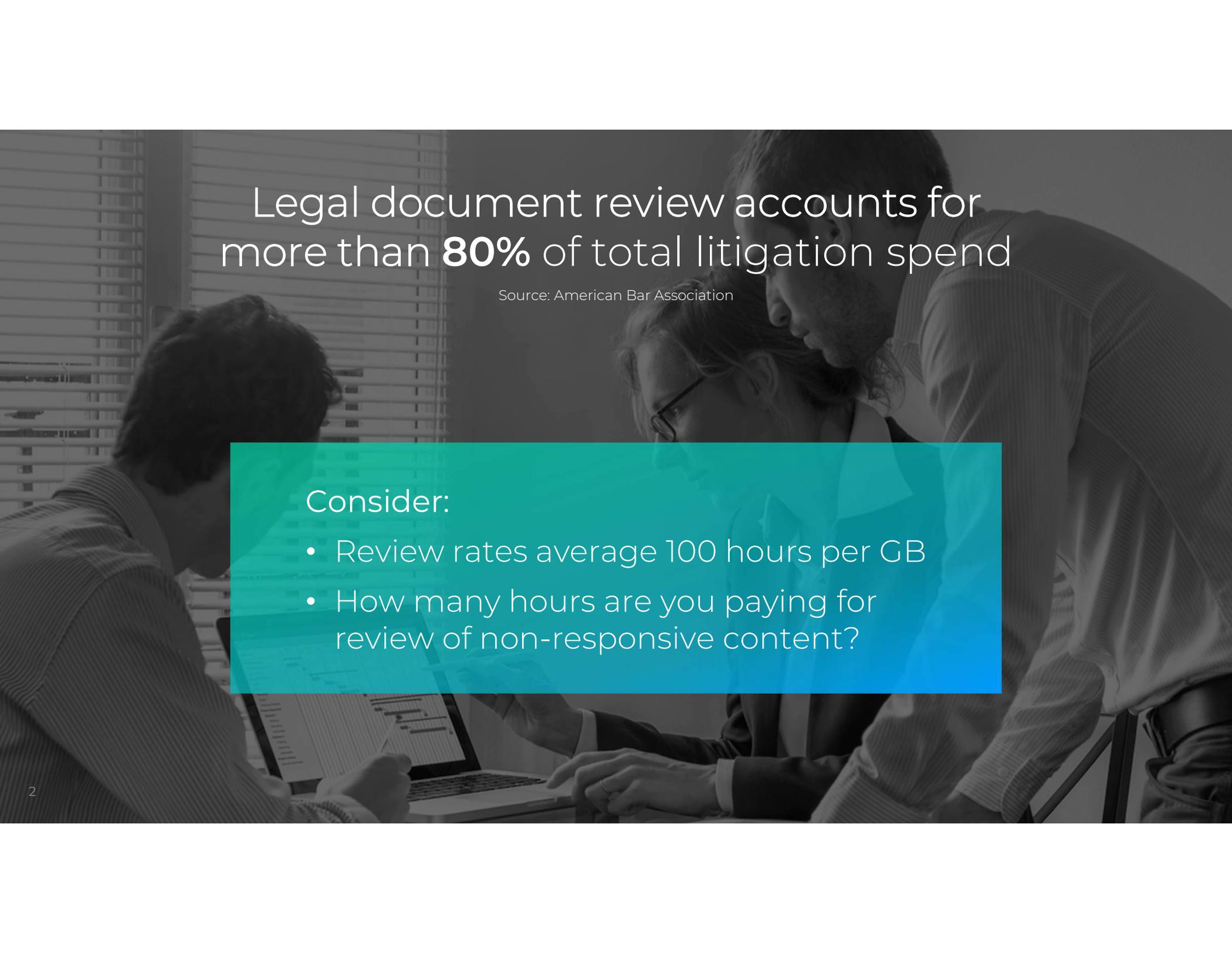


 smarsh<sup>®</sup>

 Discovery<sup>™</sup>



# Legal document review accounts for more than **80%** of total litigation spend

Source: American Bar Association

## Consider:

- Review rates average 100 hours per GB
- How many hours are you paying for review of non-responsive content?

E-discovery is disruptive, costly and slow  
As data volume and variety grows, this is getting worse



Vital to:

