



Featured Speakers

Martha Mazzone
*Vice President and
Associate Counsel*
**Fidelity
Investments**

Patrick Oot
*Senior Counsel and
Director of E-
Discovery*
Verizon

Warren Solow
Vice President
Viacom

Deena Coffman
*Former E-Discovery
Director*
Johnson & Johnson

Alison Brecher
Litigation Manager
Marsh McLellan

MODERATOR:
David Cowen
Managing Partner
The Cowen Group



MEASURING IN-HOUSE E-DISCOVERY LEGAL SPEND

There are a growing number of Corporate E-Discovery Managers and attorneys that are beginning to address and discuss their “E-Discovery Legal Spend” – how to track it, analyze it and report on it.

The Cowen Group’s In-House E-Discovery Legal Spend Survey was designed to describe the current capabilities of Corporate E-Discovery Managers to track, analyze and report on this critical spend.

40 Corporate E-Discovery Managers and 100 Law Department decision markets from coast-to-coast are being surveyed.

Our effort was launched April 21st with a Breakfast Roundtable in New York City, featuring 22 Corporate E-Discovery Managers.



MEASURING IN-HOUSE E-DISCOVERY LEGAL SPEND

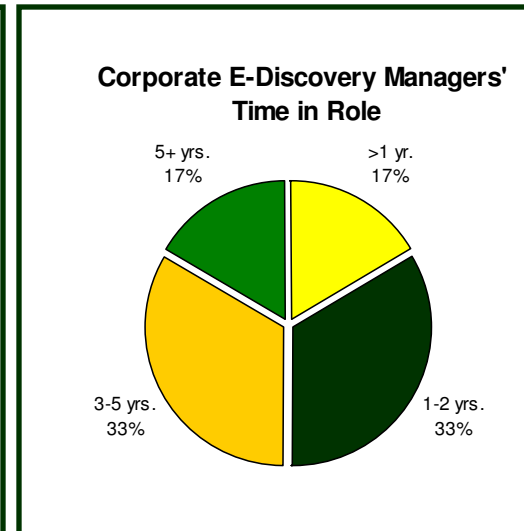
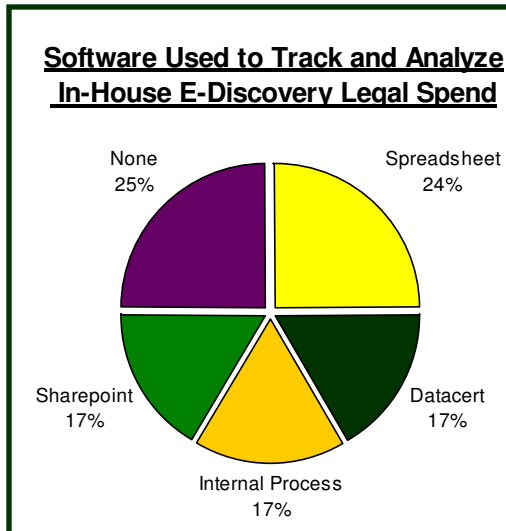
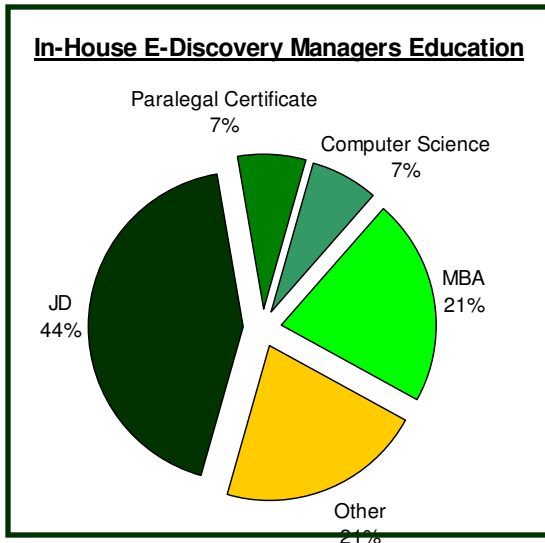
Our initial survey indicates the following:

- 94% of Corporate E-Discovery Managers are formally charged with reducing E-Discovery costs.
- 92% reported that corporations do not know how their E-Discovery legal spend is allocated.
- 66% do not have any tools, dashboards or formal methodologies for tracking cost-categories such as: collection, processing, hosting or review.
- 75% report to the Office of General Counsel.

