

Market Kinetics

eDiscovery Operational Metrics - Fall 2023



Complex
Discovery

Operational Metrics

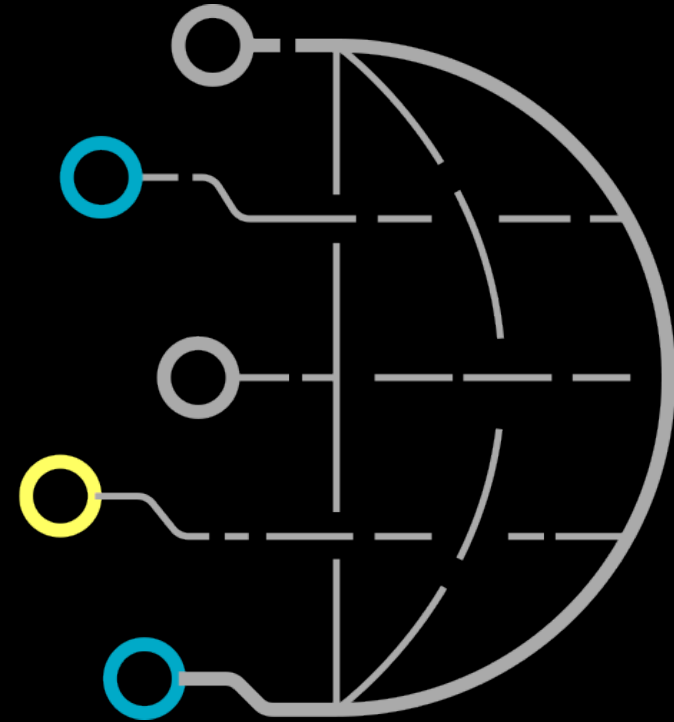
Background

Days Sales Outstanding

