

Market Kinetics

eDiscovery Business Confidence - Fall 2024



**Complex
Discovery**

Business Confidence

Background

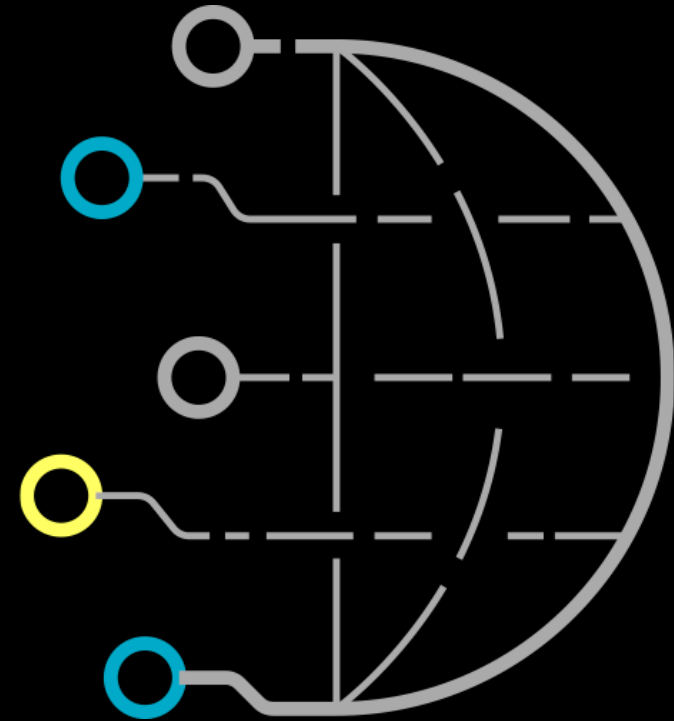
Business Climate

Performance Concerns

LLMs and GAI

Operational Metrics

Context



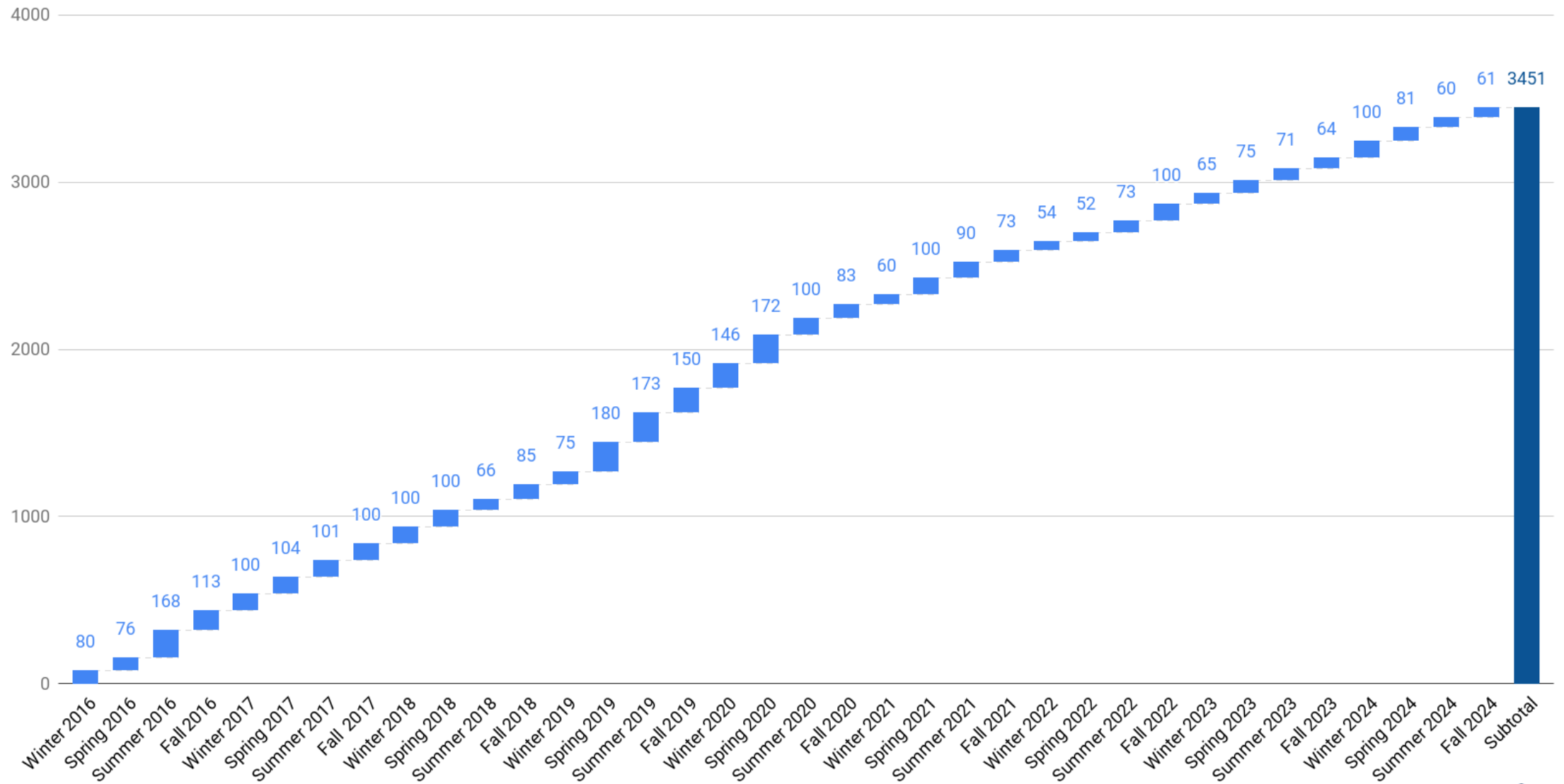


Background

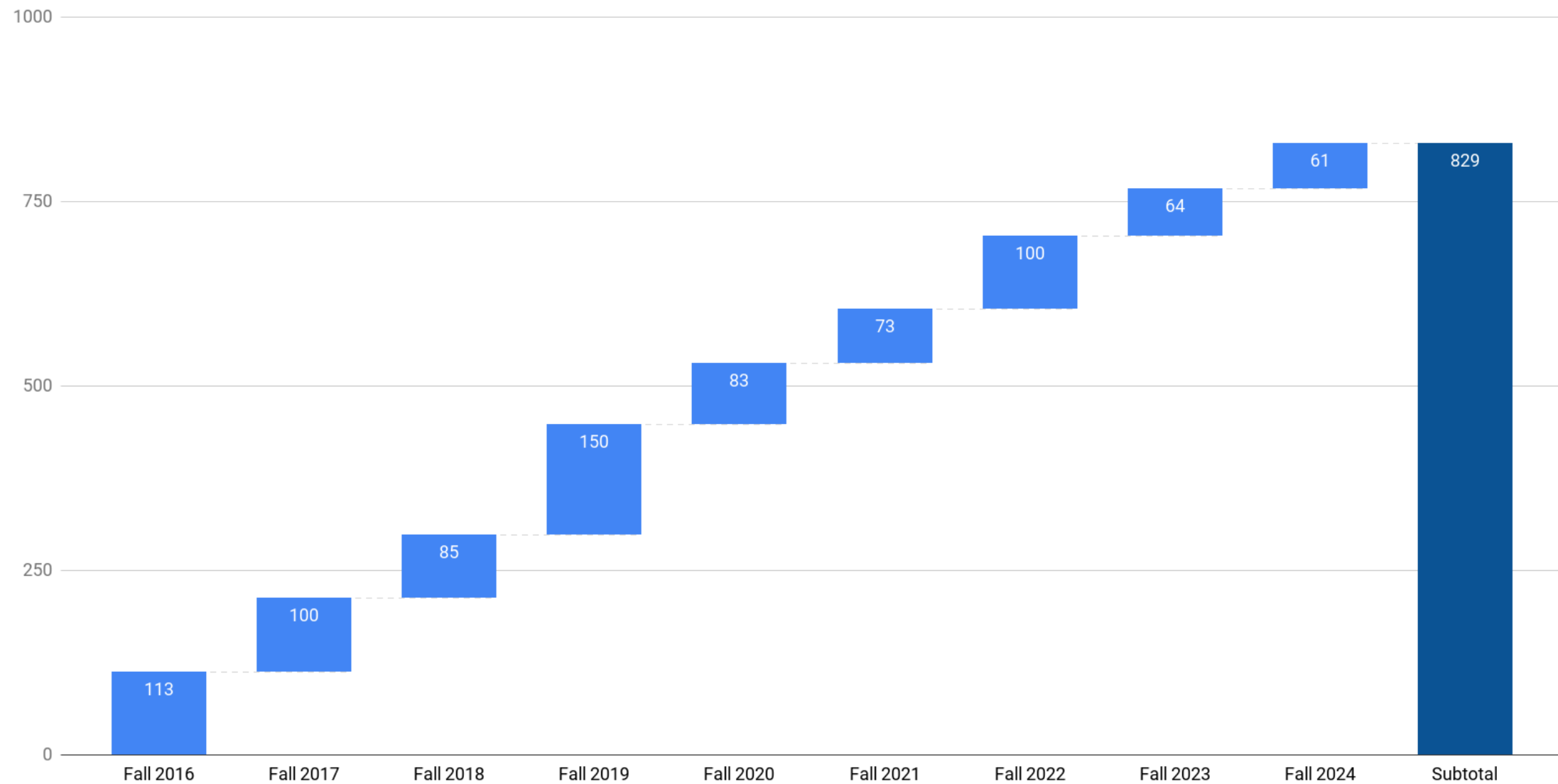
Quarterly Business Confidence Survey
Fall 2024



