CloudNine Solution Brief

Today's ACEDS-hosted, CloudNine sponsored Solution Brief will cover:

- Speakers
- Four Generations of eDiscovery
- CloudNine: A Fourth Generation eDiscovery Solution
- Considering Data and Legal Discovery
- A Demonstration of Data Discovery with Heureka Software
- A Demonstration of Legal Discovery with CloudNine

"CloudNine routinely impresses me with their superior customer service and automated tools that just work."
Ryan Mason, Cyber Incident Response Analyst, National Oilwell Varco

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CloudNine Today's Presenters

Doug Austin

Doug Austin is the Vice President of Professional Services for CloudNine. Doug manages professional services consulting projects for CloudNine clients. Overall, Doug has over 25 years of experience providing legal technology consulting, technical project management and software development services to numerous commercial and government clients. Doug is also the editor of the CloudNine sponsored e-Discovery Daily blog.
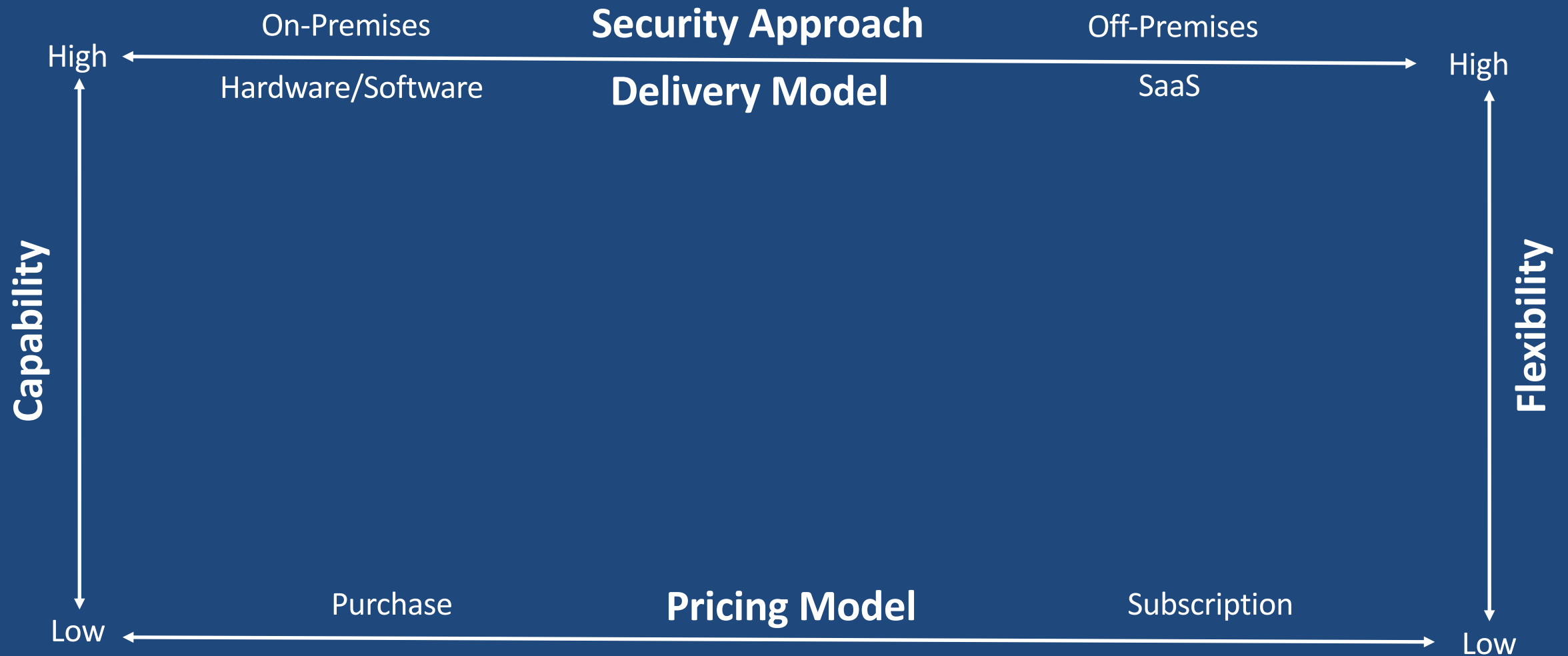
Ron Copfer