Monthly Recurring Revenue

Distribution of Revenue

Context



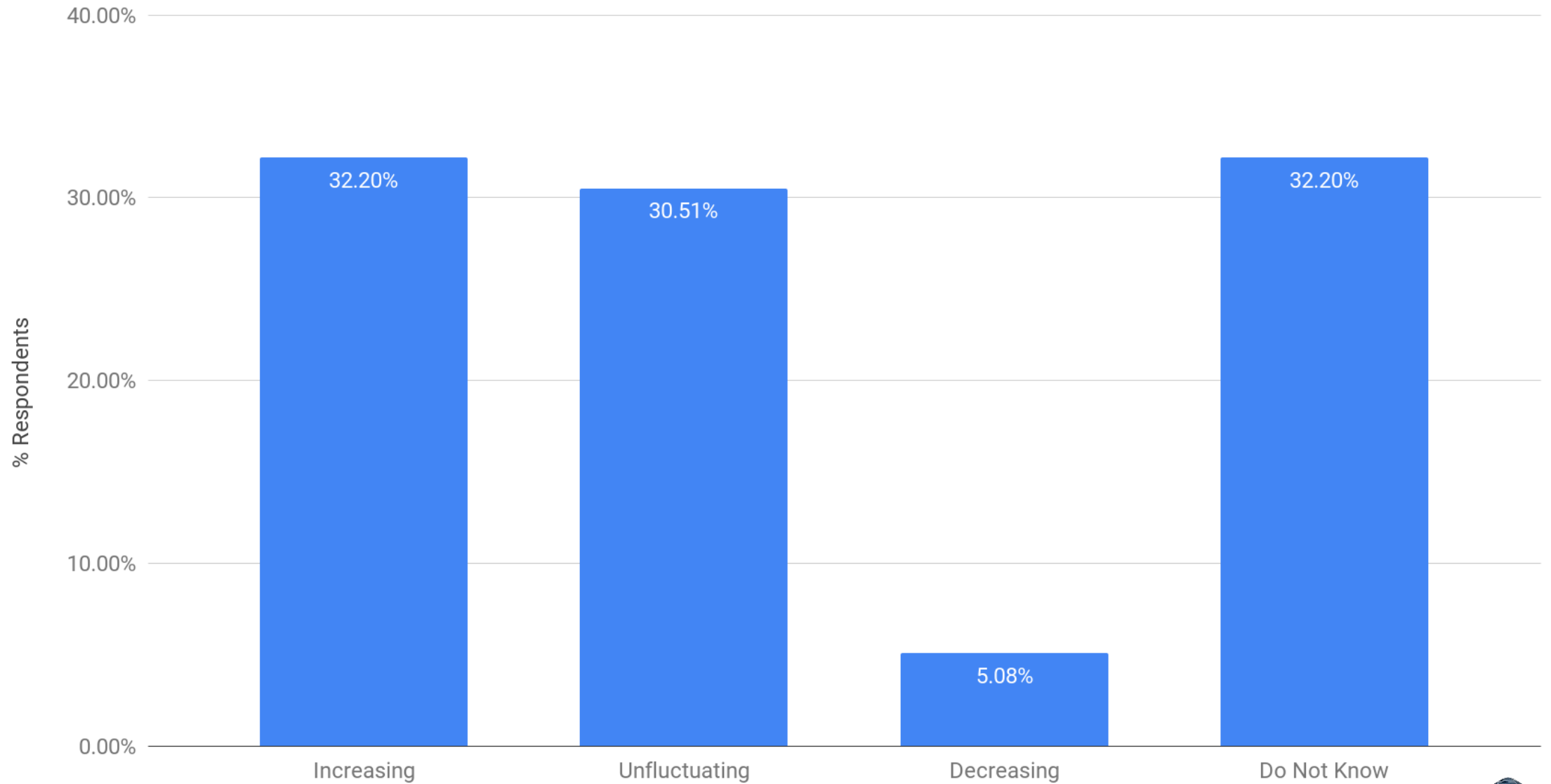


Background

Quarterly Business Confidence Survey