Survey Respondents (Individual and Aggregate Overview)



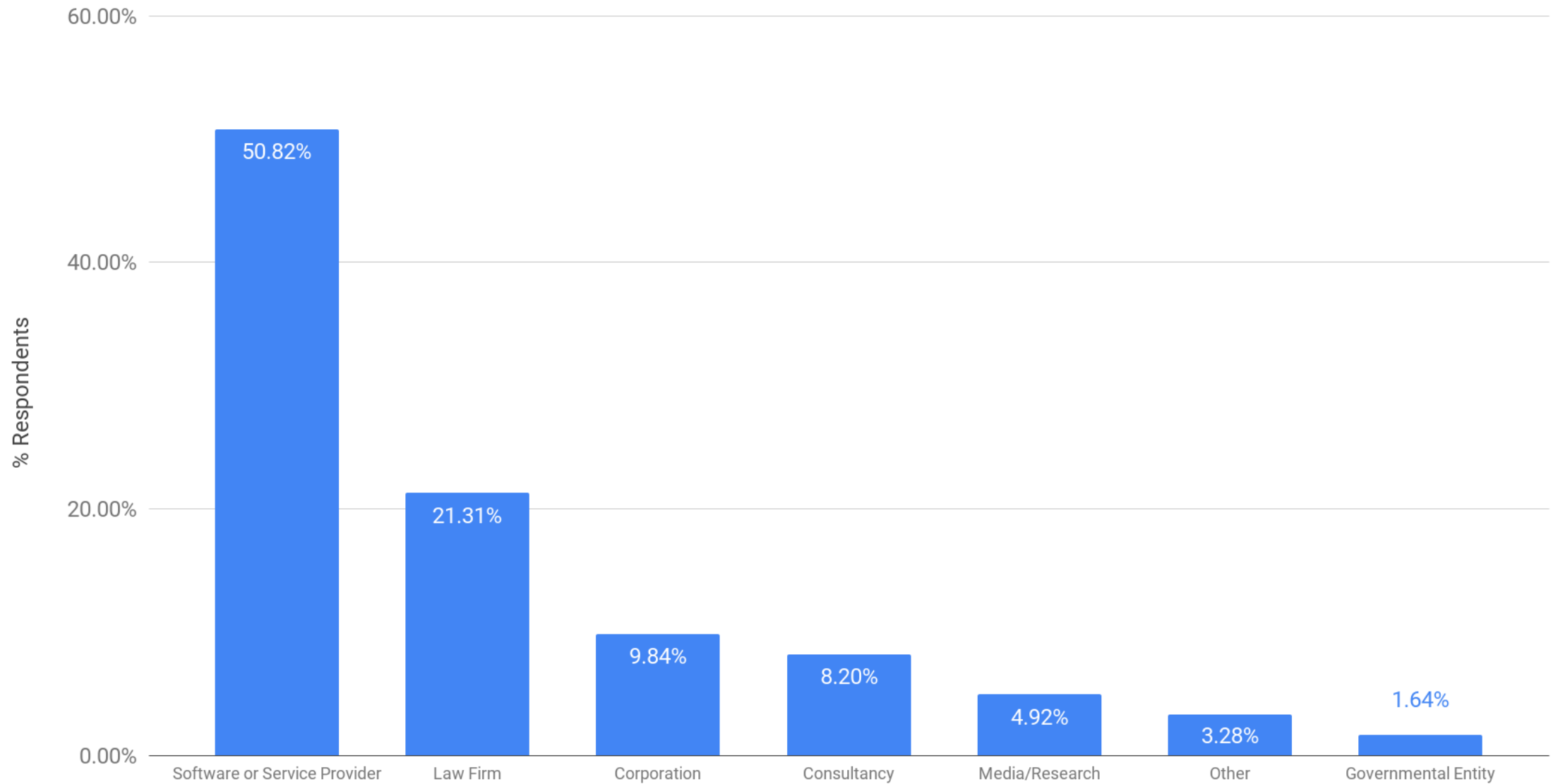
Survey Respondents (Individual and Aggregate Overview)



eDiscovery Business Confidence Survey

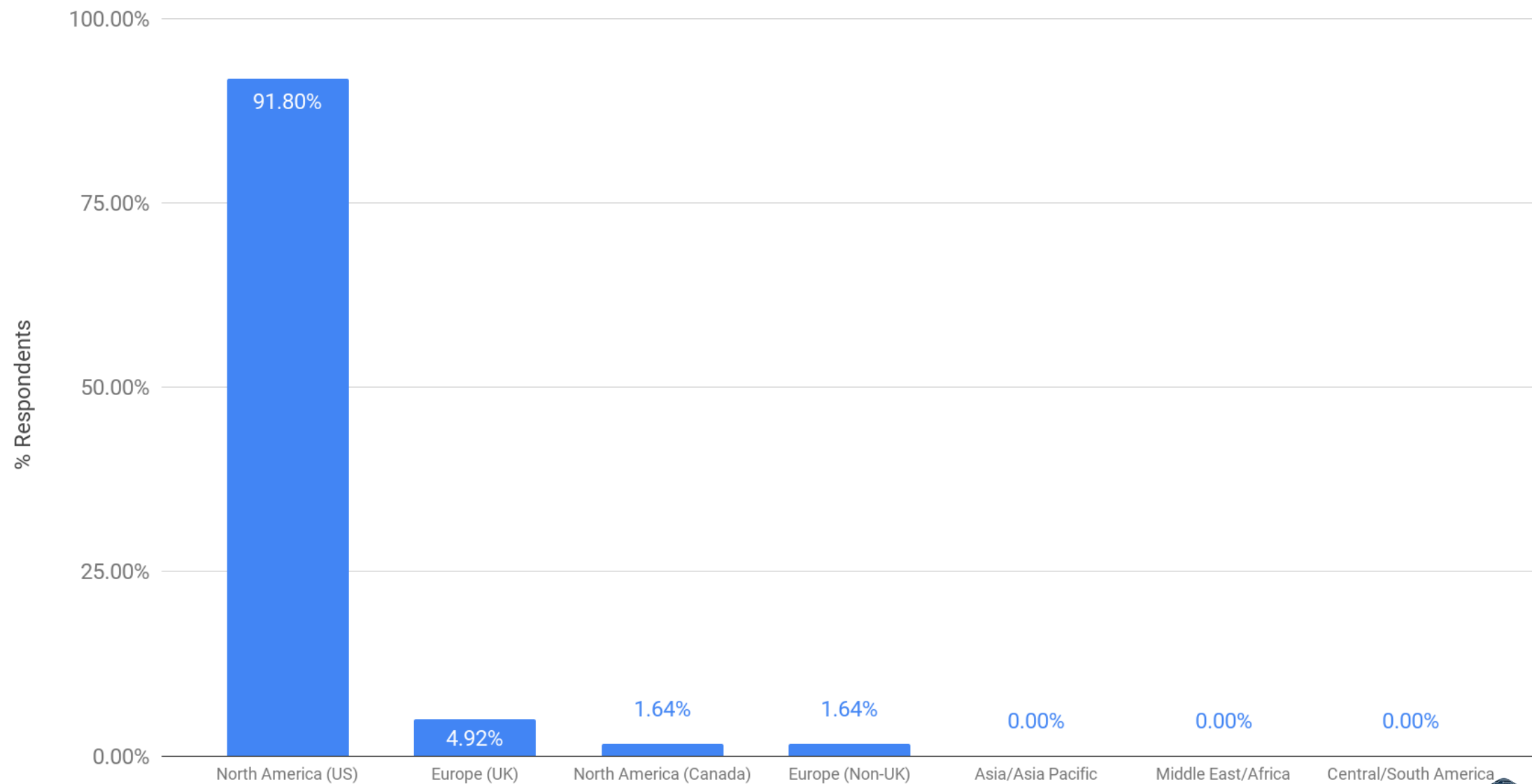


Survey Respondents by Organizational Segment



Fall 2024 eDiscovery Business Confidence Survey (n=61)

