



# E-Discovery Management as a Competitive Advantage

The Business Case for Partnering with Epiq Systems to strengthen your  
business development and client growth efforts

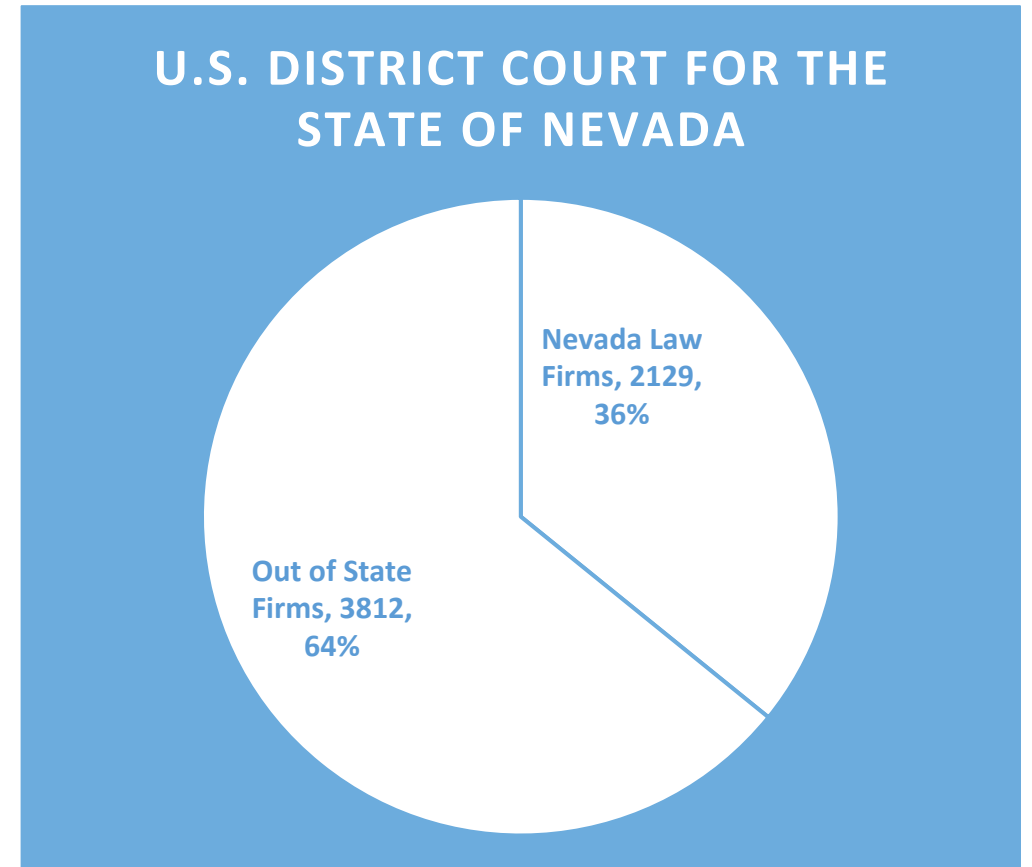
# What companies tell us that they aren't telling you

“High value legal work is being sourced outside of the state because Nevada companies believe you lack the sophistication and substantive expertise to manage complex discovery projects defensibly and cost-effectively.”

- Brett xxx Caesars Palace Director of Litigation Support and Discovery Management

# The Fact: Where law firms are falling short.

- Many firms don't meet client expectations around quality and defensibility.
- Firms lack sophistication when it comes to managing discovery efficiently.
- Companies would rather hire Epiq to be sure the discovery process is managed right than rely on outside counsel.



# The Details: Why your clients don't trust you

## Use of associates for document review

- Inexperience in differentiating hot documents – creates more secondary review.
- Not certified in technology and use of analytics – searches aren't defensible and results aren't optimized.

