



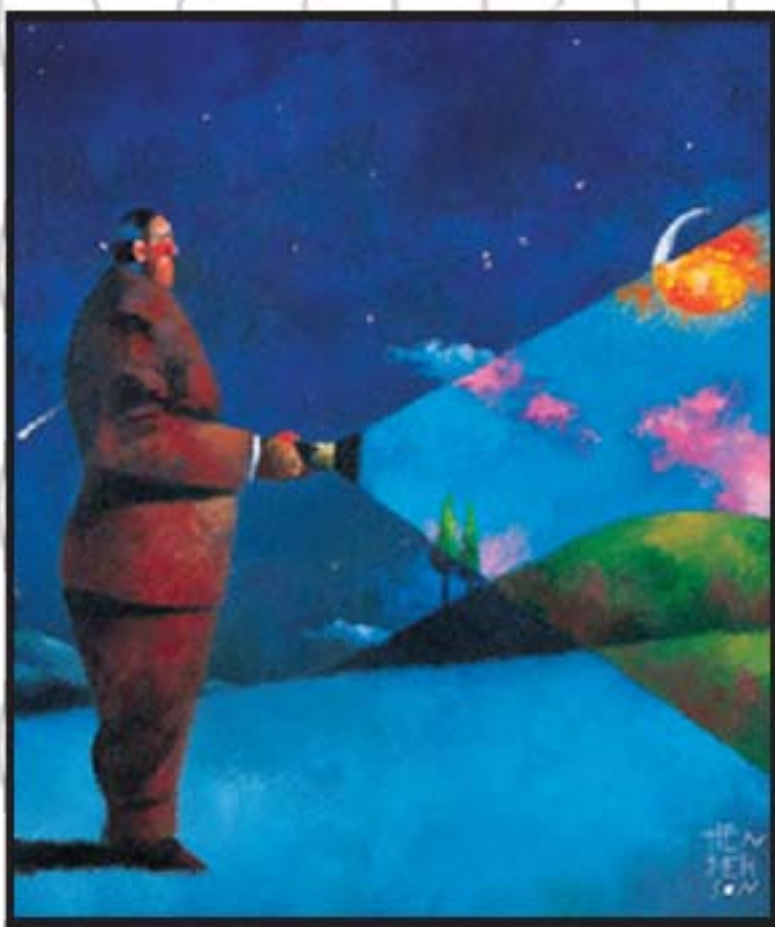
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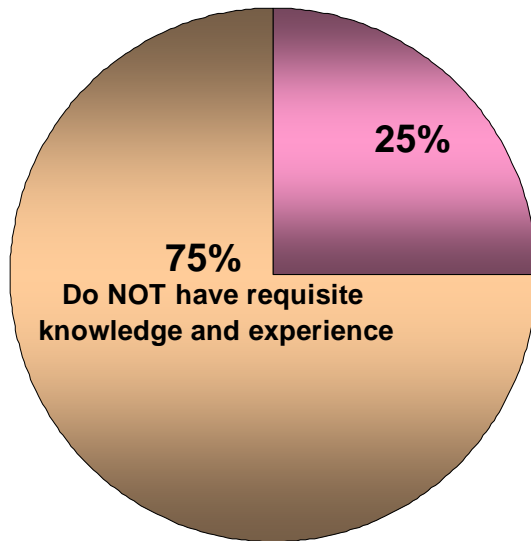
# EDD Supplier Landscape

ISSN 1551-6385 2004, No. 1 | EDDix, LLC

## A. Law Firm Expertise in EDD

### 1. Law firm Expertise

▶ *What percentage of AmLaw 200 firms has the requisite knowledge and experience to professionally handle a complex EDD matter?*



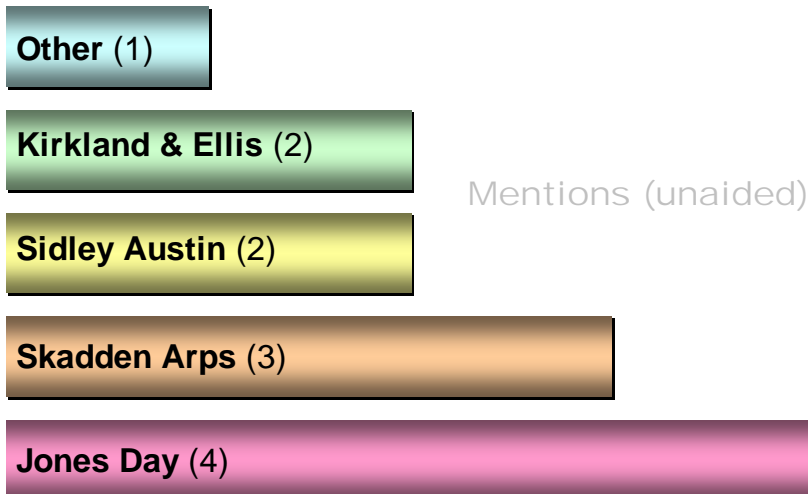
The indictment implied in this response may not be as severe as it might first appear – if you subtract out plaintiff firms and those that lay no claim to strong litigation groups from the broad category of “AmLaw 200” – maybe ...

