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Market Snapshot

Evaluating Early Case Assessment Tools and Offerings

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These results are a preliminary study of E-Discovery leaders, include participants at The Cowen Group's Thought Leadership Roundtable on Early Case Assessment, hosted on June 9th in New York City, as well as ~50 other interested parties throughout the United States.

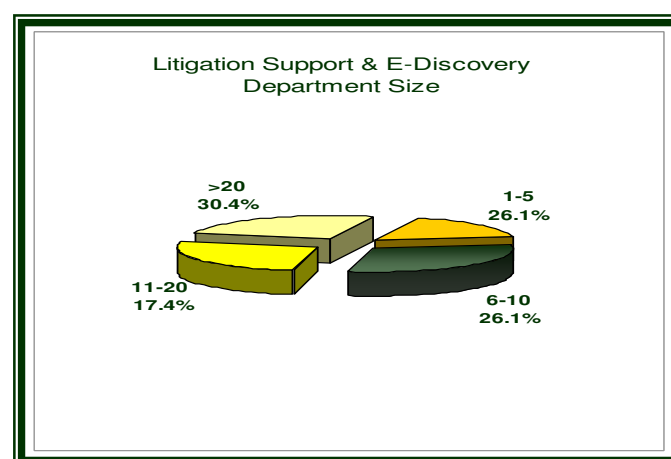
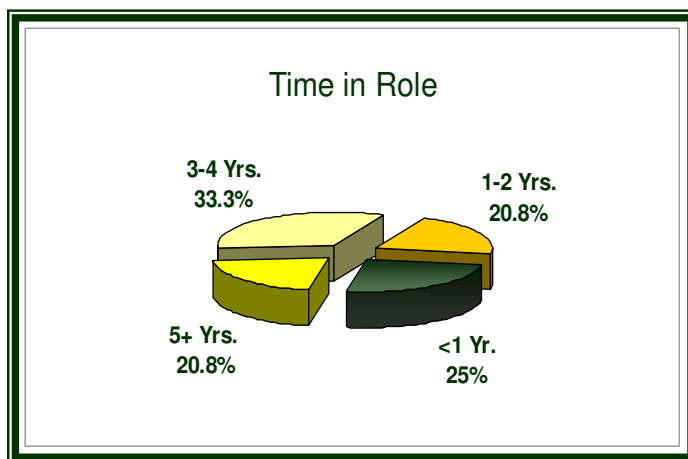
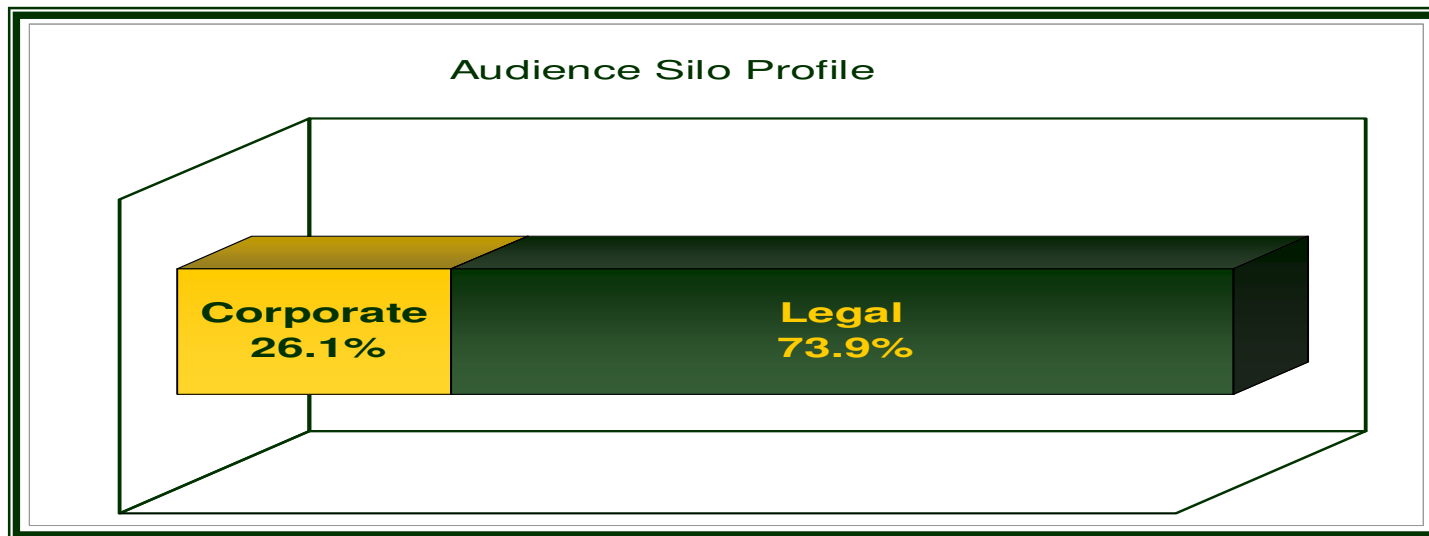
The Cowen Group will be bringing this study to market by sampling 200+ General Counsels at Fortune 500 Firms and 250+ decision makers at top law firms – partners, associates, and litigation support managers.