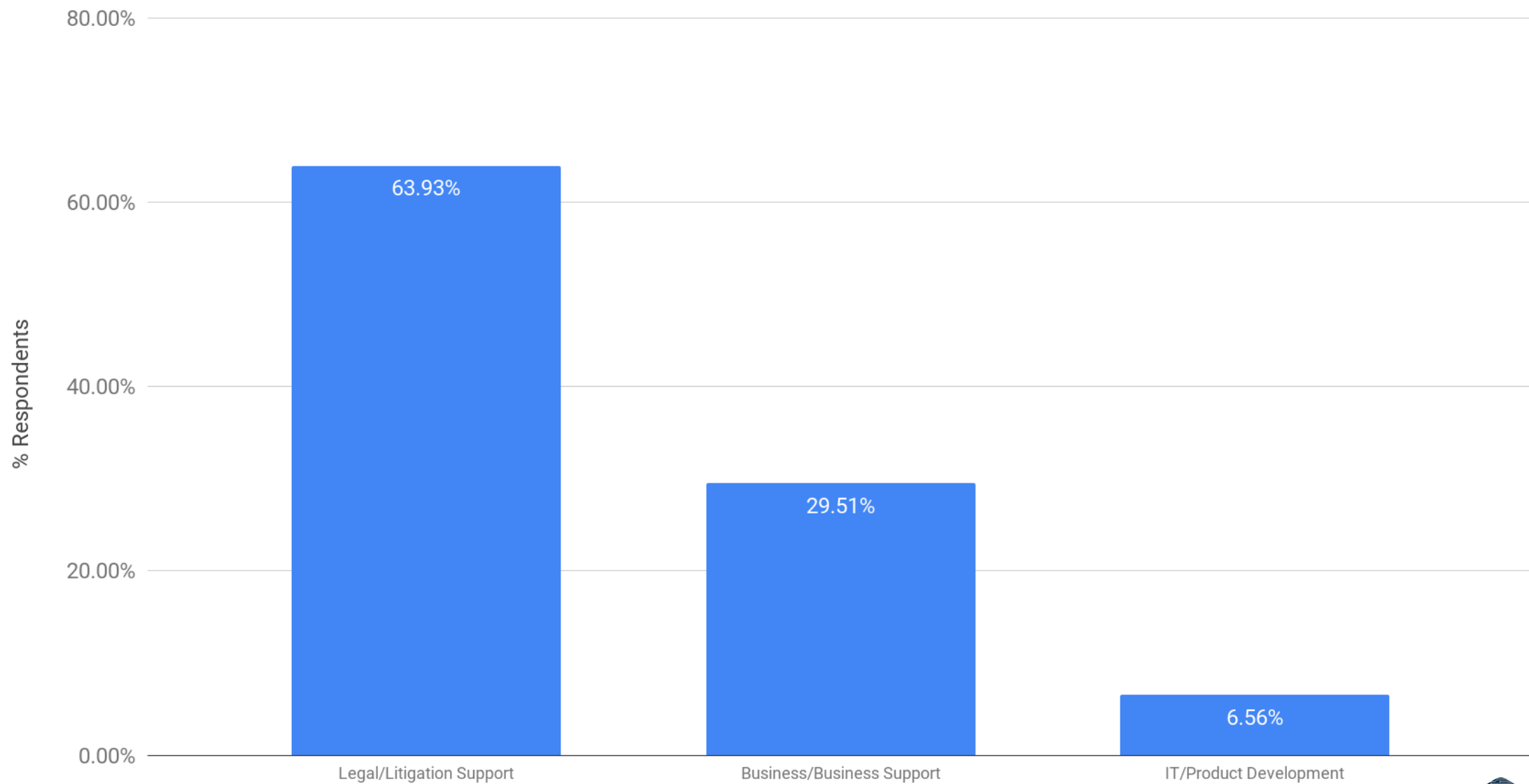
Survey Respondents by Geographic Region



Fall 2024 eDiscovery Business Confidence Survey (n=61)



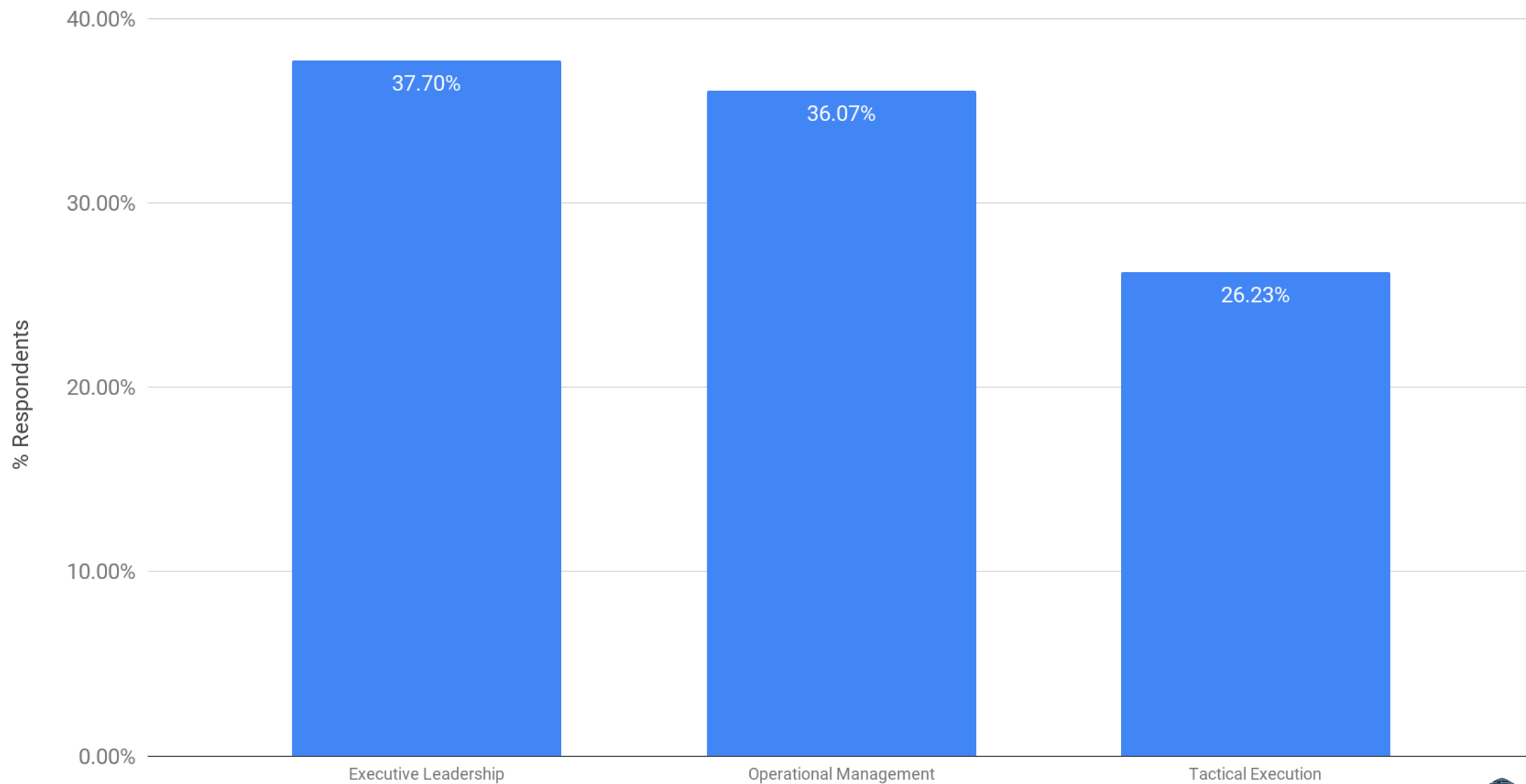
Survey Respondents by Primary Function



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Survey Respondents by Level of Support



Fall 2024 eDiscovery Business Confidence Survey (n=61)