When we saw the results, we double-checked this one. We thought we might have done a bad job structuring the question. Perhaps Suppliers thought we were asking whether large law firms could handle complex EDD matters without external assistance. So we did some follow-up in our personal interviews. Our Supplier group clearly understood the question. And we understand the implications of their answer.

If you’re on the client side, the EDD capabilities of prospective law firms are probably a good criterion to add to the selection checklist.

### 2. Top Law Firms

▶ *Name the top 3 law firms in the U.S. based on their expertise in EDD.*



At least with respect to Supplier selection, you would naturally expect Suppliers to think their own clients are the smartest. So do multiple mentions of a single law firm reflect multi-vendor sourcing – or something else? We will be sure to run this one to the ground when we interview the named law firms.

Other firms mentioned were: Cravath ... Fish & Richardson ... Foley & Lardner ... Fulbright & Jaworsky ... Gibson, Dunn & Crutcher ... Hale & Dorr ... King & Spalding ... Latham & Watkins ... Mayor Brown ... Paul Weiss ... Preston Gates ... Reed Smith, LLP ... Simpson Thacher ... Squire Saunders ... Wachtell Lipton ... Weil Gotschal.

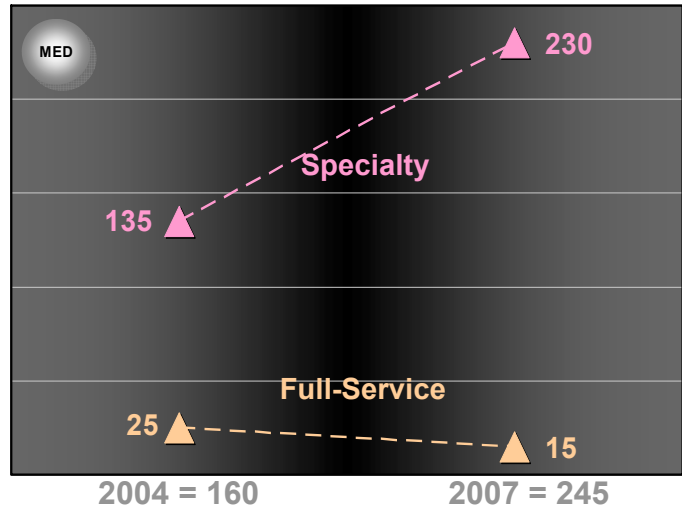
# 1. Transaction Landscape

## a) Number of Suppliers

▶ Estimate the number of full-service and specialty EDD suppliers operating in the U.S. marketplace ... today and 3 years from now.

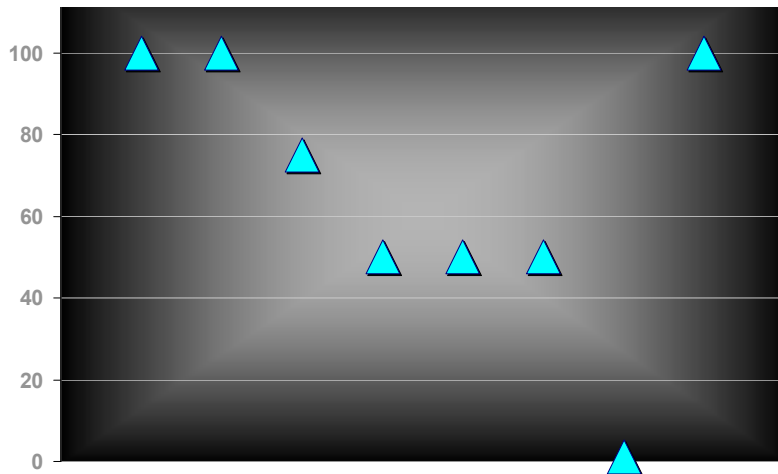
EDD Supplier executives see more than a 50% increase in the total number of electronic discovery firms over the next three years. All of which is projected to take place in the area of EDD specialty firms.

The number of *full service* EDD firms is projected to drop 40%, while the number of *specialty* companies is expected to grow 70%.