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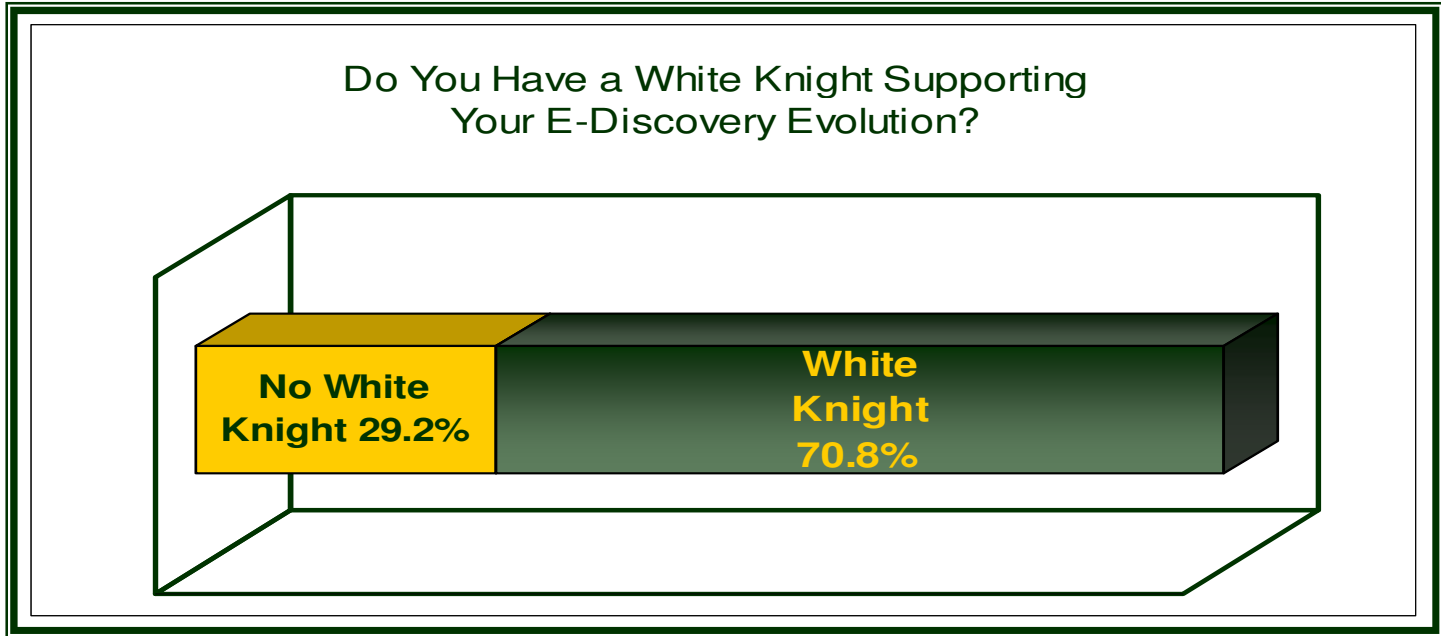