Fall 2023 Operational Metrics Results



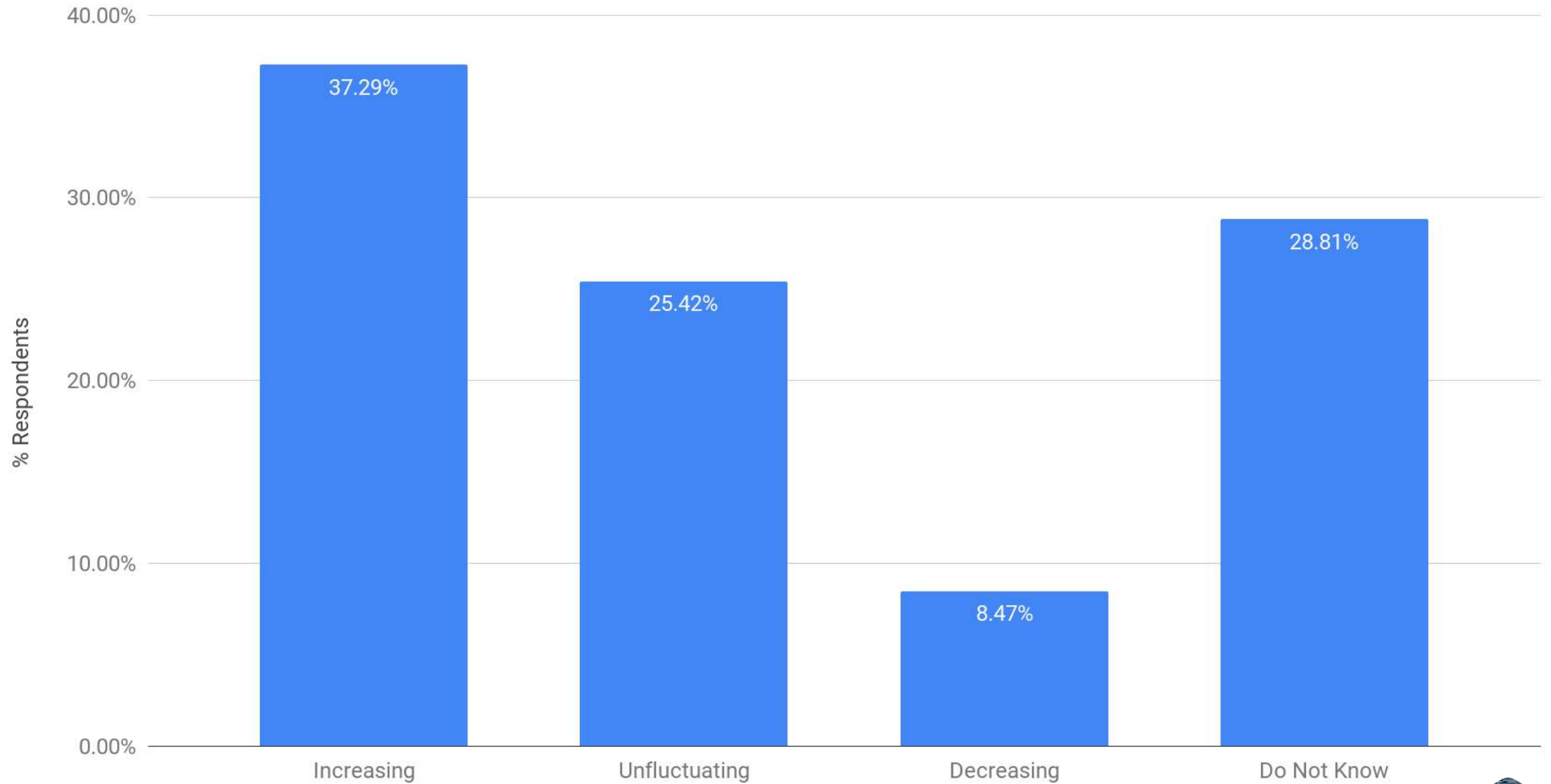
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Fall 2023 eDiscovery Business Confidence Survey (n=59)



