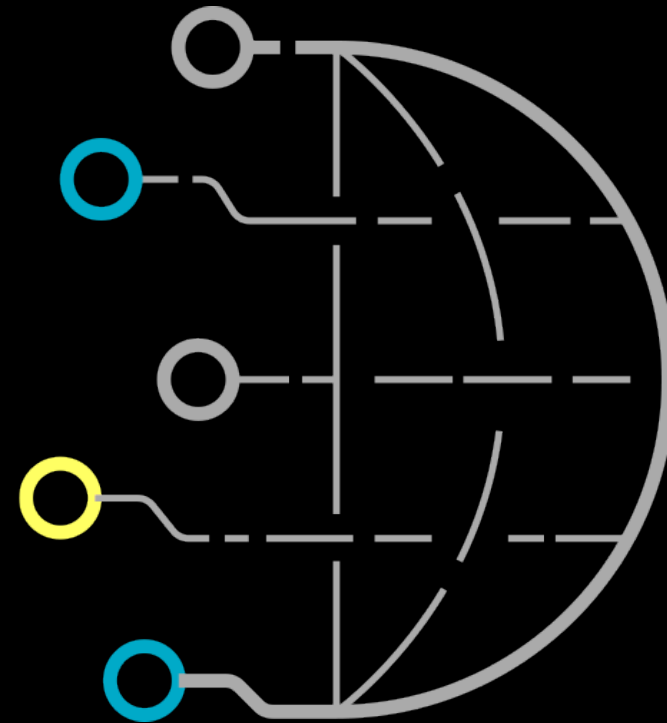
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[Market Size](#)

[Investments](#)

[Business Confidence](#)

[Second Requests](#)





Complex Discovery