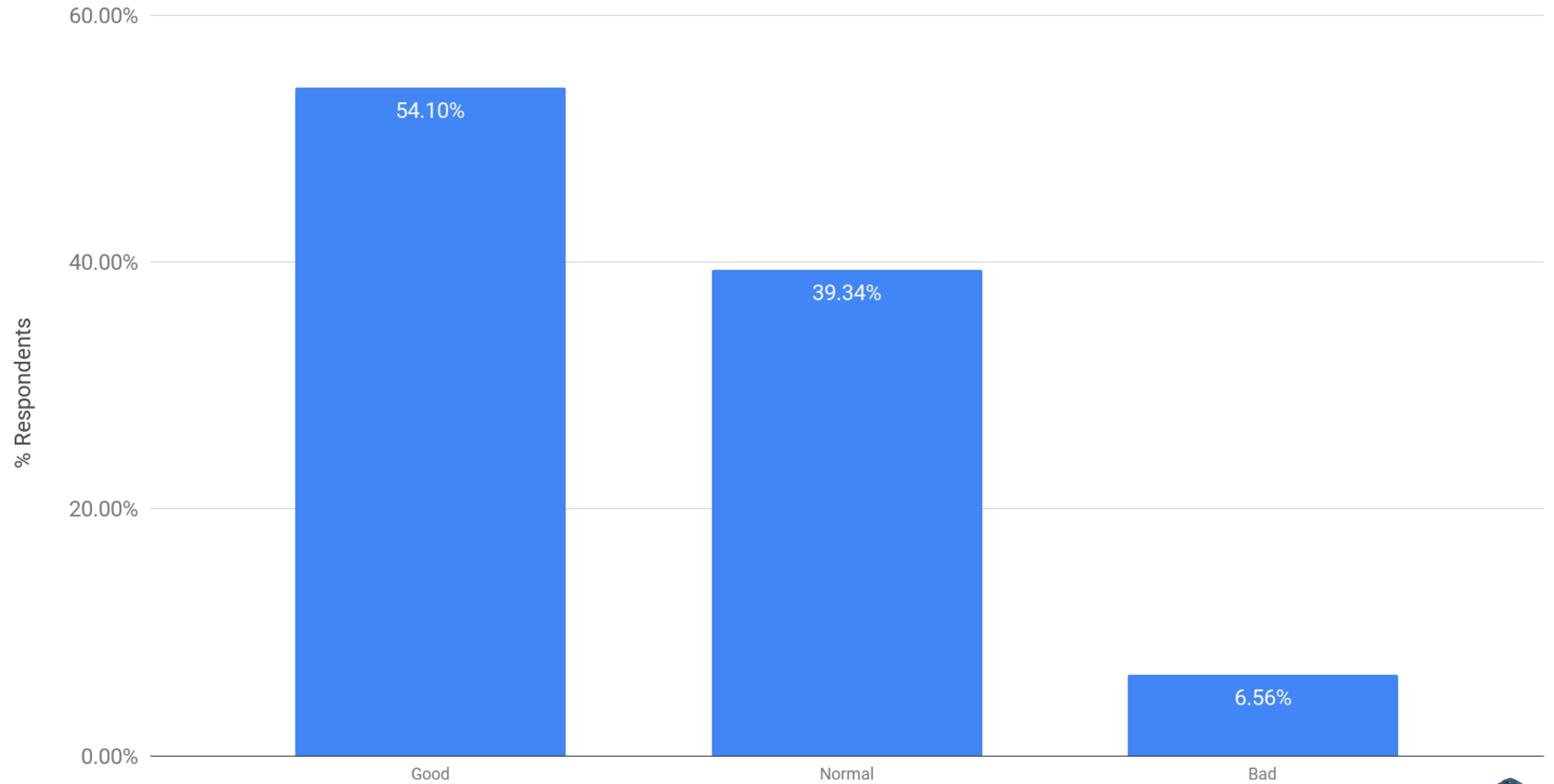


Results

Quarterly Business Confidence Survey
Fall 2024



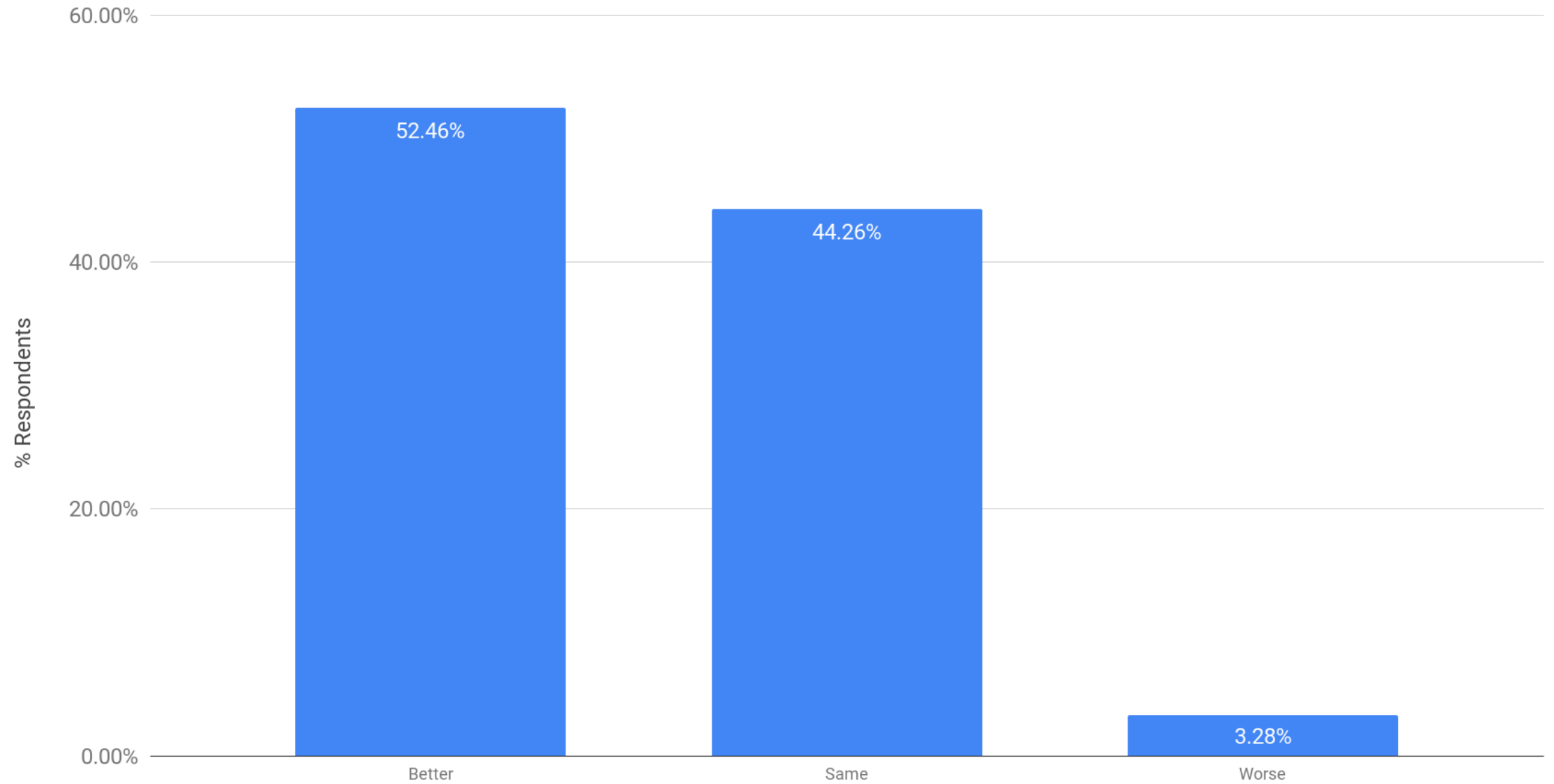
Current Business Climate Overview



Fall 2024 eDiscovery Business Confidence Survey (n=61)