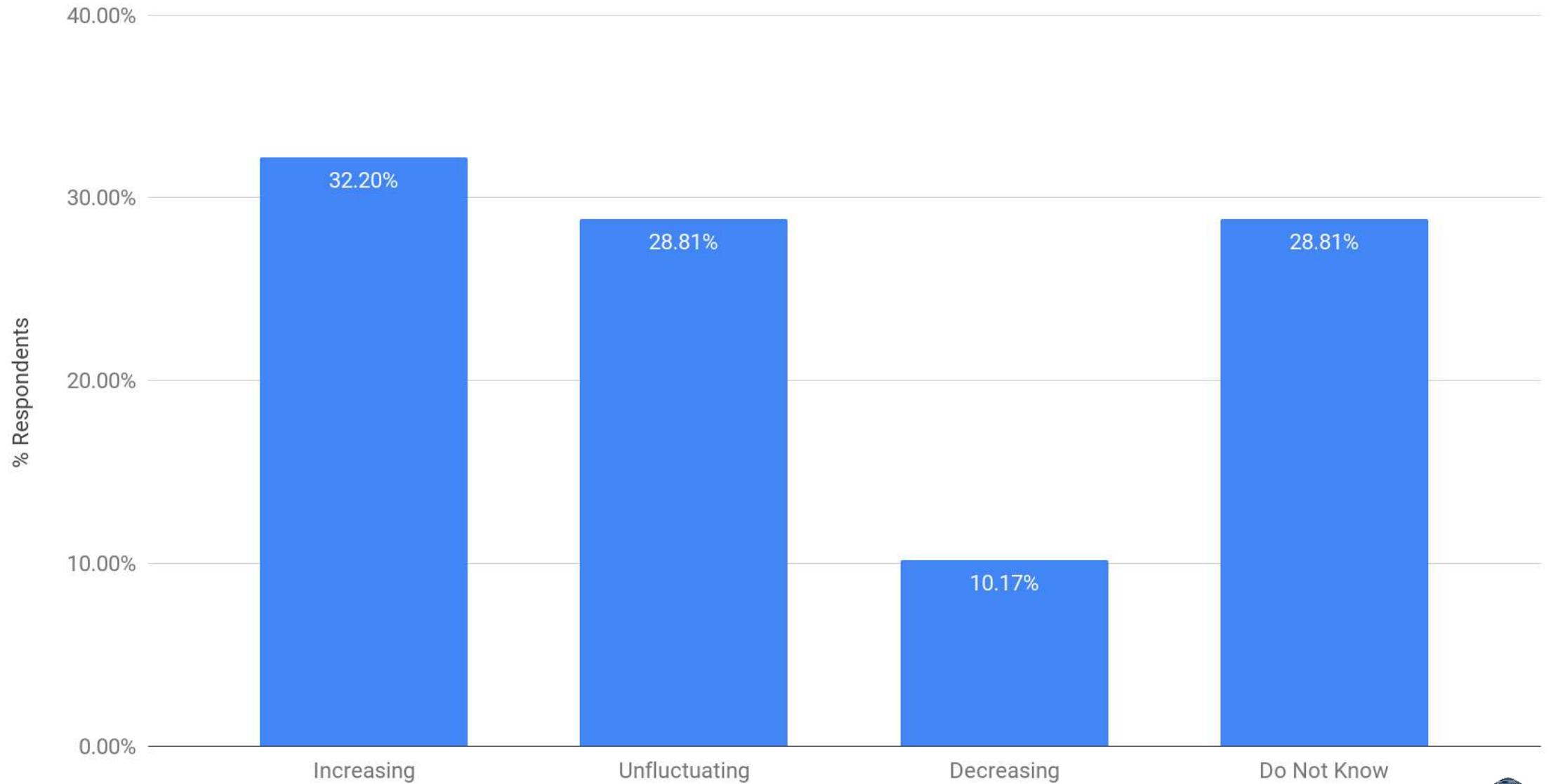
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Fall 2023 eDiscovery Business Confidence Survey (n=59)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Fall 2023 eDiscovery Business Confidence Survey (n=59)