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*General Counsel
Litigation Department Chair
E-Discovery Counsel
Director of Litigation Support
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Director of Global Practice
Technology*

*Chief Litigation Officer
Chief Compliance Officer
Chief Information Officer
Chief Finance Officer
Director of Information
Technology*

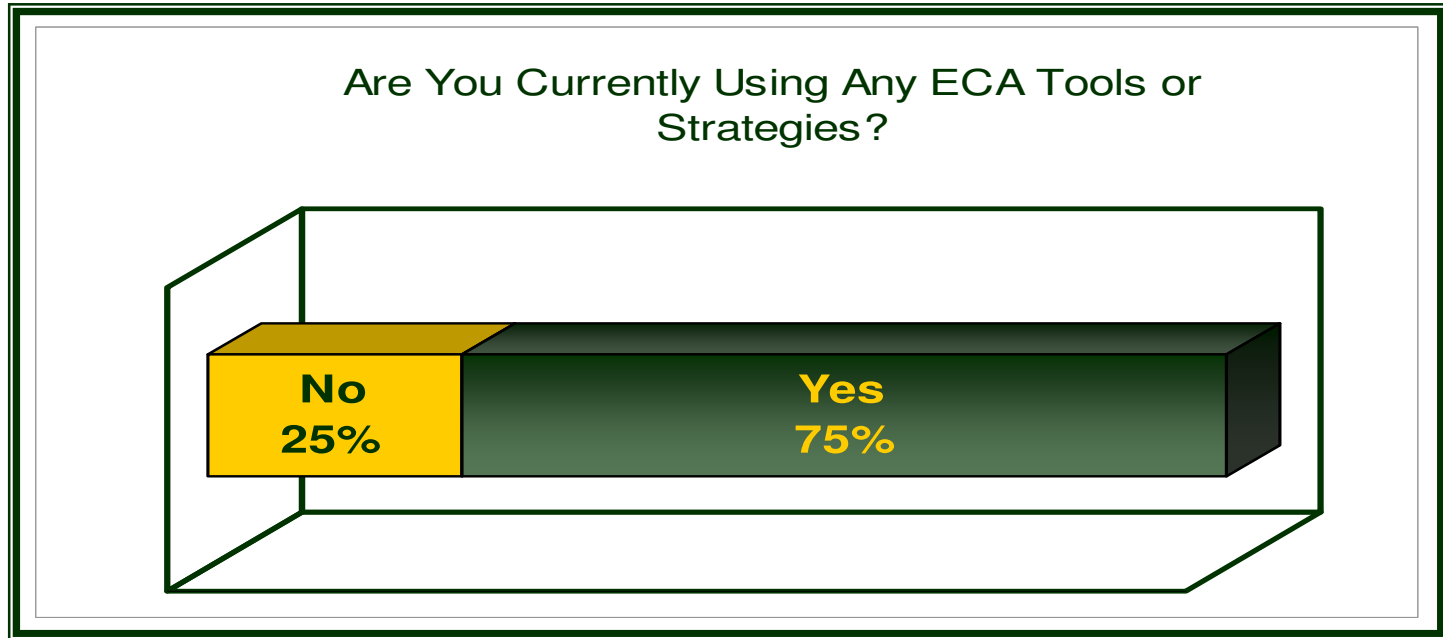
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Initial Goals:

- *Early Cost Estimate*
(65% Essential, 26% Important)
- *Early View of Case Facts*
(61% Essential, 30% Important)

Common Hurdles:

- *Reliable Access to (2.8 of 4) Case Information*
- *Available Automated (2.6 of 4) Technology*
- *Time (2.3 of 4)*
- *Resources (2.3 of 4)*

Observed Benefits:

- *Reduced Expenses (90.5%)*
- *Strategic Planning (81%)*
- *Optimizing Resources (71.4%)*
- *Managing Budgets (61.9%)*