Ron Copfer, Founder and Chairman of the Board of Heureka Software, is a pioneer and veteran of the new economy and a serial entrepreneur. Ron has founded or co-founded 15 technology firms in his career. Ron's vision and commitment to developing and marketing disruptive innovation ensures that Heureka is at the forefront of a constantly evolving industry.
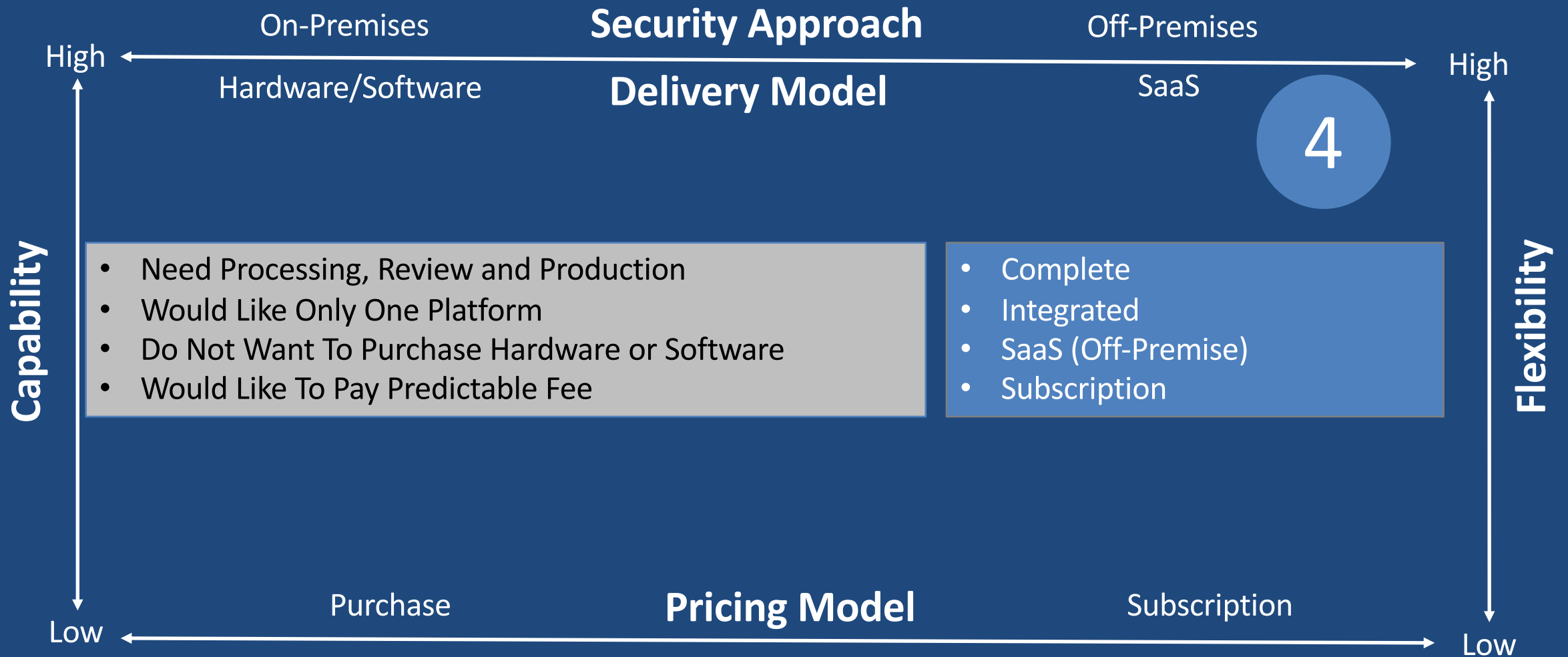
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eDiscovery A Generational View