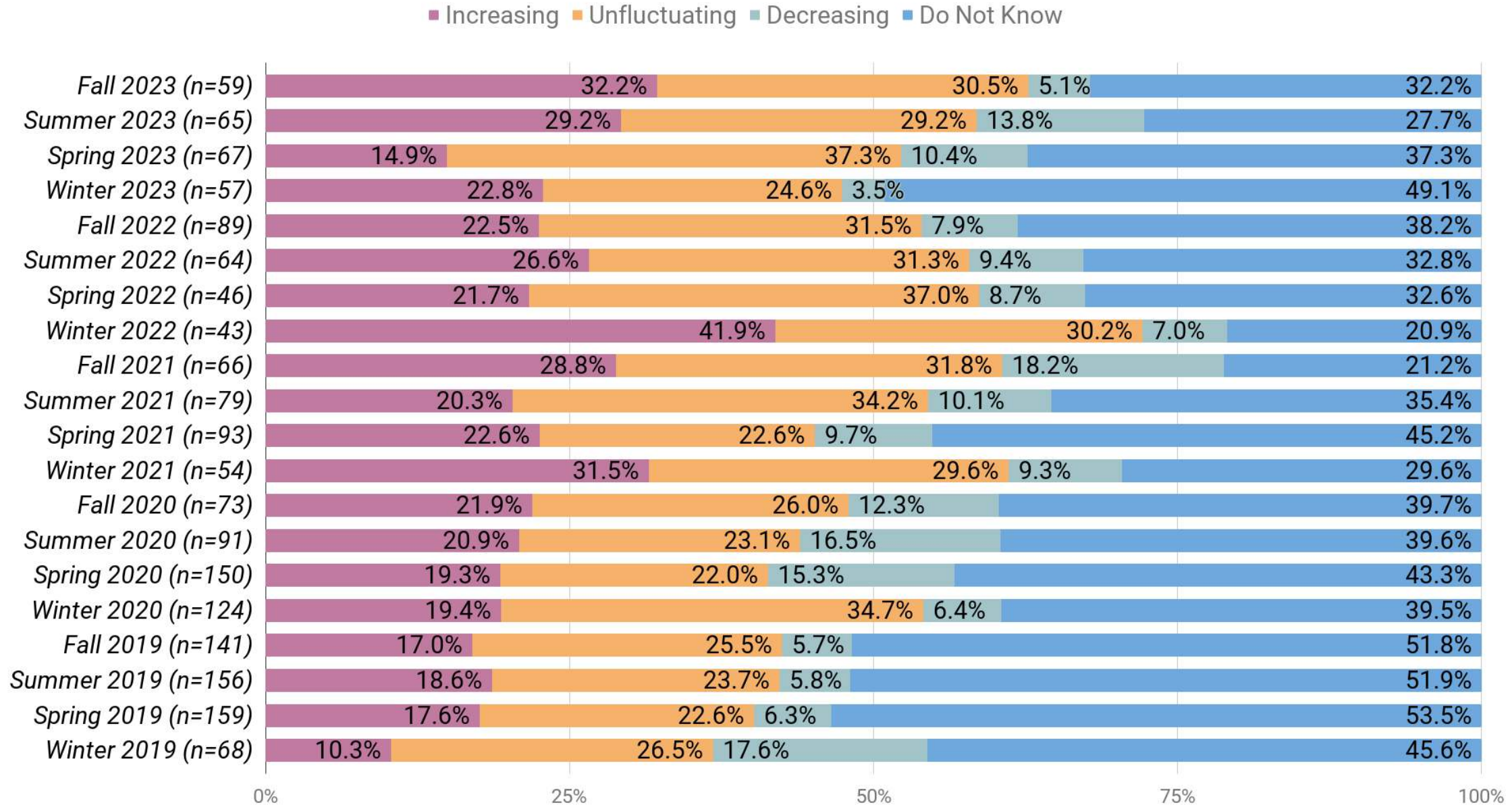


Aggregate Results

Quarterly Business Confidence Survey
Operational Metrics - 20 Surveys

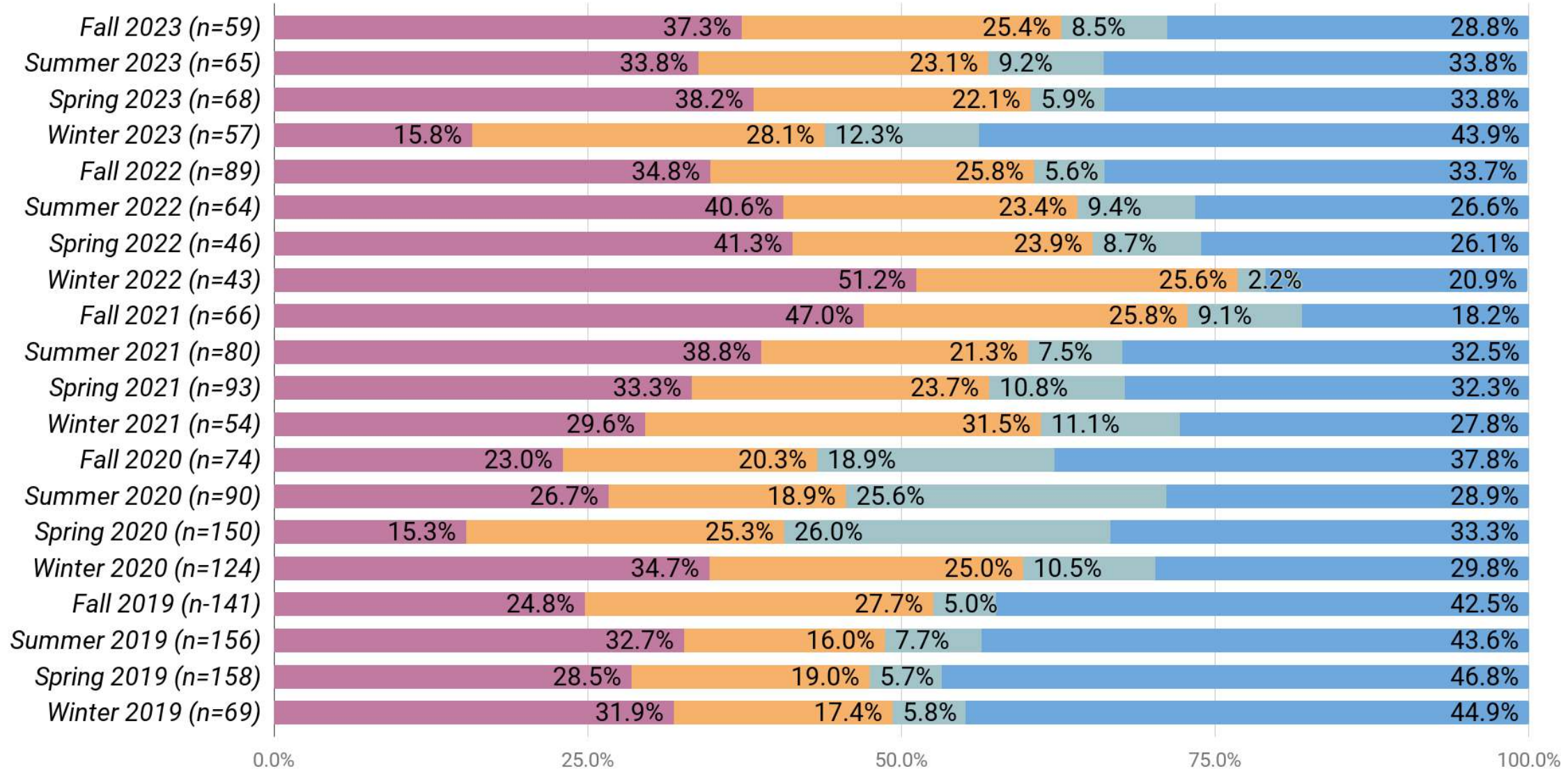