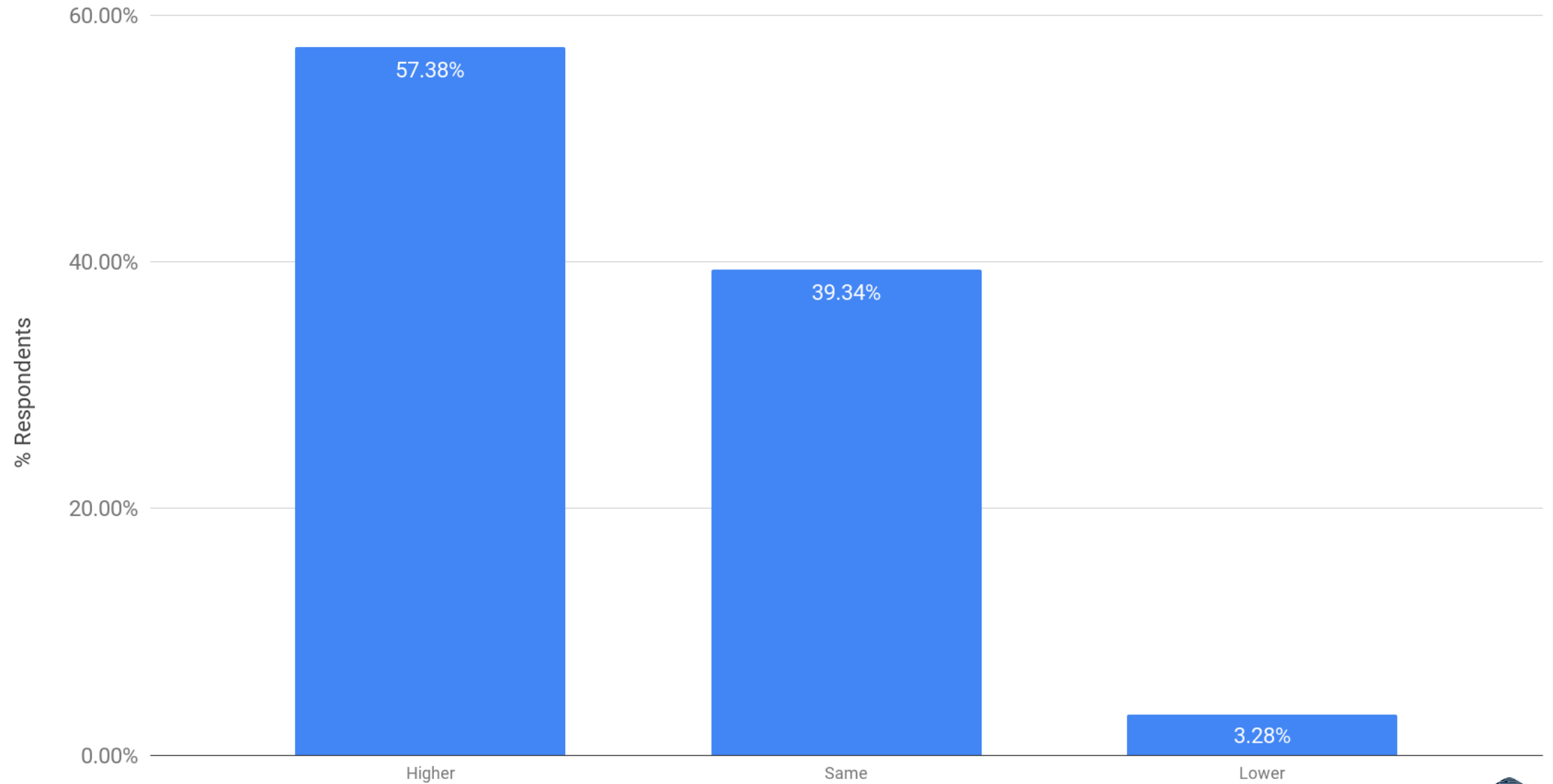
Business Climate Overview + Six Months



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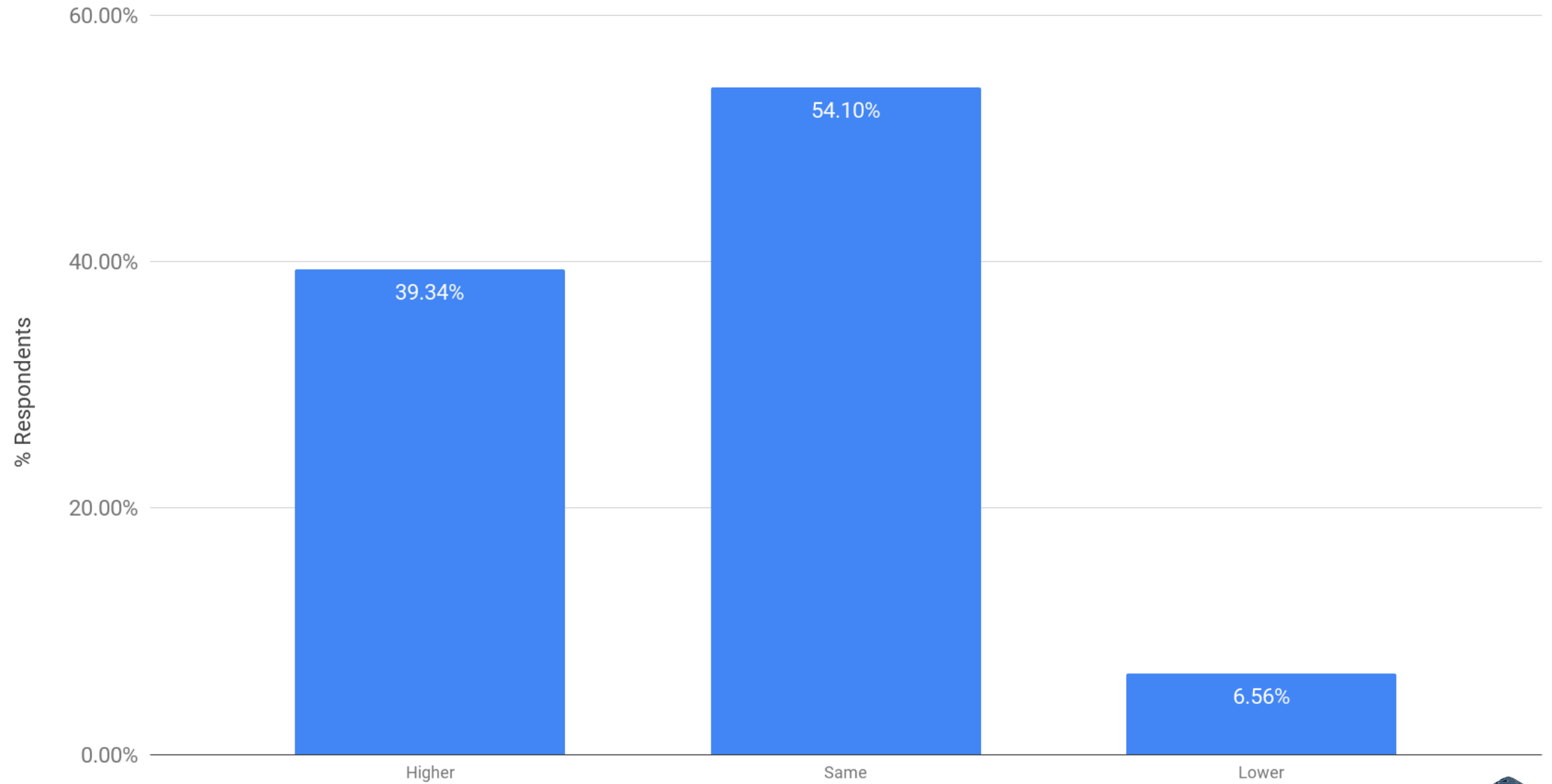
Revenue Overview + Six Months



Fall 2024 eDiscovery Business Confidence Survey (n=61)