Automation →

↑ Acceptance

4
- Designed for eDiscovery
- Designed for Task Integration
- **Designed for Task Automation**

3
- Designed for eDiscovery
- **Designed for Task Integration**
- No Task Automation

2
- **Designed for eDiscovery**
- Adapted for Task Integration
- No Task Automation

1
- **Adapted for eDiscovery**
- No Task Integration
- No Task Automation

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eDiscovery A Comparative Approach

On-Premises **Security Approach** Off-Premises

High ←——————————————————————————————→ High

Hardware/Software **Delivery Model** SaaS

Capability

Flexibility

Purchase **Pricing Model** Subscription

Low ←——————————————————————————————→ Low

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eDiscovery An Example

Security Approach

On-Premises — Off-Premises

Delivery Model

Hardware/Software — SaaS

High — High

4

Capability

• Need Processing, Review and Production • Would Like Only One Platform • Do Not Want To Purchase Hardware or Software • Would Like To Pay Predictable Fee	• Complete • Integrated • SaaS (Off-Premise) • Subscription

Flexibility

Pricing Model

Purchase — Subscription

Low — Low

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CloudNine What We Do

CloudNine empowers legal, information technology, and business professionals with **eDiscovery automation software** and **professional services** that simplify litigation, investigations, and audits for law firms and corporations.

SPEED
Fastest eDiscovery automation initiation and access available

SIMPLICITY
Fewest management and technology Integration points.

SECURITY
Most Secure SaaS implementation with a private protected cloud.

SERVICES
Automation provider with a full professional services portfolio.

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CloudNine Where We Are Recognized

Gartner Market Guide * 451 Insight Report * Blue Hill Research Modern eDiscovery Platforms
KM World Legal Applications * Inside Counsel Better Search Solutions * ACEDS EDNA Solutions
Corporate Counsel Second Leading Online Review Platform * Above The Law Conversation with Brad Jenkins
New York Law Journal Leading Processing, Predictive Coding, and Managed Service Solution
Texas Lawyer Best Of Texas Leading End-to-End Discovery Solutions - Masters Conference eDiscovery Automation Leadership

CloudNine Problems We Solve

We help you address the top challenges in managing eDiscovery requests that include:
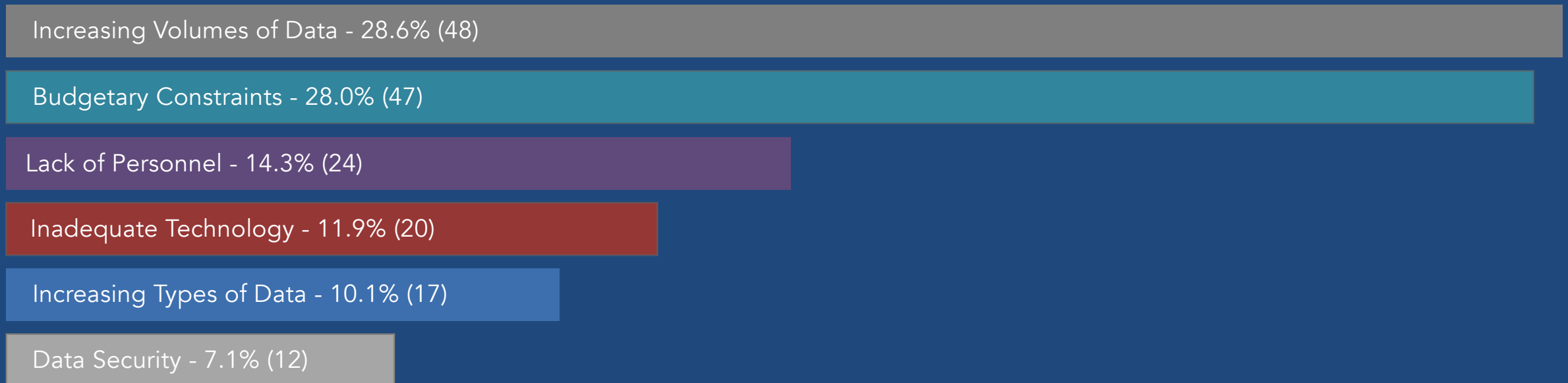
- Increasing Volumes of Data - 28.6% (48)
- Budgetary Constraints - 28.0% (47)
- Lack of Personnel - 14.3% (24)
- Inadequate Technology - 11.9% (20)
- Increasing Types of Data - 10.1% (17)
- Data Security - 7.1% (12)