- Litigation
- Investigations
- Internal audits

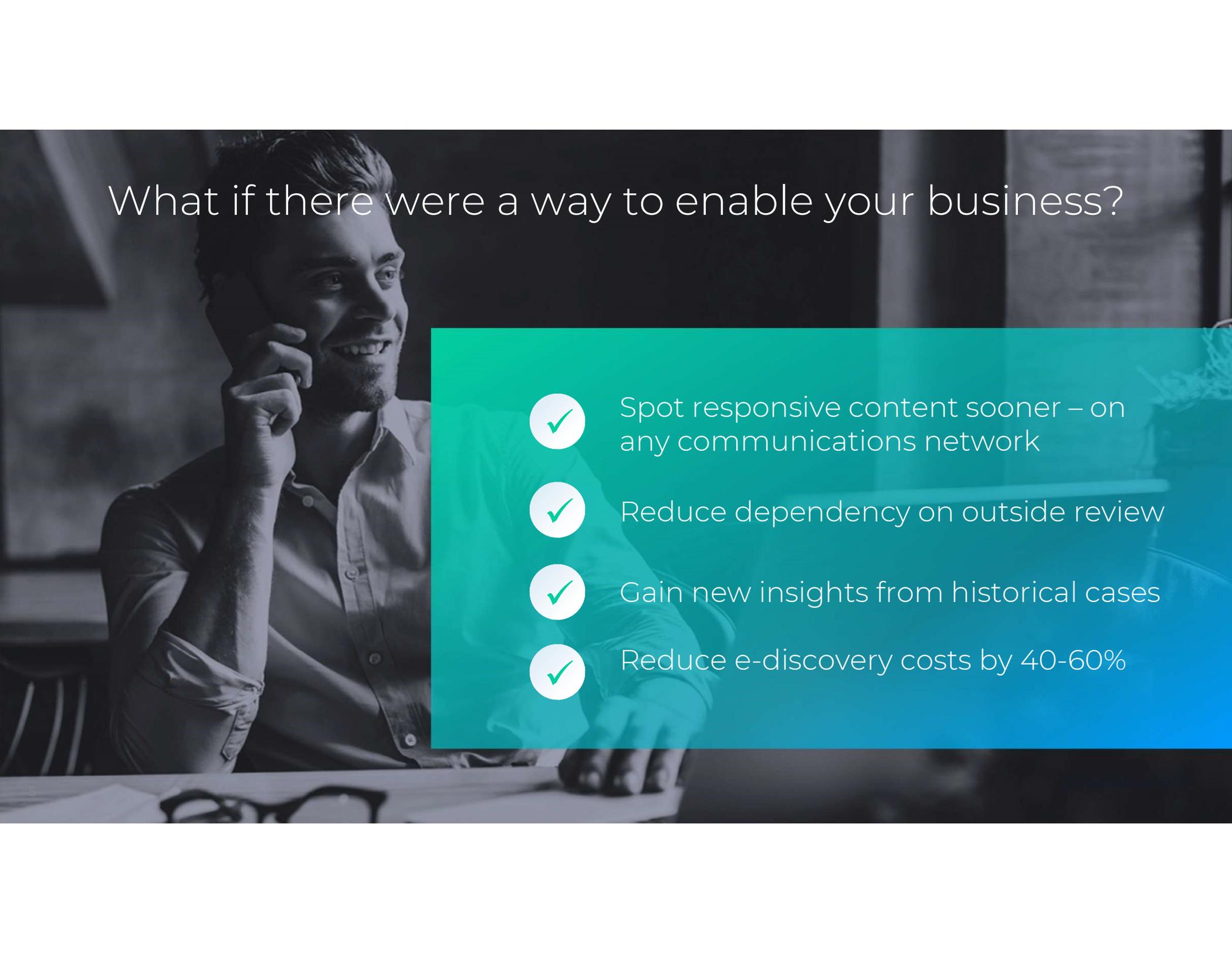
# Challenges

- Diverse content sources → Costly collection & preservation
- Poor review tools → Too much content sent for review
- Designed for email → Responsive content missed

More stakeholders

More channels

More data



What if there were a way to enable your business?



