



Strategies and Best Practices for Cost Effective Electronic Discovery

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2003 EDD Market Study

Vendor	Hourly Rates	Per Page Conversion & Data Extraction	Per Drive
A	\$100-\$250	\$0.12-\$0.20	
B		<\$0.25	
C	\$250-\$400		
D	\$125-\$825		\$1,500-\$2,000
E		\$.10-\$0.30	

Sample Vendor Charges

Task	Units	# of Units	Labor Hours	Machin e Hours	Hourly Cost	Total Costs
Catalog backup tape contents	Tape	1	1	2-4	\$150	\$150
Restore backup data to hard drive	Tape	1	1	4	\$150	\$150
Capture evidentiary hard drive image	Drive	1	2	2-10	\$500	\$1,000
Restore & analyze hard drive contents	Drive	1	8		\$350	\$2,800
Search text	Drive, tape, removable media	1	4		\$350	\$1,400
Copy data to DVD, CD or drive	Drive, tape, removable media	1	4		\$125	\$500
Load files to litigation support system	Files	10,000	2		\$250	\$500

Example – My Hard Drive

Pages 9,000,000

Capture evidentiary hard drive image \$1,000

Restore & analyze hard drive contents \$2,800

Search text \$1,400

Total \$5,200

\$/page \$0.0006

Who Pays?

Requesting Party

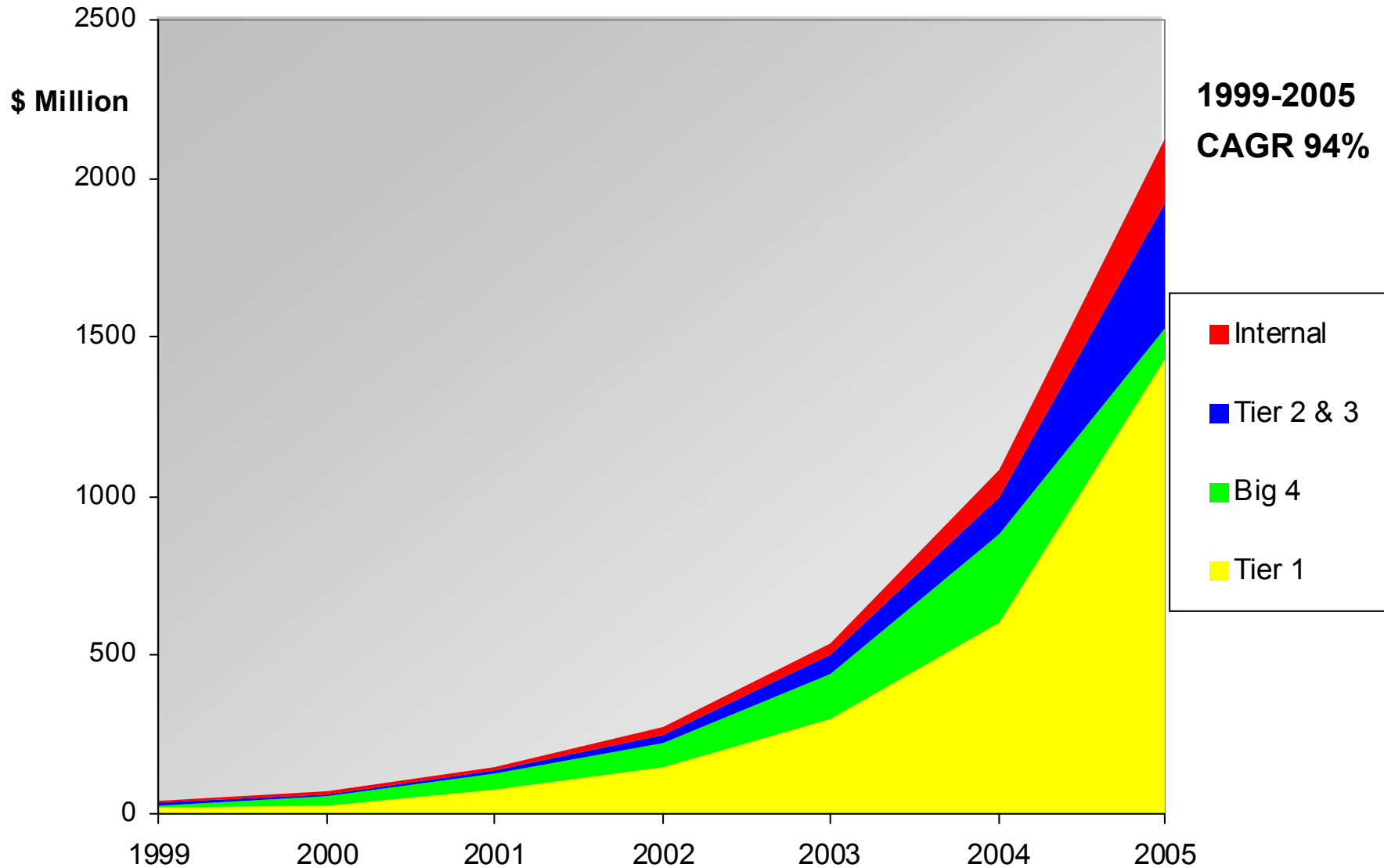
Responding Party

broad	Specificity of Requests	targeted
no	Likelihood of a Successful Search	yes
yes	Available From Other Sources	no
emergency / oversight	Purposes of Retention	for current use
none	Benefits to Responding Party	business / litigation
substantial costs	Total Costs	low costs
requesting party	Who Can Control Costs Best	responding party
requesting party	Who Can Most Easily Pay	responding party

Rowe Entertainment, 205 F.R.D. 421 (SDNY 2002), aff'd 53 Fed. R. Serv. 3d (Callaghan) 296 (SDNY 2002)

Survey

Total Addressable Market



Market Leaders: Composite Ranking