eDiscovery Business Metric Trajectory: Days Sales Outstanding



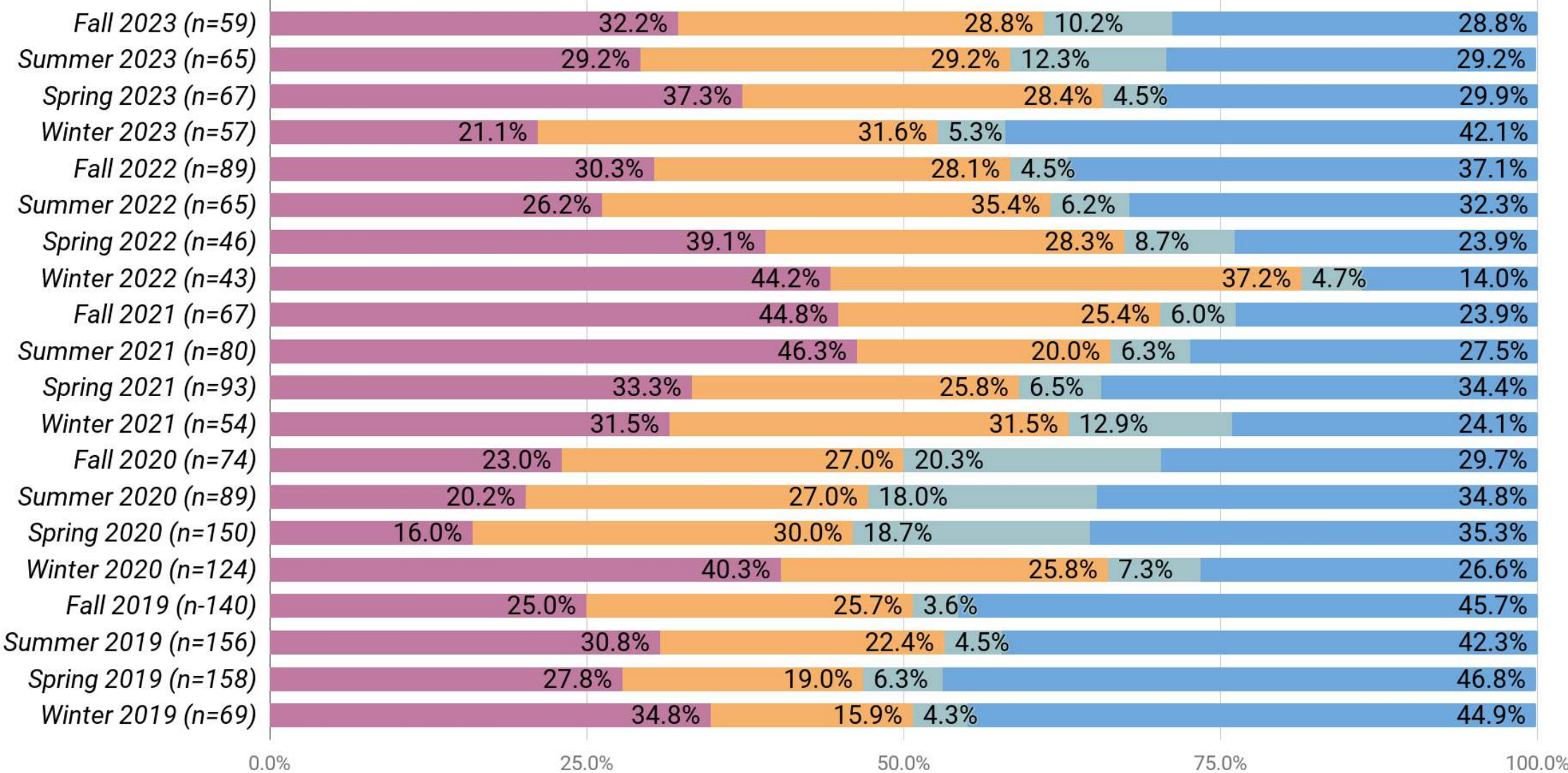
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base

■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics