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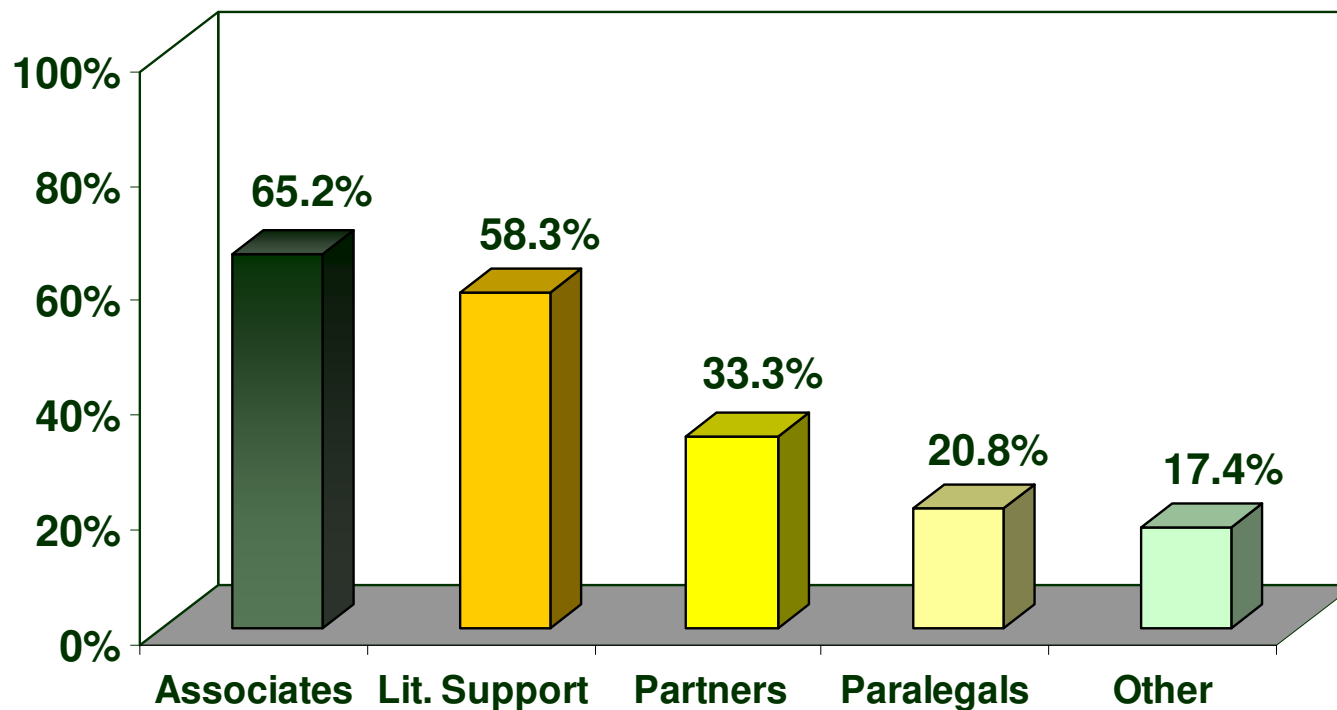
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Who Conducts Early Case Assessment?



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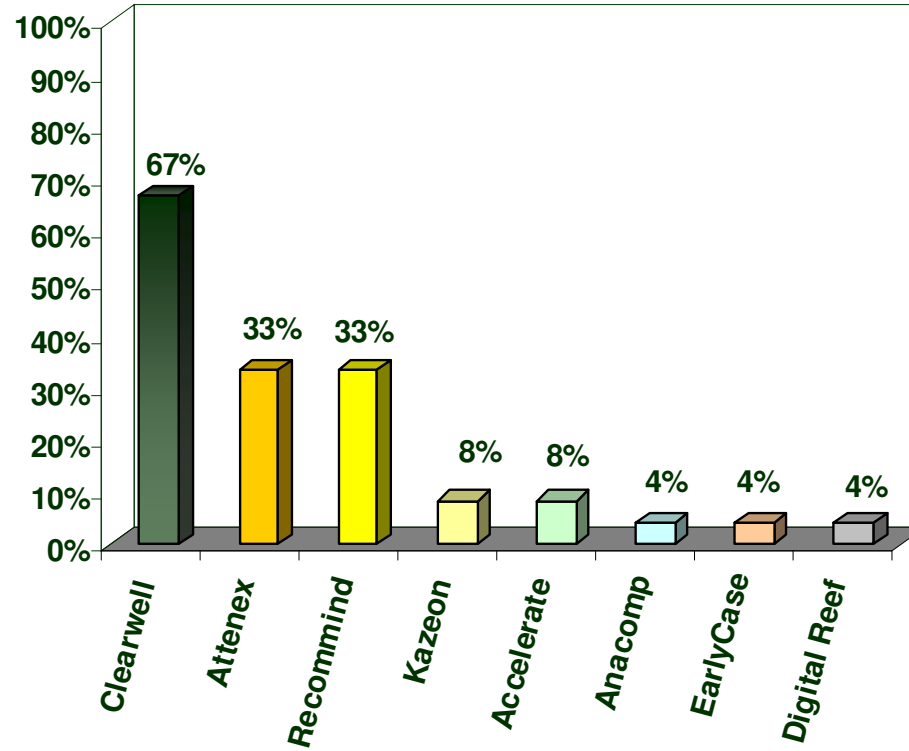
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Who are Your Top 3 Providers of ECA Services