Spot responsive content sooner – on any communications network



Reduce dependency on outside review

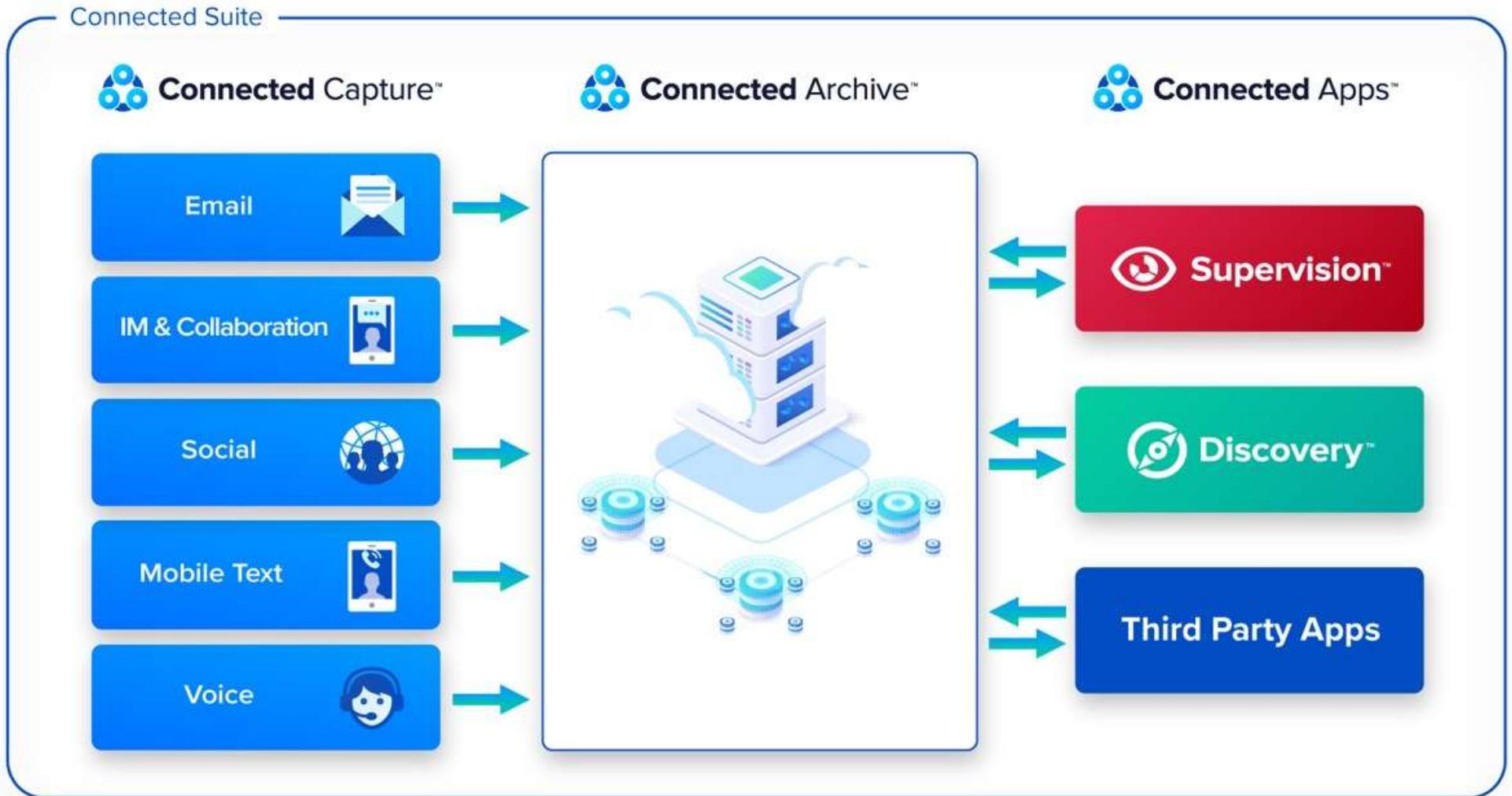


Gain new insights from historical cases

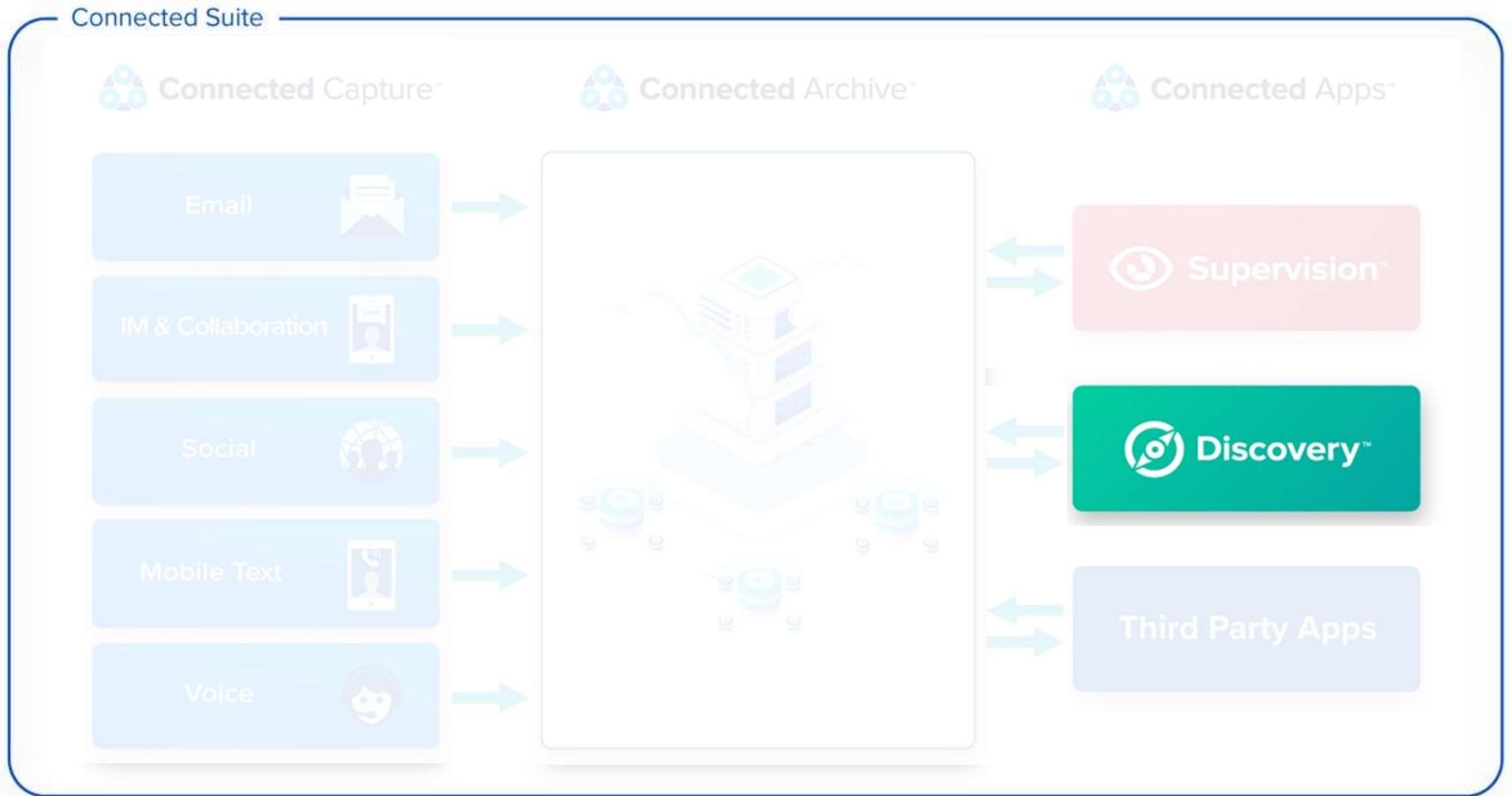


Reduce e-discovery costs by 40-60%

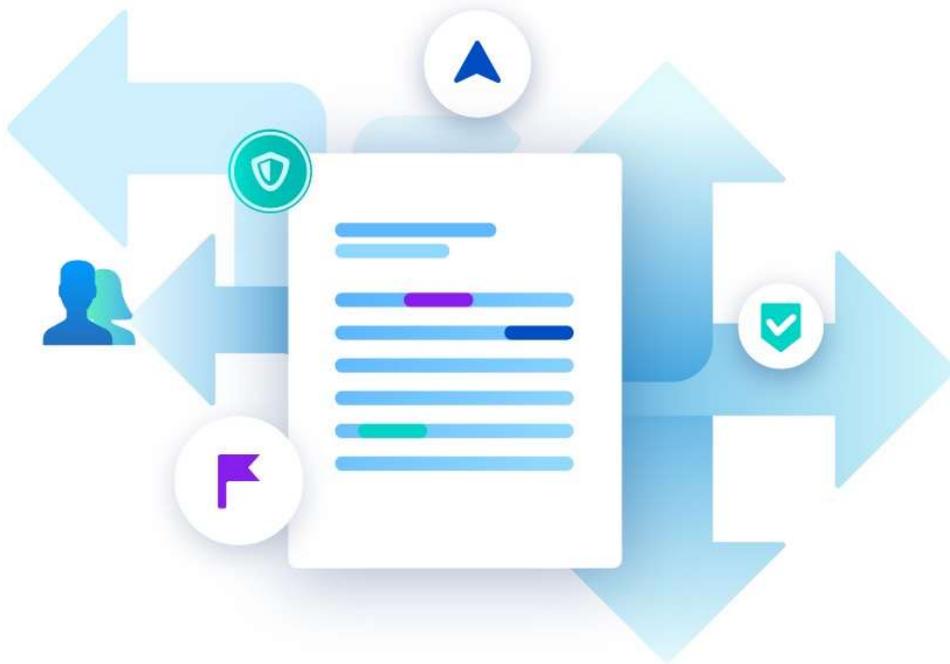
# The proven way forward



# The proven way forward



## Problems we solve



- ✓ Understanding interactive content
- ✓ Lengthy e-discovery cycle time – ingest, review & export
- ✓ High review costs for non-responsive content
- ✓ Difficulty exporting high data volumes to 3rd party tools
- ✓ Meeting deadlines in a compressed timeframe

Here's how...

# 80+ channels for compliant productivity today and tomorrow

## Email

-  SMTP
-  Microsoft Exchange
-  Microsoft Office 365
-  G-suite Business Mail
-  Bloomberg Mail
-  IBM Domino / Notes
-  IBM Domino / Notes on-prem
-  Salesforce Email
-  Redtail Email
-  GroupWise

### EMAIL MARKETING

-  SendGrid
-  Constant Contact
-  Salesforce Marketing Cloud
-  Pardot

## IM & Collaboration

-  Microsoft Teams
-  Workplace by Facebook
-  Slack
-  Skype for Business
-  Cisco UCM / Jabber
-  Webex Teams
-  SharePoint
-  Bloomberg
-  Symphony
-  Salesforce Chatter
-  Refinitiv Eikon
-  HCL Sametime
-  HCL Connections
-  HCL Connections Social Cloud
-  Microsoft Yammer
-  Skype
-  Citrix Sharefile
-  ICE Chat IM
-  HipChat
-  Jive
-  Zoom.us
-  OneDrive
-  QQ Messenger
-  Threads

*(additional content available via API/SDK)*

## Social

-  LinkedIn
-  Facebook
-  LinkedIn Sales Navigator
-  Twitter
-  Instagram
-  Hootsuite
-  Vimeo
-  Pinterest
-  Flickr

