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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



3

Vital to:

- Litigation
- Investigations
- Internal audits

Challenges



More stakeholders More channels More data

What if there were a way to enable your business?

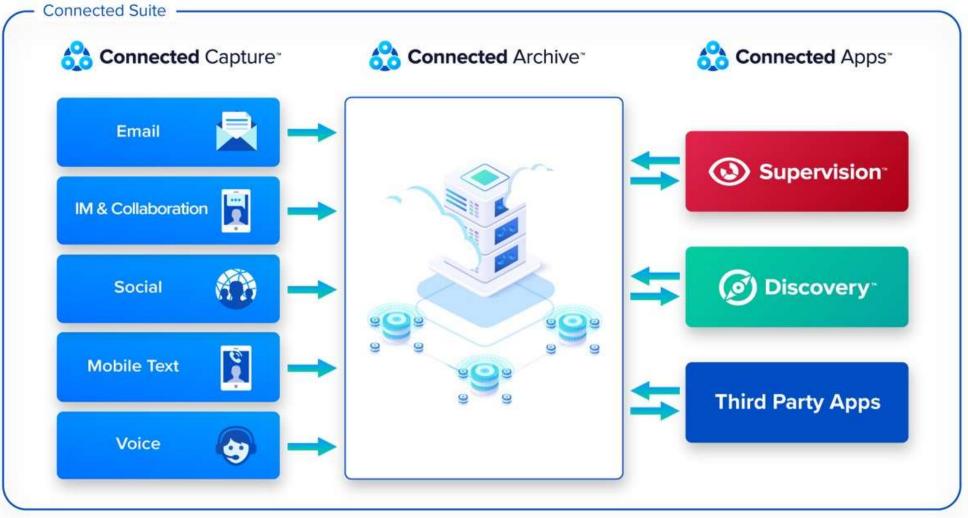
Spot responsive content sooner – on any communications network

Reduce dependency on outside review

Gain new insights from historical cases

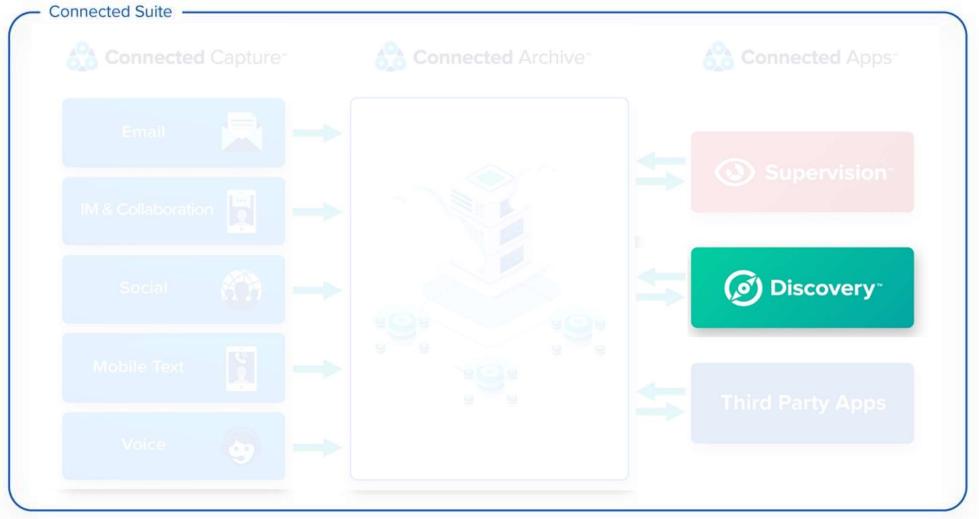
Reduce e-discovery costs by 40-60%

The proven way forward



6

The proven way forward



7

Problems we solve



Understanding interactive content

Lengthy e-discovery cycle time – ingest, review & export

High review costs for nonresponsive 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

SMIP	2141	

🖪 Microsoft Exchange

Email

- Microsoft Office 365
- G G-suite Business Ma
- Bloomberg Mail
- iii IBM Domino / Notes
- iii IBM Domino / Notes
- 😂 Salesforce Email
- 🛞 Redtail Email
- GroupWise