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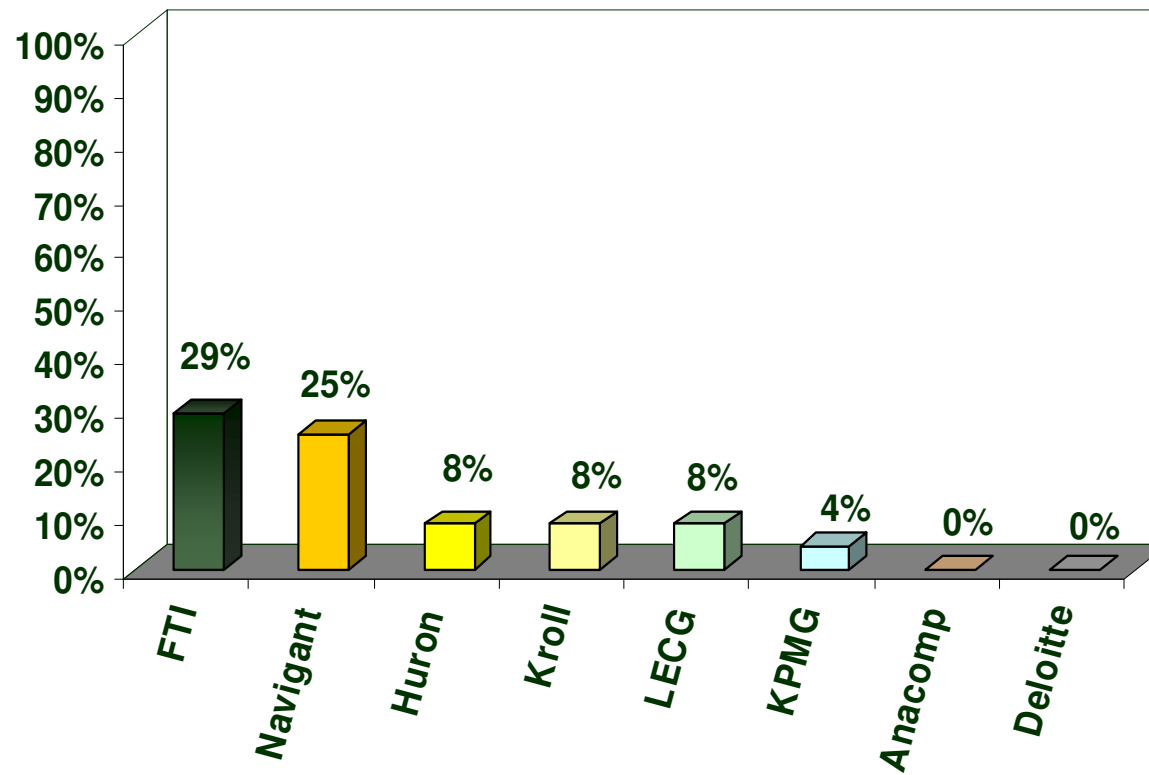
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Who are the Top 2 Vendors w/ Reputations for Quality ECA Services?



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