## Mobile Text

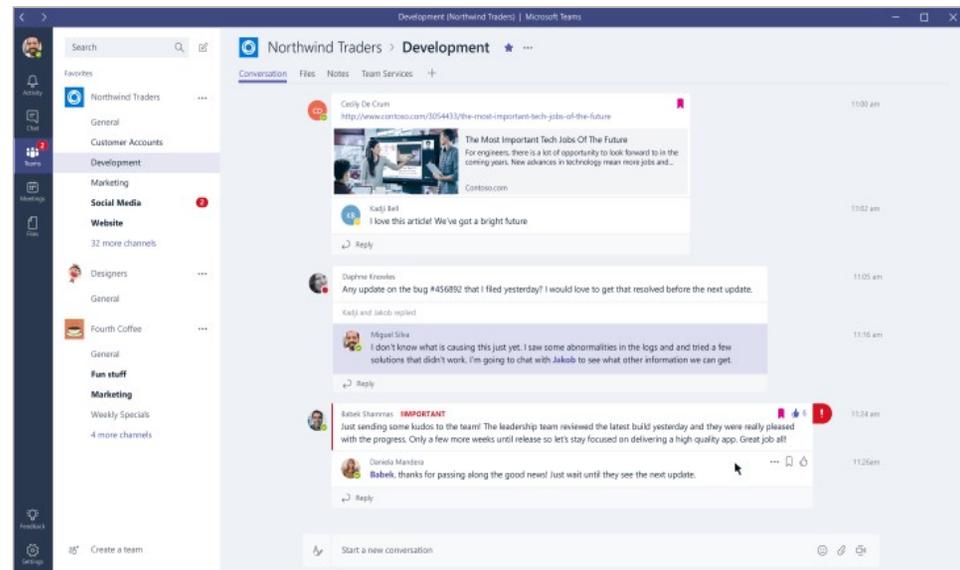
-  AT&T
-  Verizon
-  US Cellular
-  Rogers
-  Vodafone
-  CellTrust
-  My Rep Chat
-  Redtail Speak
-  Hearsay
-  Captivated
-  BlackBerry
-  WhatsApp
-  WeChat

## Voice

-  Skype for Business
  -  Avaya
  -  Cisco
  -  Mitel
  -  IPC
  -  IP Trade
  -  Speakerbus
  -  Vodafone
  -  CellTrust
  -  Microsoft Teams (coming soon)
  -  Zoom (coming soon)
- (plus voice content from virtually any recording system)*

# Context preservation for increased e-discovery effectiveness and efficiency

- ✓ Edits / Deletes
- ✓ Joins / Leaves
- ✓ Comments
- ✓ Replies
- ✓ Attachments
- ✓ Disclaimers
- ✓ Policy Violations



# Unified identities for maximum visibility across data sources

## Connected Capture – IM channel

 jdoe@acme.com

 jdoe@acme.com

Employee ID: 765409865

First Name: Jane

Last Name: Doe

## Connected Capture – Social channel

 ID = 1701290357

 ID = 3D600058

Email: jdoe@gmail.com

First Name: Jane Edward

Last Name: Doe

## Connected Archive



**Jane Edward Doe**

 Employee: 765409865, jdoe@acme.com  
Email: jdoe@gmail.com

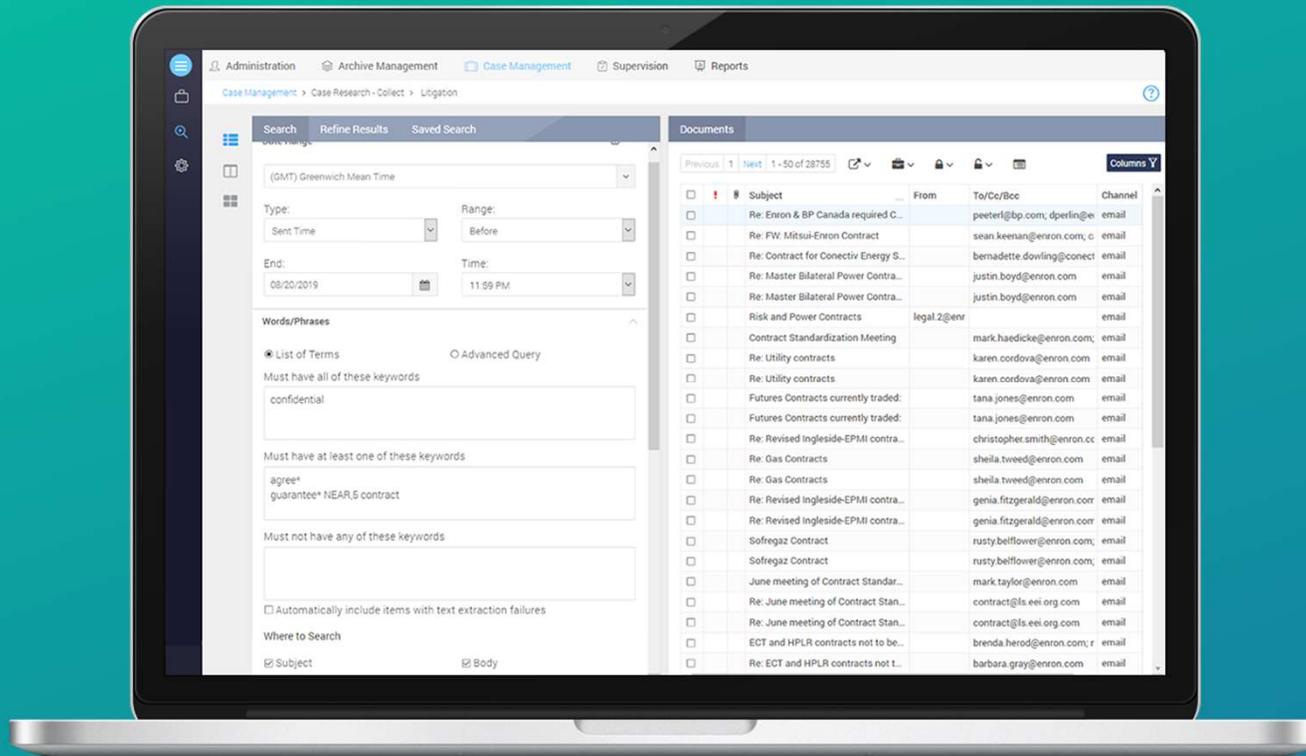
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 ID = 3D600058