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CloudNine Reasons For Problems

The top challenges are interesting to legal and business professionals because:

- The volume of data is continuing to increase.
- Earlier generations of software have reached their limits.
- Departments are charged with doing more with less.
- Organizations need to be able to better predict spend.
- Concern for security in eDiscovery remains high.

"**Their review platform, CloudNine, is robust, easy to use and ideal for a firm like ours where we don't have to buy and support the software.**" Katherine Gonyea, Senior Associate, Dow Golub Remels & Beverly
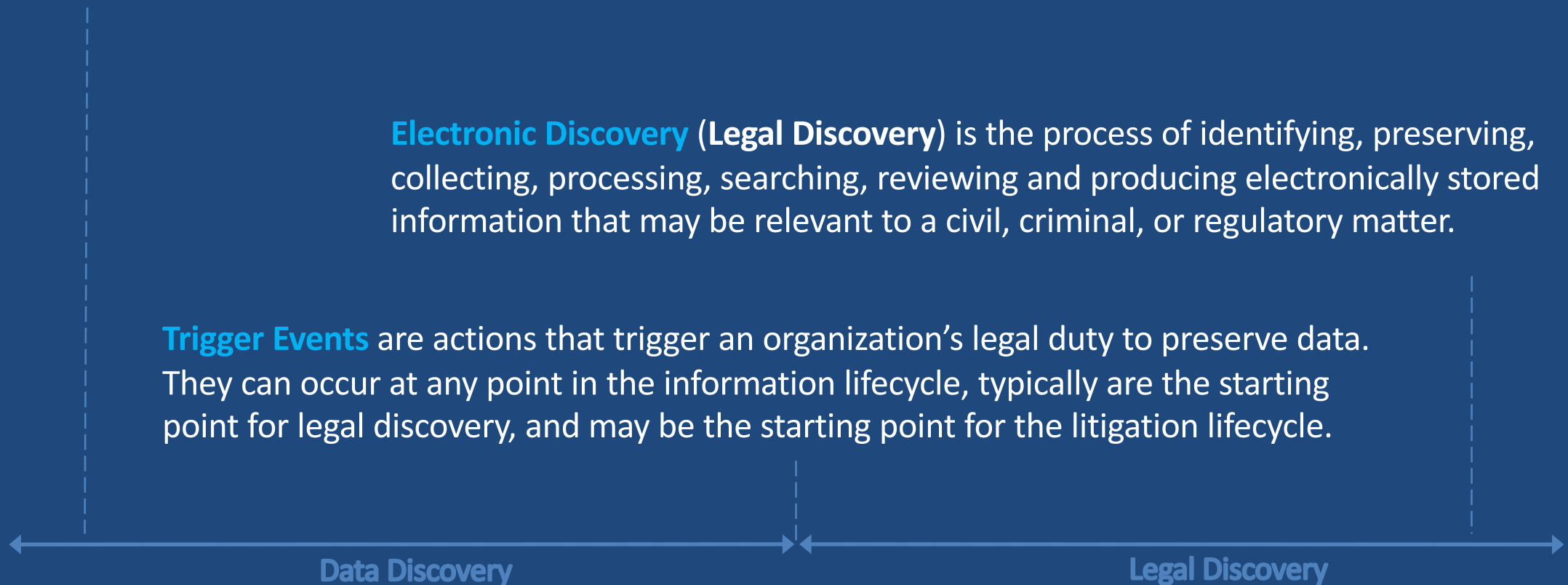
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CloudNine Discovery Definitions

Data Discovery is the exploration of patterns and trends within unstructured data with the objective of uncovering insight and driving action.