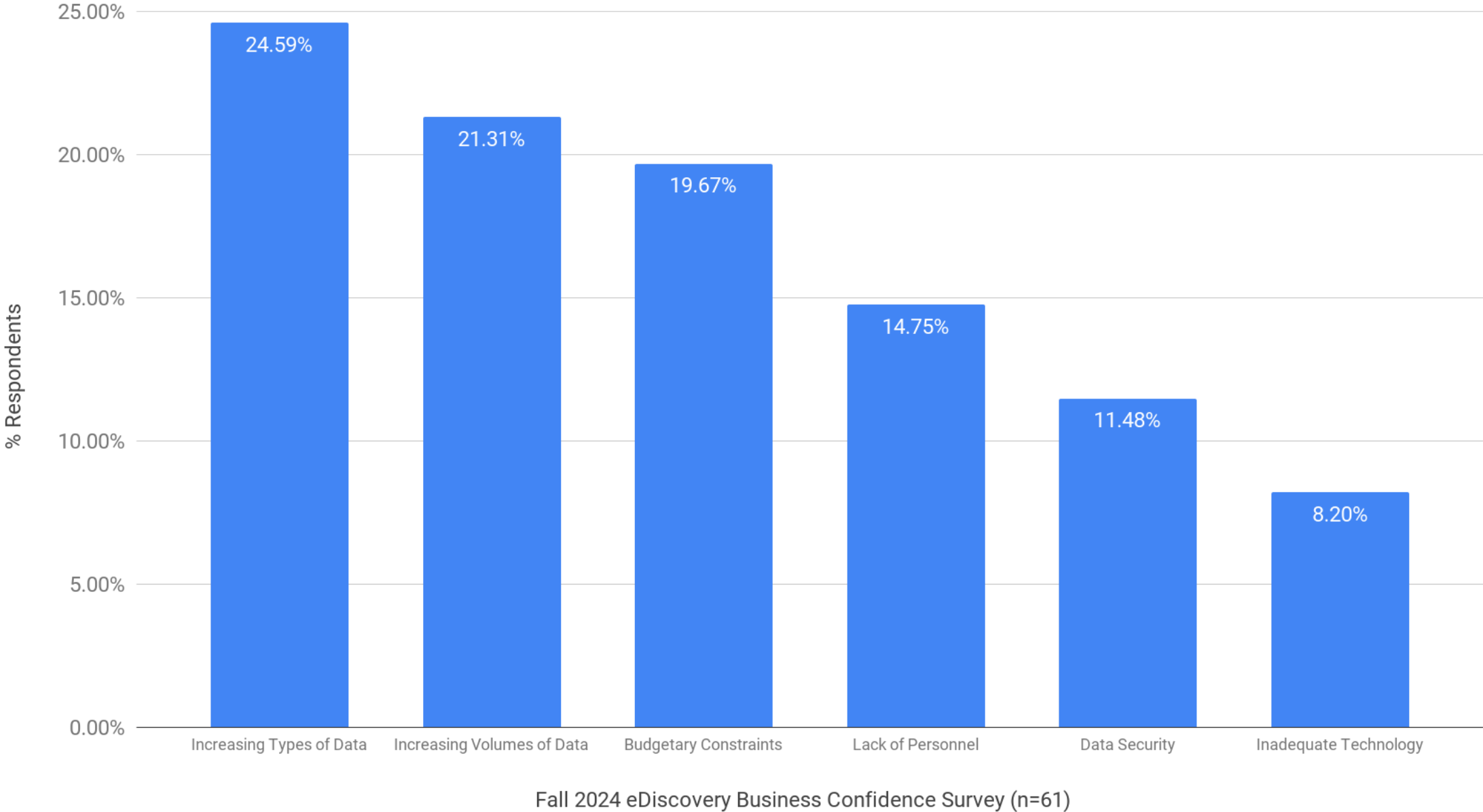
Profits Overview + Six Months



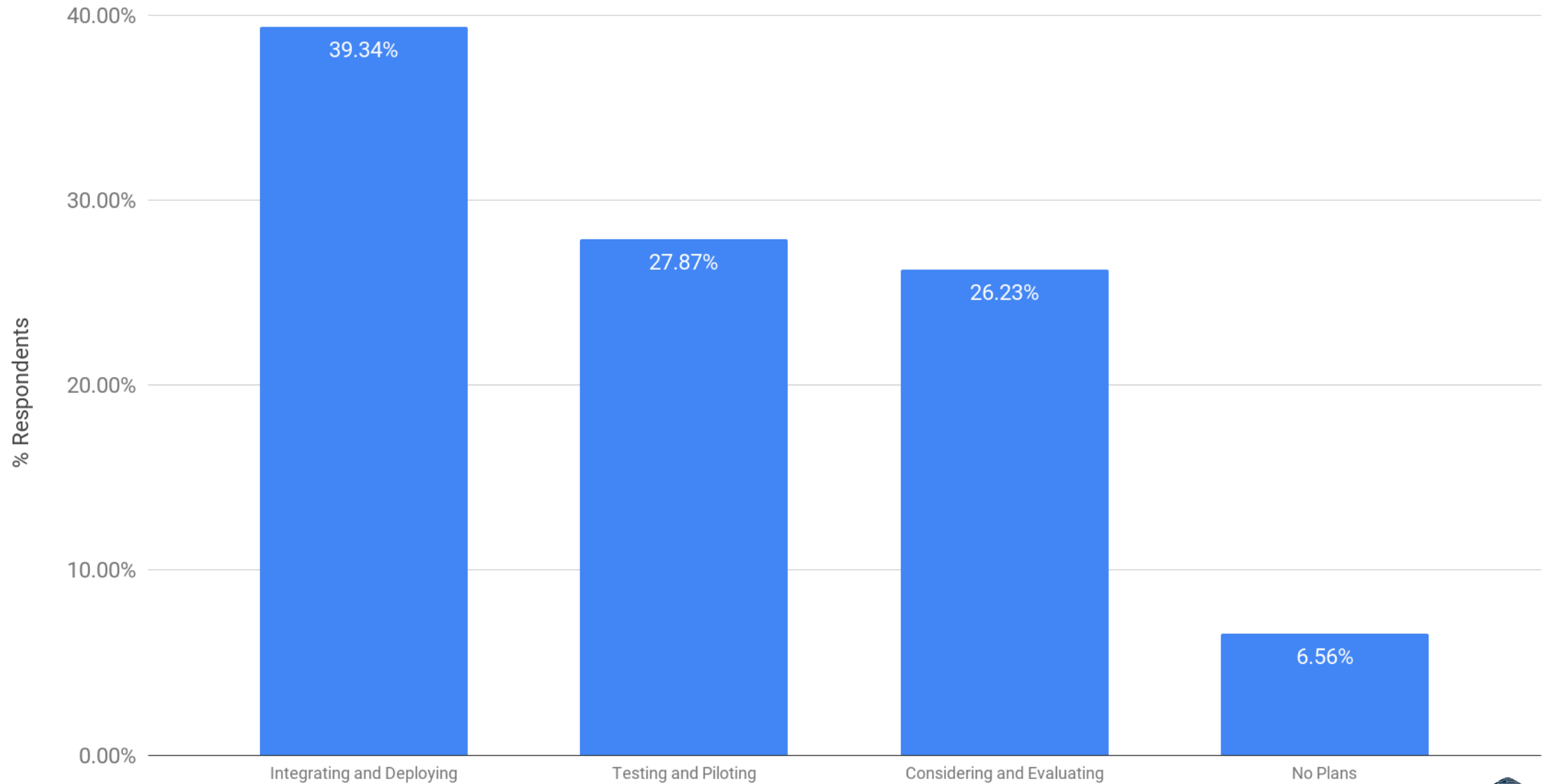
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Issues Impacting eDiscovery Business Performance



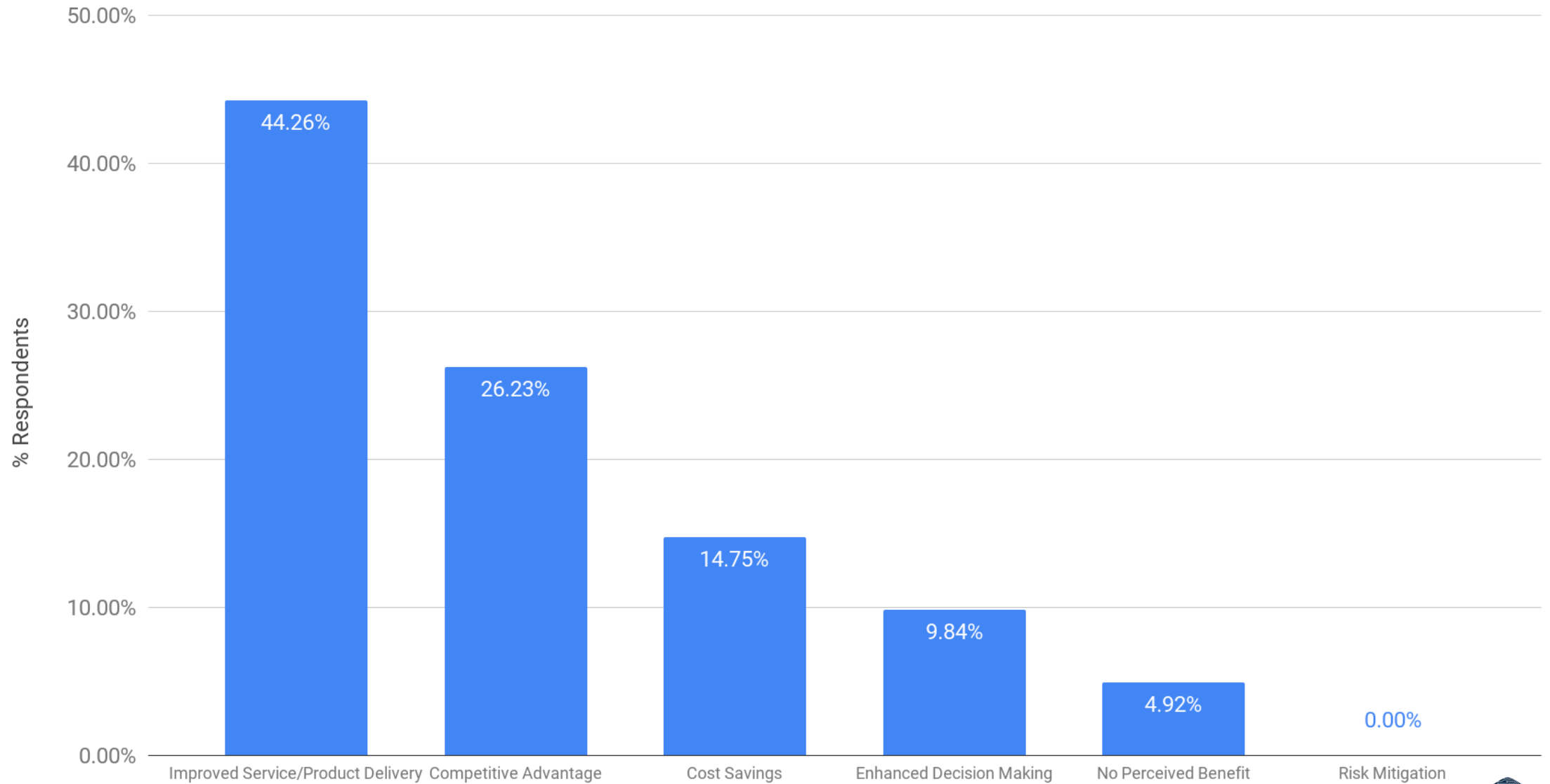
Use of LLMs and GAI in Organization's Operations or Offerings