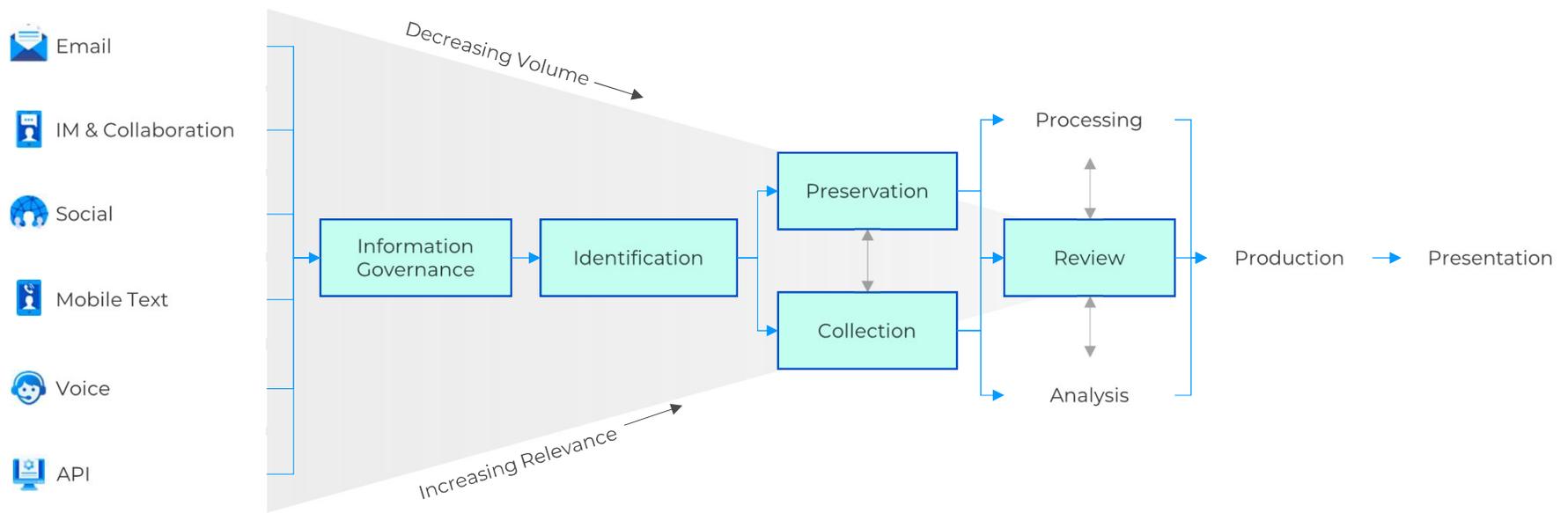
 jdoe@acme.com

 janedoe

# Purpose-built search & review tools to save resources and empower in-house teams



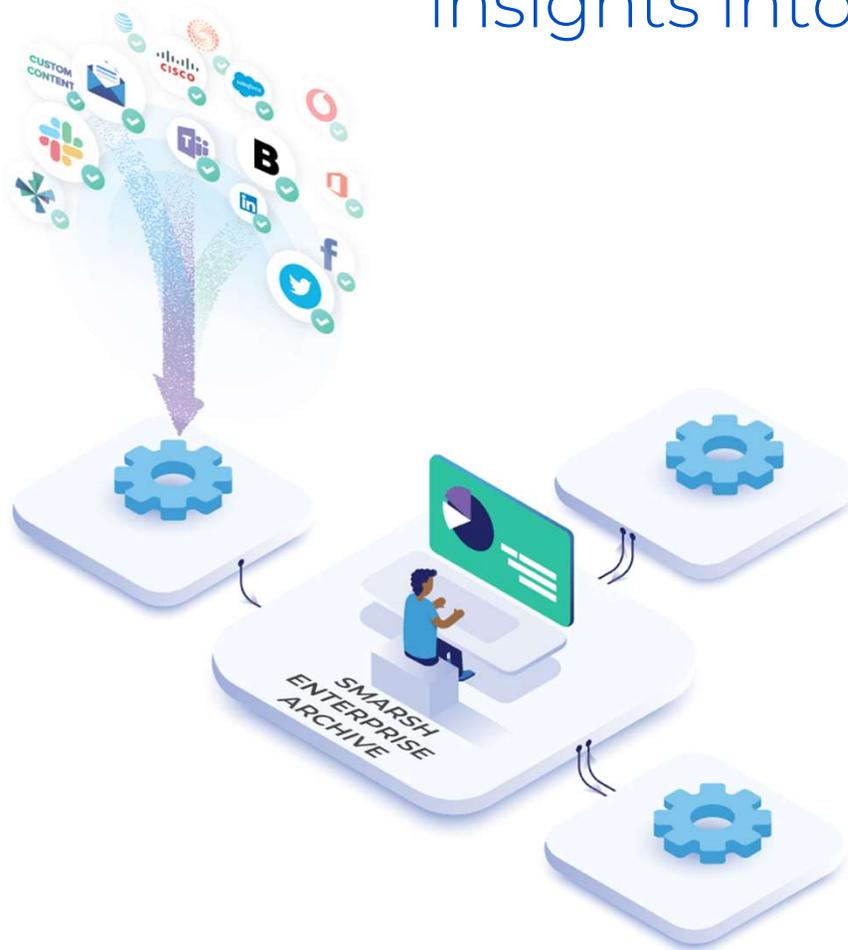
# Powerful retrieval & export tools to save valuable time & money