## b) Likelihood of Transaction Involvement

▶ Assign a percentage to the probability that, over the next 36 months, your company will be involved in an acquisition of EDD assets – either on the sell side or the buy side.



Over half of our participants answered this question. Among respondents, the average value equates to a 66% probability of being a buyer or seller in the next three years.

In our discussions with Supplier executives, there is a clear and present awareness that the supply side EDD landscape is continuing to morph; and while there is no consensus on direction, speed or end-result, all Suppliers seem to have internalized the change dynamic as the need to be either an EDD asset purchaser or seller.

None of the Suppliers interviewed believe the basis for competition in the next three

years will be the same as it is today. For the most part, this has translated into a focus on scale and/or broadening the product/service suite and/or deepening the relationship with customers and end client litigants.

The rising tide that is raising all EDD Supplier boats has made it difficult for Suppliers to truly focus on future positioning and the requisite investments involved. As a result, we foresee many more sellers than buyer

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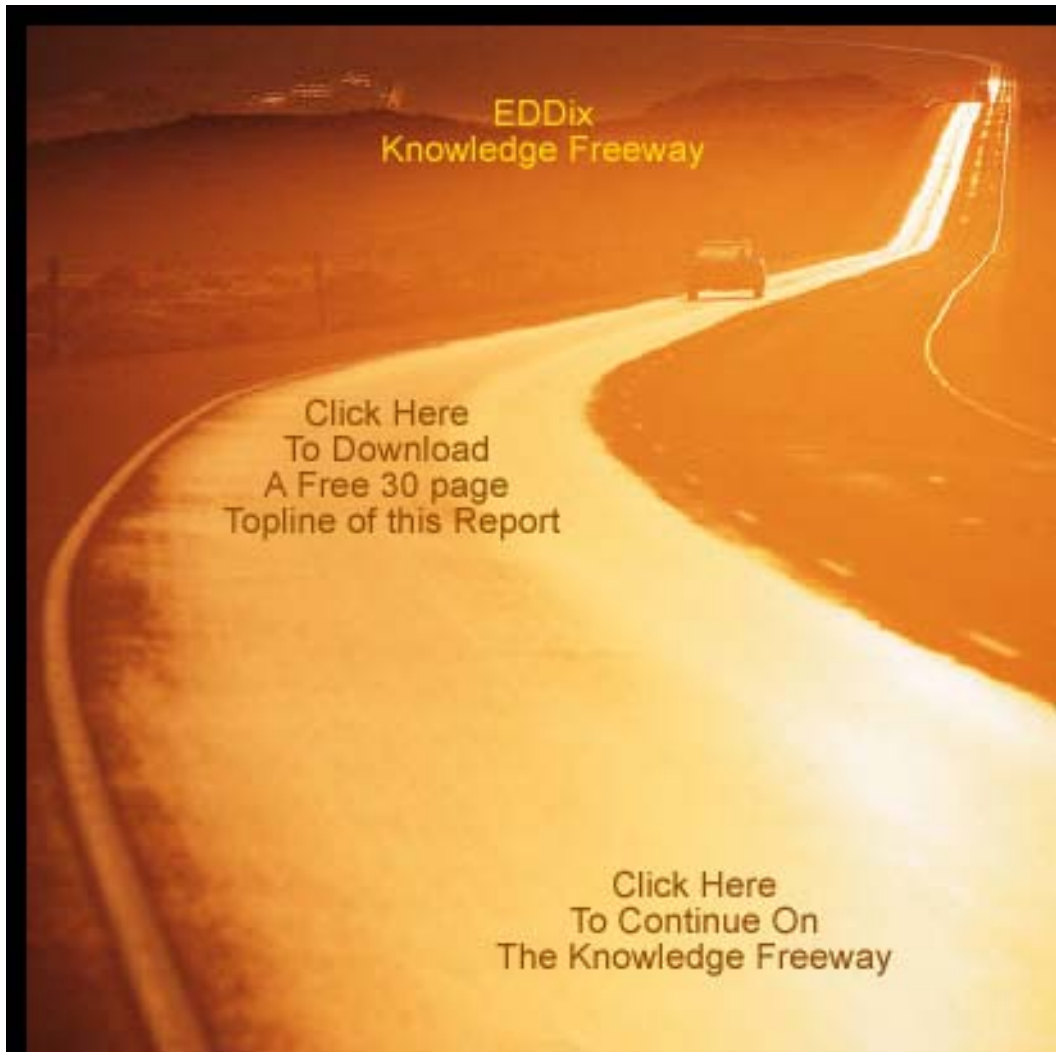
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