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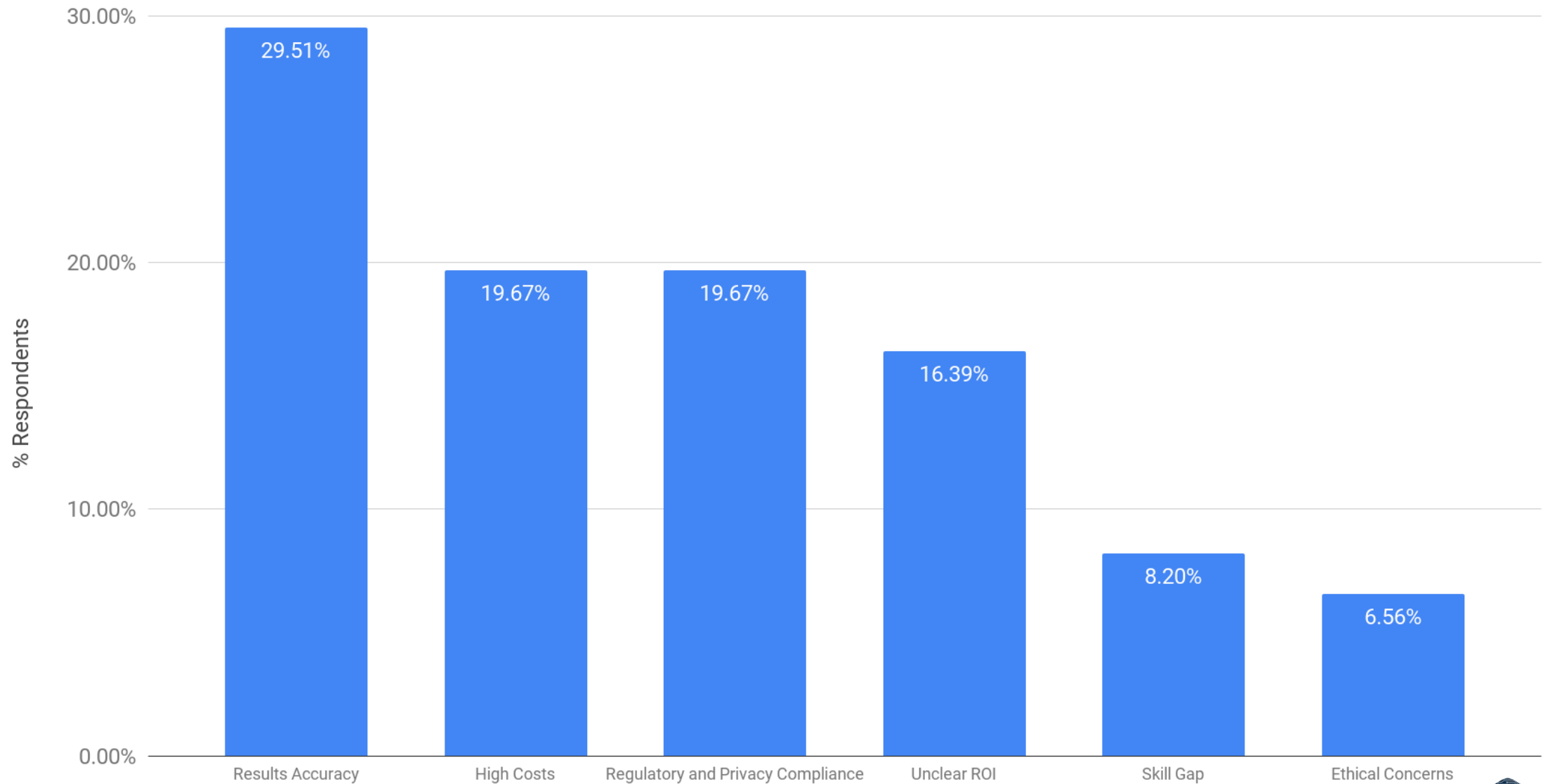
Primary Benefit of Integrating LLMs and GAI into Organization's Operations or Offerings



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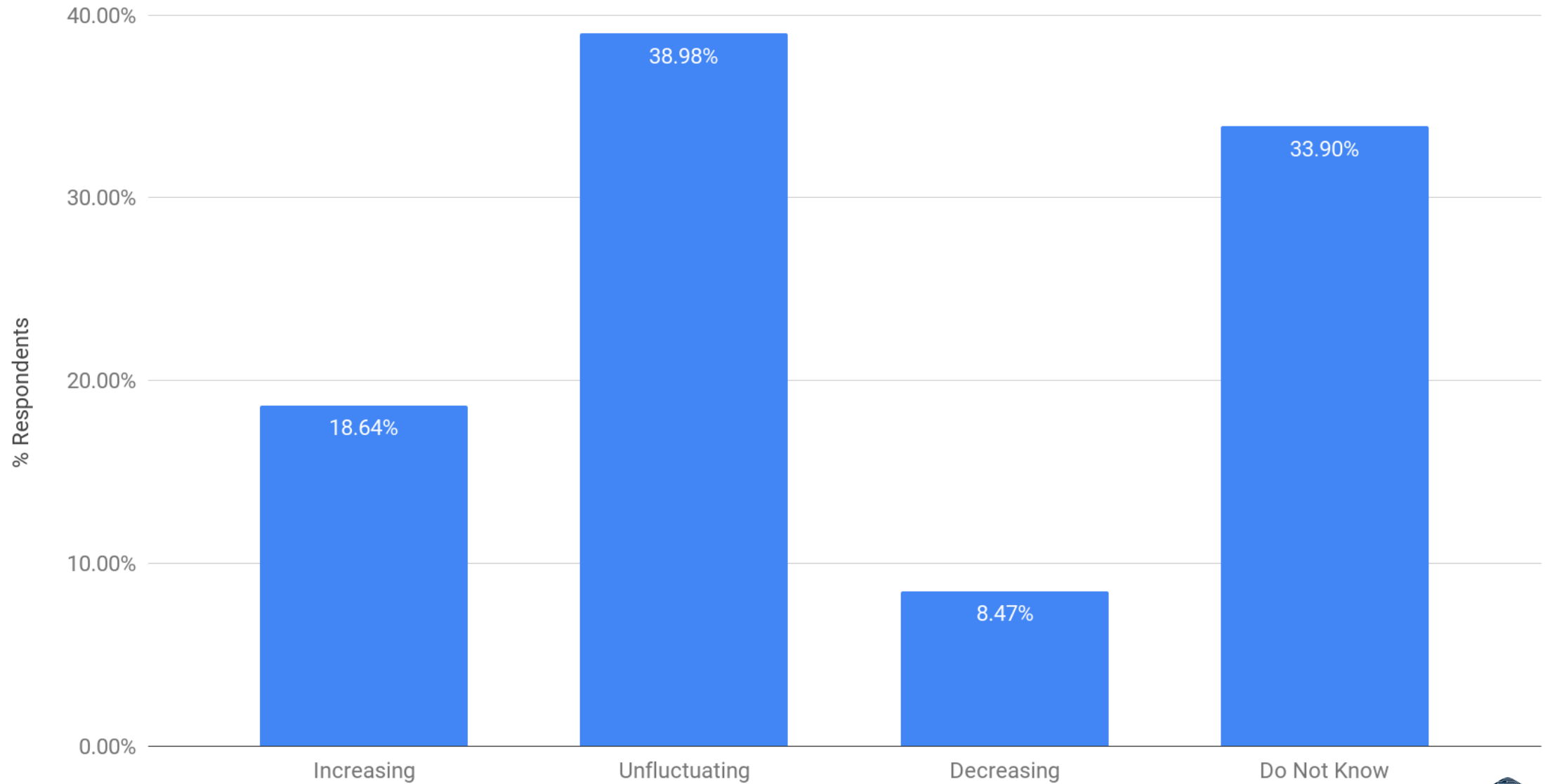
Primary Challenge of Integrating LLMs and GAI into Organization's Operations or Offerings