Smarsh  Discovery™

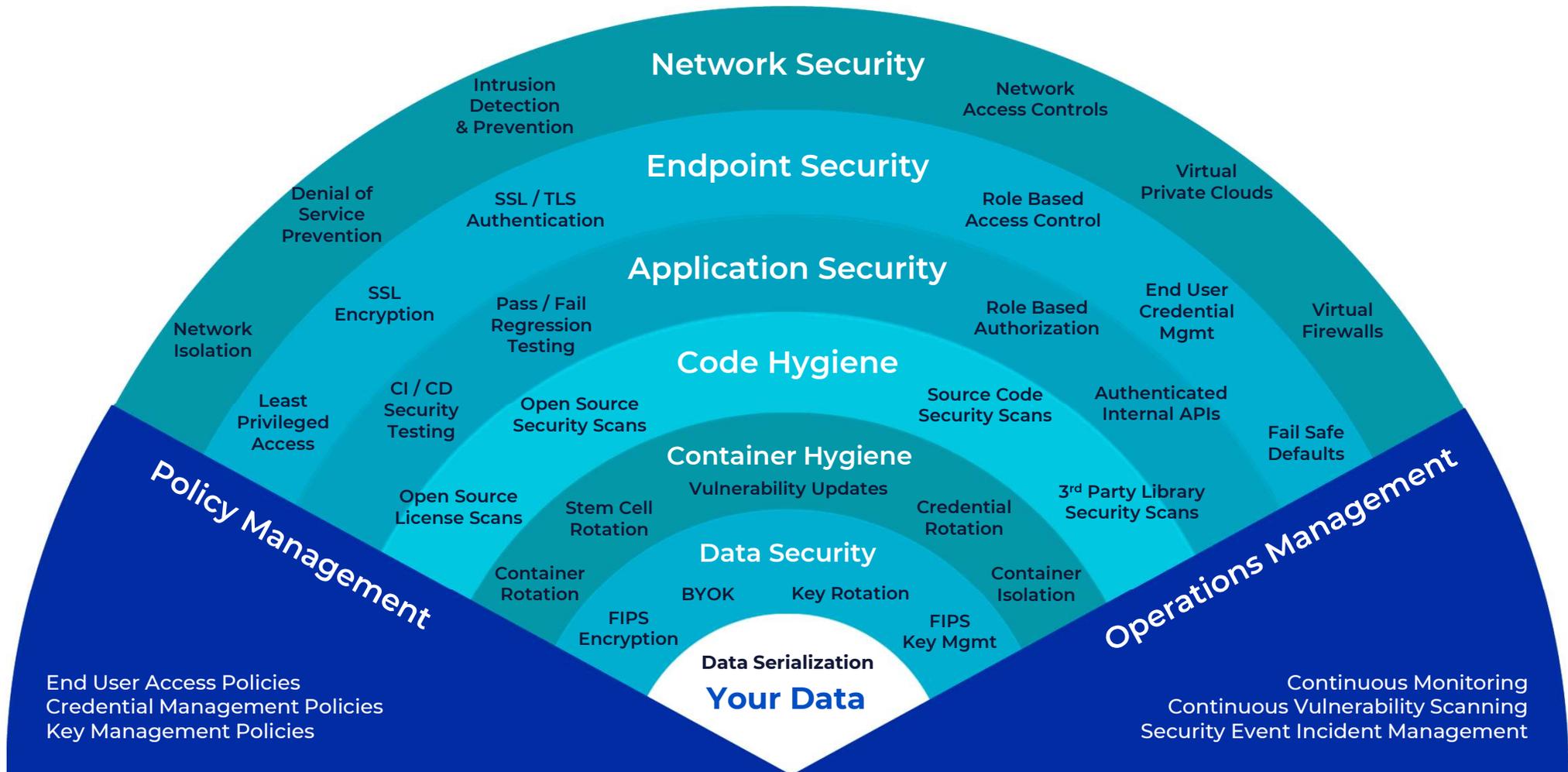
XML, PST/NSF, HTML, PDF

# Integrations with third-party tools for increased insights into your data



- ✓ Analytics
- ✓ Trends
- ✓ ECA

# Top-grade security to ensure you're protected



Leading through innovation to enable your business

# 2019 Gartner Magic Quadrant for Enterprise Information Archiving

Figure 1. Magic Quadrant for Enterprise Information Archiving



# ROI for all your key stakeholders

	Compliant productivity	Increased review effectiveness and efficiency	Increased visibility across data sources	Increased in-house capability and resource savings	Capex, opex and time savings	Increased insights into data	Business security protection	Business enablement, today and tomorrow