Context

Hyperlinks

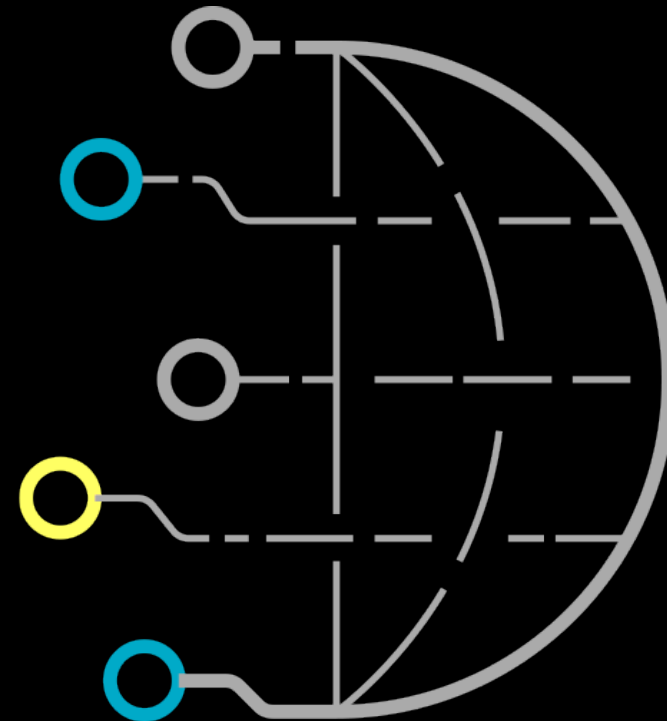
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[Investments](#)

[Business Confidence](#)

[Second Requests](#)





Complex
Discovery