EMAIL MARKETING

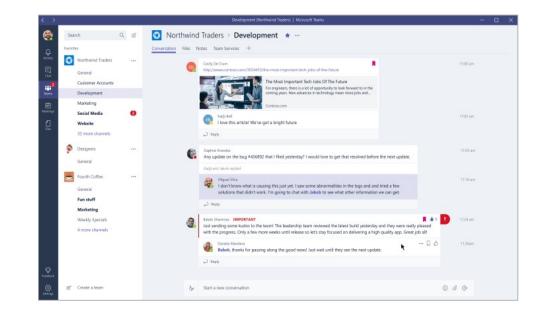
- 🛃 SendGrid
- 🜌 Constant Contact
- 💝 Salesforce Marketir
- 🧼 Pardot

	IM & Collabora	ation	💮 Social	Mobile Text	🔕 Voice	
	🗗 Microsoft Teams	S Skype	n LinkedIn	ST&T	Skype for Business	
le	♥ Workplace by Facebook	S Citrix Sharefile	f Facebook	🗸 Verizon	AVAYA Avaya	
55	💤 Slack	ICE Chat IM	in LinkedIn Sales Navigator	🛠 US Cellular	cisco Cisco	
Aail	Skype for Business	Q HipChat	🔰 Twitter	🔇 Rogers	🕅 Mitel	
	👰 Cisco UCM / Jabber	Jive Jive	o Instagram	Vodafone		
es	🥥 Webex Teams	Zoom.us	e Hootsuite	CellTrust	IP Trade	
es on-prem	SharePoint	🛆 OneDrive	Vimeo		speakerbus	
	B Bloomberg	👸 QQ Messenger	🔞 Pinterest	🛞 Redtail Speak	🔘 Vodafone	
	Symphony	Threads	•• Flickr	b Hearsay	< CellTrust	
	Salesforce Chatter	(additional content		\sub Captivated	Th Microsoft Teams	
	Refinitiv Eikon	available via API/SDK)		BlackBerry	(coming soon)	
	HCL Sametime			🕓 WhatsApp	Zoom (coming soon)	
	HCL Connections			🚳 WeChat	(plus voice content	
	HCL Connections Social C	lloud			from virtually any recording system)	
ing Cloud	y€ Microsoft Yammer				Temareh	

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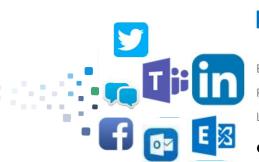
Context preservation for increased e-discovery effectiveness and efficiency

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



Unified identities for maximum visibility across data sources





11

T 🔒 jdoe@acme.com

E 🛛 jdoe@acme.com

Employee ID: 765409865

First Name: Jane

Last Name: Doe

Connected Capture - Social channel

- F ID = 1701290357
- in ID = 3D600058

Email: jdoe@gmail.com First Name: Jane Edward Last Name: Doe

Connected Archive

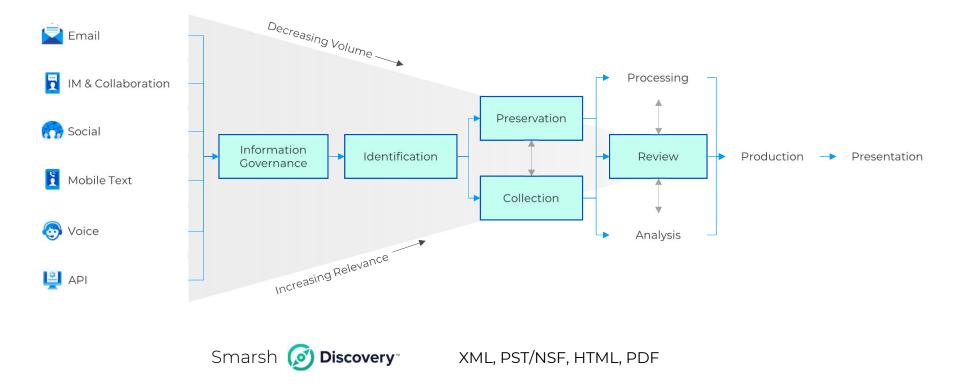


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Purpose-built search & review tools to save resources and empower in-house teams