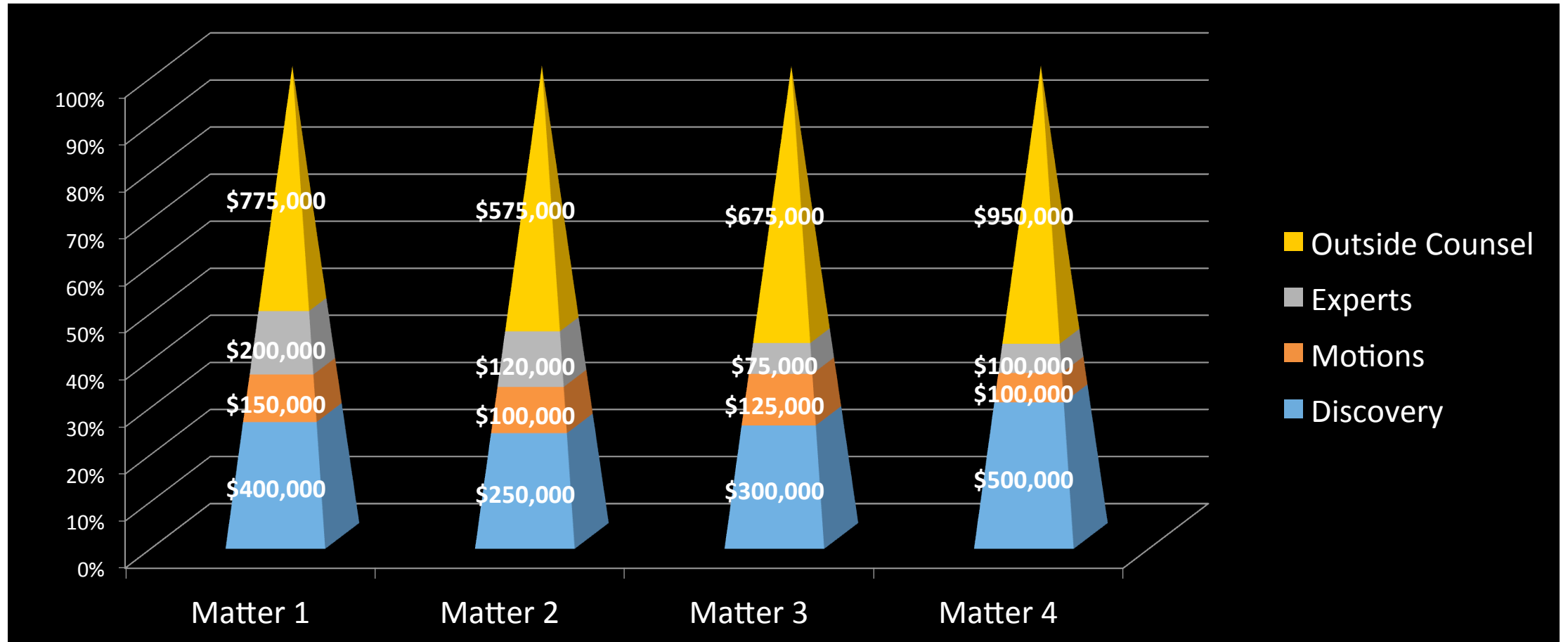
## Lack of security protocols increases risk of spoliation and sanctions

- Security on Tech – if you aren't a certified user of the tech and you don't leverage analytics, your search is likely indefensible.
- Security on Paper – Mom & Pop copy and scan companies are not always compliant. Going cheap exposes you and your client to sanctions.

## Inefficient case management

- Requests for production in paper.
- Failure to use analytics to reduce data sets.
- Failure to monitor data and users to save costs.

# Sample Revenue Streams You are Missing out on



# The Business Opportunity

## Create a competitive advantage through E-Discovery Management

- Address major pain point of every in-house organization.
- Create a pricing advantage over Big Law providers who can't manage discovery as cost-effectively as you can.
- Leverage metrics and reporting capabilities to tangibly demonstrate cost-savings to clients.