Legal		✓	✓	✓	✓	✓	✓	
Compliance	✓	✓	✓			✓	✓	✓
IT		✓			✓		✓	✓
Security			✓				✓	
Finance		✓		✓	✓		✓	

**Slide 17**

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**RC12** compliant productivity is not really a check for legal  
Robert Cruz, 1/2/2020

Trusted by your peers and 6,500+ enterprises globally



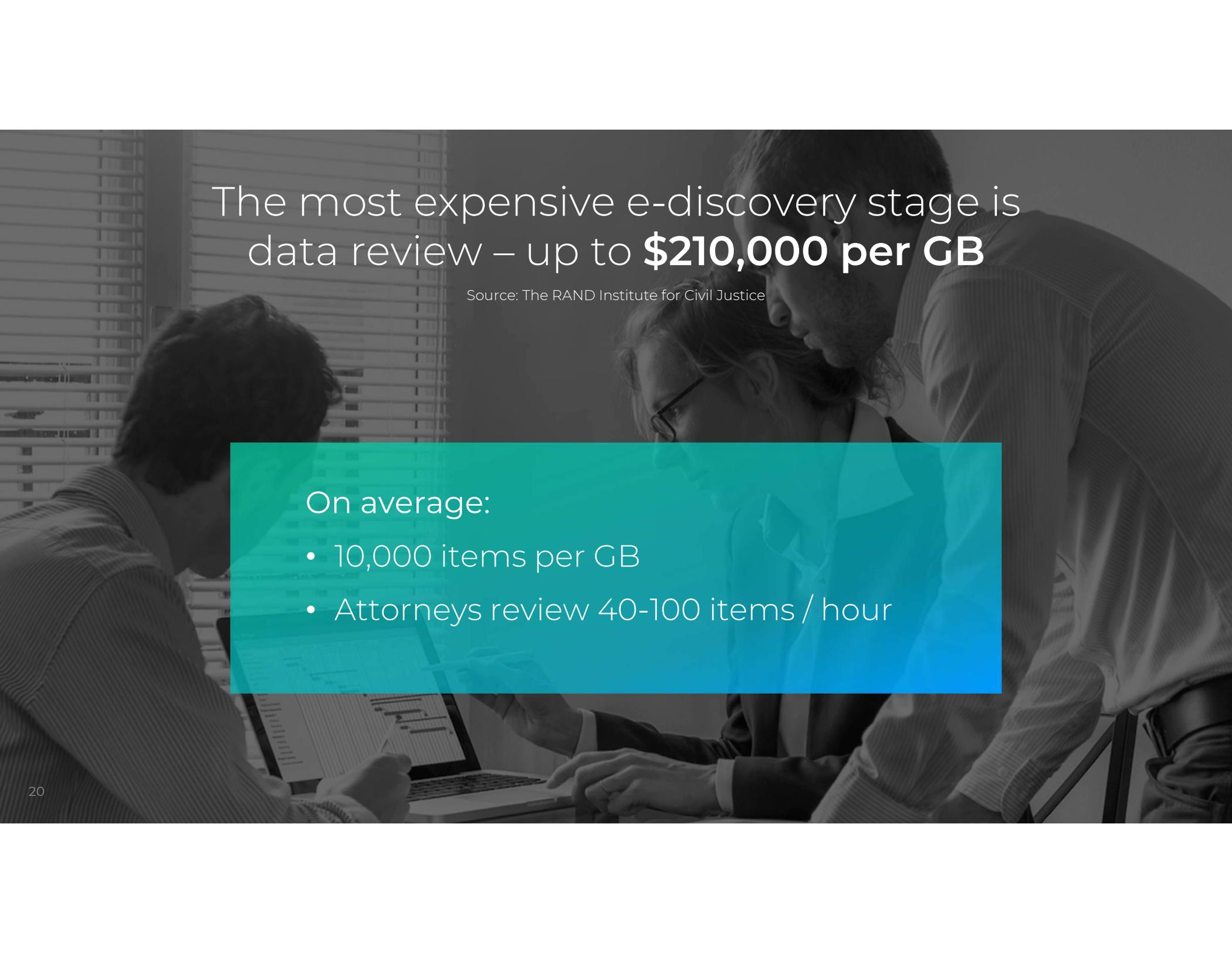


# Thank you

For more information please visit our website

[www.smarsh.com](http://www.smarsh.com)





The most expensive e-discovery stage is  
data review – up to **\$210,000 per GB**

Source: The RAND Institute for Civil Justice

On average:

- 10,000 items per GB
- Attorneys review 40-100 items / hour