Snapshot of In-House E-Discovery Managers

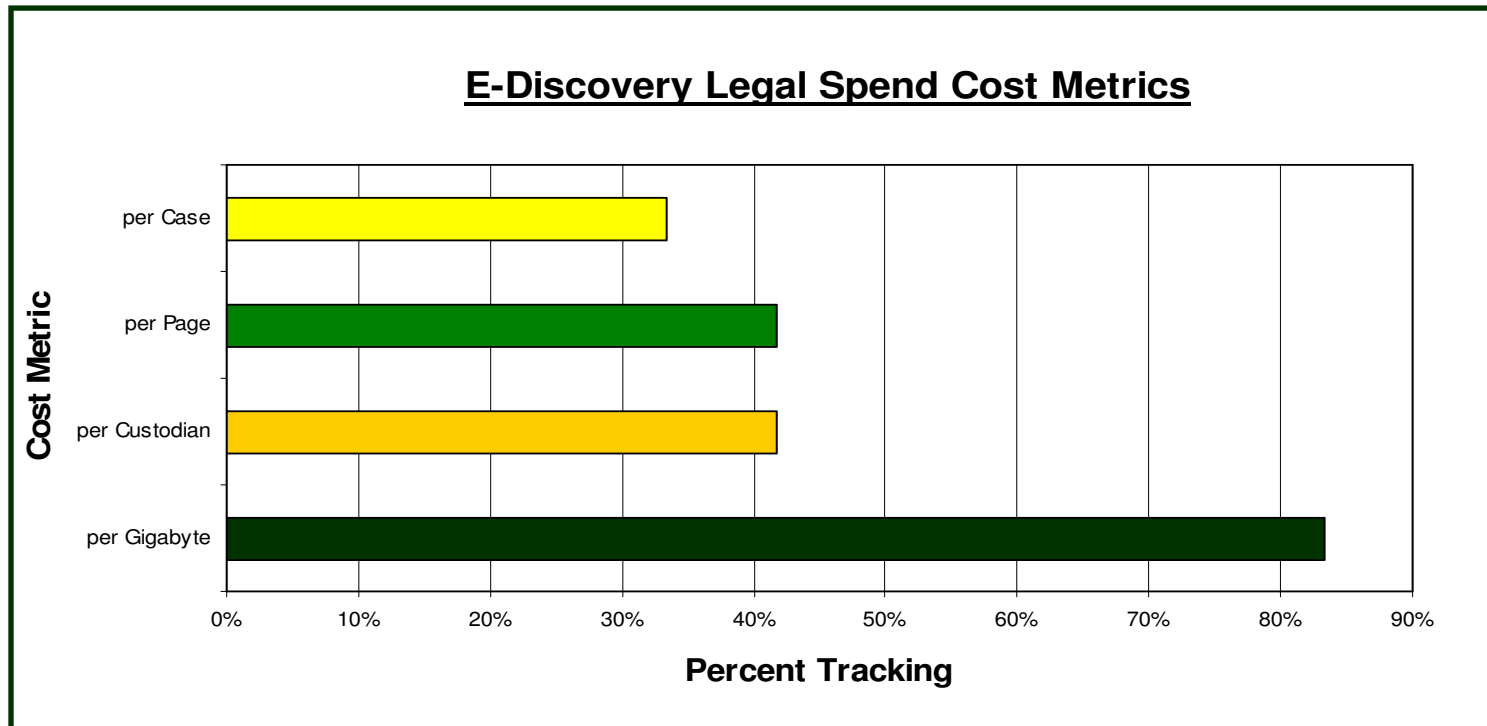
There are a few things that are widely true about In-House E-Discovery Managers:

1. *65% have advanced degrees.*
2. *49% rely on excel spreadsheets or have no tools for the tracking and analysis of E-Discovery spend.*
3. *17% have held their position for more than 5 years. These same people are least likely to have advanced degrees.*



How do you measure?

Nearly every In-House E-Discovery manager tracks cost per gigabyte, but significantly fewer track other metrics. The same managers who have granular detail on cost categories also track per case, per page, and per custodian costs.



Where Will Your E-Discovery Work Be Done in 1 Year?

E-Discovery processing, hosting and production work are trending in-house.

Where Is Your E-Discovery Work Currently Performed?

	Collection	Processing	Hosting/ Production	Review
Internal	100%	58%	33%	58%
Vendor/Consultant	50%	92%	92%	67%
Outside Counsel	40%	30%	50%	100%

Where Will Your E-Discovery Work Be Performed in 1 Year?

	Collection	Processing	Hosting/ Production	Review
Internal	100% (-0%)	82% (+24%)	64% (+31%)	64% (+6%)
Vendor/Consultant	45.5% (-5%)	82% (-10%)	82% (-10%)	73% (+6%)
Outside Counsel	45% (-5%)	22% (-8%)	33% (-17%)	100% (-0%)