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							Re: Master Bilateral Power Contra		justin.boyd@enron.com	email	
		Words/Phrases					Risk and Power Contracts	legal.2@enr		email	
		List of Terms O Advanced Query Must have all of these keywords					Contract Standardization Meeting		mark.haedicke@enron.com;	email	
							Re: Utility contracts		karen.cordova@enron.com	email	
							Re: Utility contracts		karen.cordova@enron.com	email	
		confidential				0	Futures Contracts currently traded:		tana.jones@enron.com	email	
							Futures Contracts currently traded:		tana.jones@enron.com	email	
							Re: Revised Ingleside-EPMI contra		christopher.smith@enron.cc	email	
		Must have at least one of these keywords					Re: Gas Contracts		sheila.tweed@enron.com	email	
		agree*					Re: Gas Contracts		sheila.tweed@enron.com	email	
	guarantee* NEAR,5 contract					Re: Revised Ingleside-EPMI contra		genia.fitzgerald@enron.com	email		
						Re: Revised Ingleside-EPMI contra		genia.fitzgerald@enron.com	email		
		Must not have any of these keywords					Sofregaz Contract		rusty.belflower@enron.com;	email	
							Sofregaz Contract		rusty.belflower@enron.com;	email	
							June meeting of Contract Standar		mark.taylor@enron.com	email	
		Automatically include	itame with tax	t extraction failures			Re: June meeting of Contract Stan		contract@ls.eei.org.com	email	
		The second s	nema muntes	CALIFORNIA INTOICE			Re: June meeting of Contract Stan		contract@ls.eei.org.com	email	
		Where to Search					ECT and HPLR contracts not to be		brenda.herod@enron.com; r	email	
		Subject		🖂 Body			Re: ECT and HPLR contracts not t		barbara.gray@enron.com	email	

Powerful retrieval & export tools to save valuable time & money



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

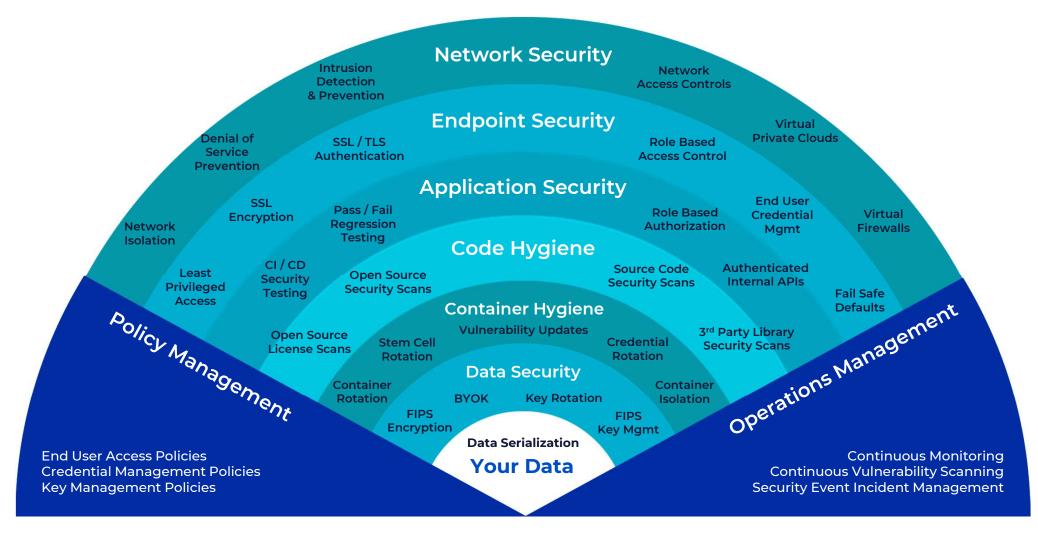






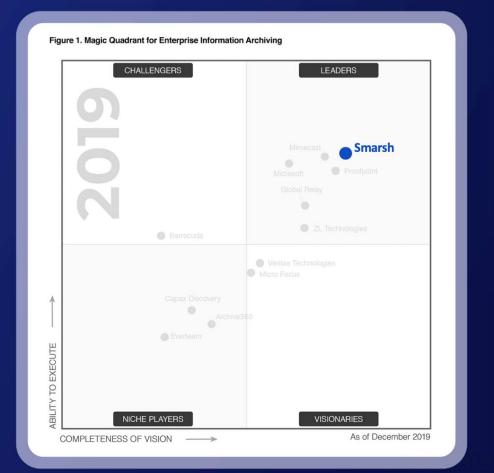
EXAMPRIST PARCHINE PARCHINE

Top-grade security to ensure you're protected



Leading through innovation to enable your business

2019 Gartner Magic Quadrant for Enterprise Information Archiving





ROI for all your key stakeholders



Legal		\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	
Compliance	\checkmark	\checkmark	\checkmark			\checkmark	\checkmark	\checkmark
ІТ		\checkmark			\checkmark		\checkmark	\checkmark
Security			\checkmark				\checkmark	
Finance		\checkmark		\checkmark	\checkmark		\checkmark	

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

Trusted by your peers and 6,500+ enterprises globally



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Thank you

For more information please visit our website

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