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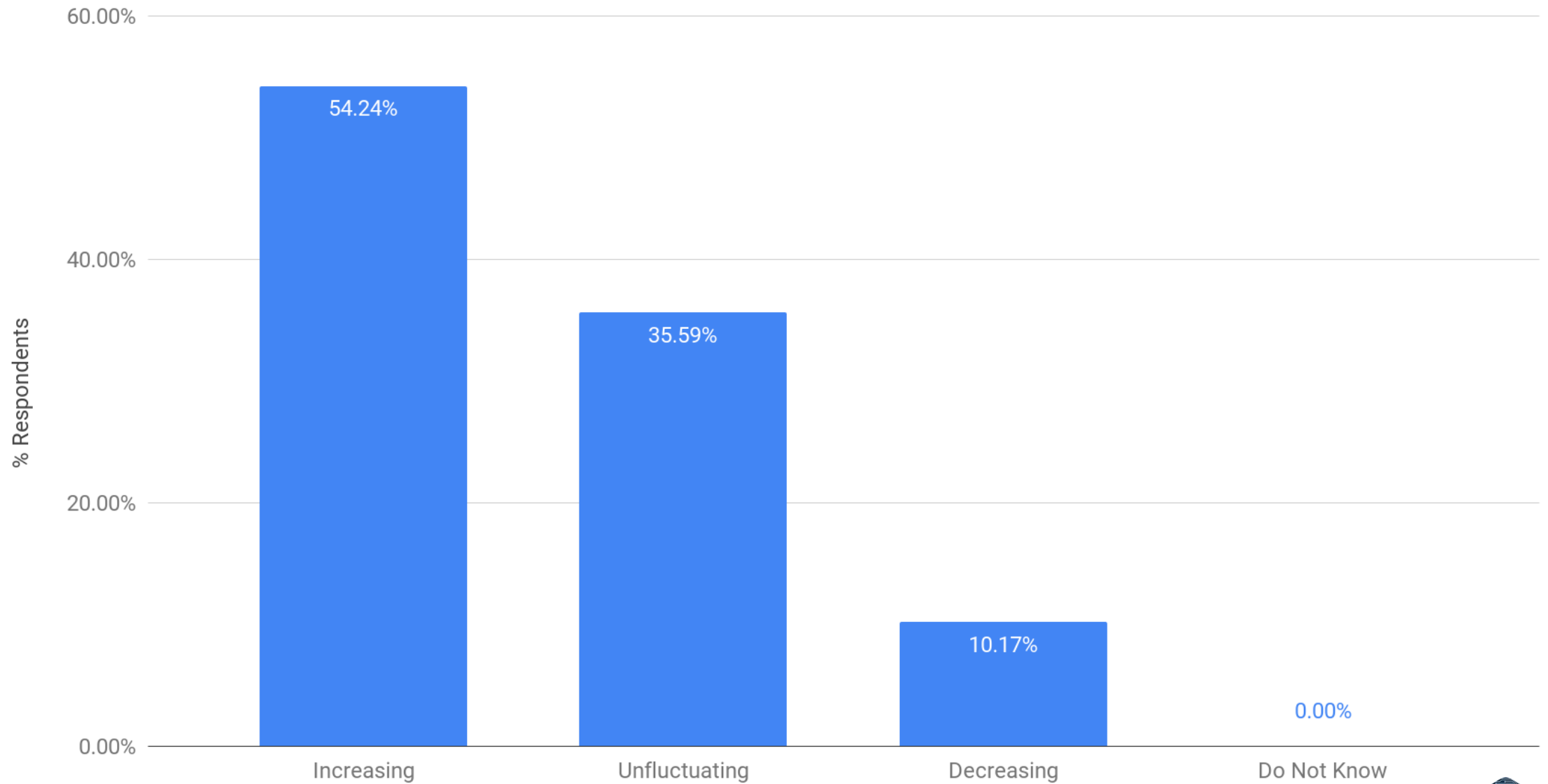
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Fall 2024 eDiscovery Business Confidence Survey (n=59)



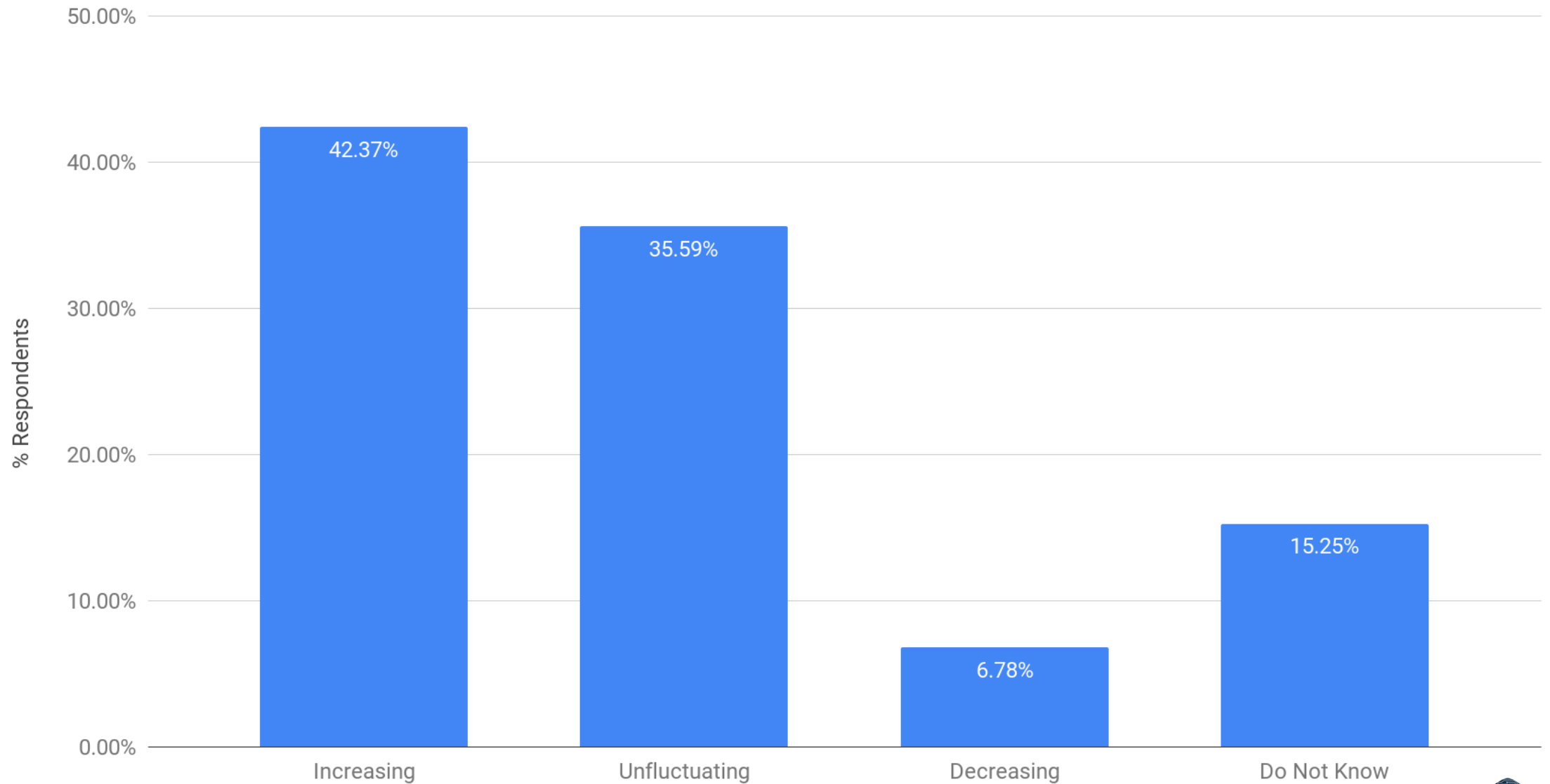
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Fall 2024 eDiscovery Business Confidence Survey (n=59)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Fall 2024 eDiscovery Business Confidence Survey (n=59)



Context

Hyperlinks

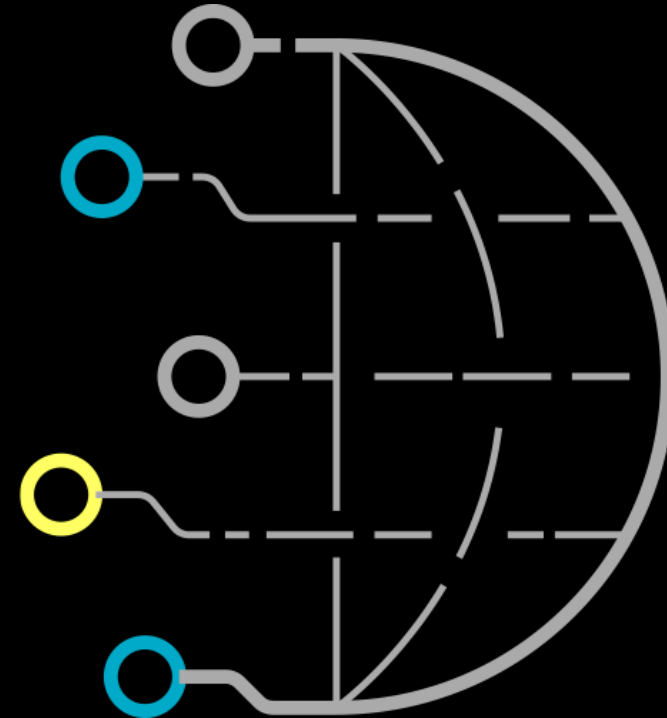
ComplexDiscovery

Market Size

Investments

Business Confidence

Antitrust





Complex Discovery



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