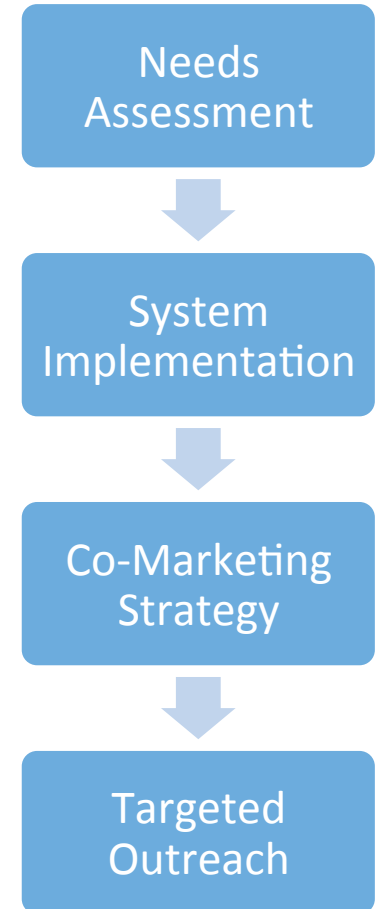
“The companies we talk to want outside counsel to help them better manage costs and reduce overall spend on repeatable legal tasks. If law firms don't find ways to collaborate with legal services providers to create this type of value for clients, chances are the legal services companies will do it on their own.”

- Debra Baker, Founder of Law Leaders Lab and author of “Redefining ROI: Five Legal Models that Will Change the Practice of Law.”

# Partnering with Epiq: More than Discovery Management

We want to collaborate with you to drive revenue and stand-out in an increasingly competitive legal market.

- Increase ability to win higher value and more sophisticated legal work.
- Revenue stream from management and oversight of e-discovery process.
- Reduce risk of sanctions due to spoliation, improper searches, and privacy breaches.

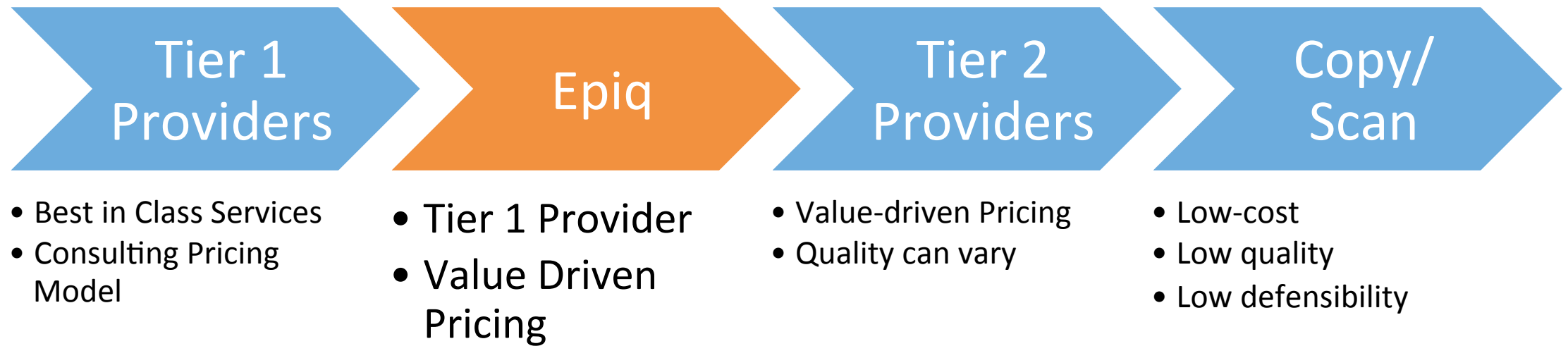


# Our Sweet Spots

- Tier 1 provider of integrated people, process and technology
  - Certified review teams with deep experience in doc review and technology.
  - Secured systems to address regulatory compliance, privacy and exposure to cyber attacks
  - Defensibility binder that documents all systems and searches
- Analytics and reporting to show progress and return on investment
- Opportunity to expand ancillary service offerings to differentiate further
  - Class Action
  - Cyber Security
  - Data Breaches



# Epiq's unique position in a crowded market



**Contact me today to learn more.  
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