Electronic Discovery (**Legal Discovery**) is the process of identifying, preserving, collecting, processing, searching, reviewing and producing electronically stored information that may be relevant to a civil, criminal, or regulatory matter.
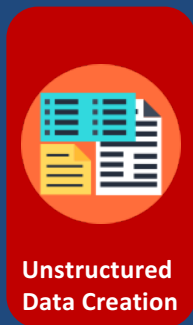
Trigger Events are actions that trigger an organization's legal duty to preserve data. They can occur at any point in the information lifecycle, typically are the starting point for legal discovery, and may be the starting point for the litigation lifecycle.

Data Discovery

Legal Discovery

CloudNine Discovery Topology

| Unstructured Data Creation | Endpoint Interrogation | Endpoint Indexing | Command Console Management | Index Searching | Preservation and Collection | Preserved File Ingestion | File Processing | Document Review | Document Production | Defensible Disposition |

Data Discovery (On-Premise/SaaS)

Legal Discovery (SaaS)

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How CloudNine Discovery Works

Unstructured Data is content that does not conform to a specific, pre-defined data model. It tends to be the human-generated and people-oriented content that does not fit neatly into database tables.

Unstructured Data Creation

Data Discovery

Legal Discovery

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How CloudNine Discovery Works

Data Discovery powered by Heureka interrogates and analyzes unstructured data, in-place, from any location over any connection. The interrogation occurs at organizational endpoints to include laptops, desktops, servers, and file shares.

Unstructured Data Creation

Endpoint Interrogation

Data Discovery

Legal Discovery

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How CloudNine Discovery Works

Full Text and Metadata Indexing occurs on each endpoint and the indexes are updated regularly and stored in place on each endpoint.

Unstructured Data Creation

Endpoint Interrogation

Endpoint Indexing

Data Discovery

Legal Discovery

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How CloudNine Discovery Works

Indexed information is managed systematically at the Data Discovery Command Console. The Command Console then allows administrators to **search** across all endpoint indexes simultaneously for keywords, metadata, and patterns.

Unstructured Data Creation

Endpoint Interrogation

Endpoint Indexing

Command Console Management

Data Discovery

Legal Discovery

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How CloudNine Discovery Works

Searches executed from the Command Console are returned for analysis.

Unstructured Data Creation

Endpoint Interrogation

Endpoint Indexing

Command Console Management

Index Searching

Data Discovery

Legal Discovery

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How CloudNine Discovery Works

Based on analysis and decision criteria, files can be **preserved**, and, as required, **collected**.

Unstructured Data Creation

Endpoint Interrogation

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Preservation and Collection

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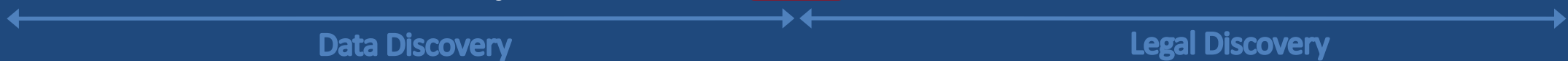
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How CloudNine Discovery Works

Ingestion and **processing** automation allow users to upload data into a secure online repository in a private and protected cloud environment and have that data automatically converted into a usable format for review.

Unstructured Data Creation	Endpoint Interrogation	Endpoint Indexing	Command Console Management	Index Searching	Preservation and Collection	File Ingestion	File Processing

Data Discovery | **Legal Discovery**
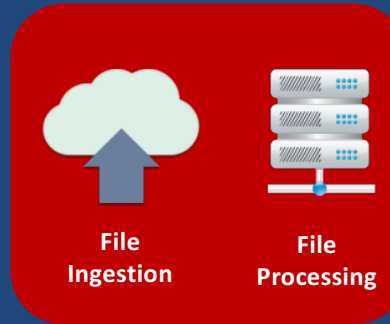
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How CloudNine Discovery Works

Review automation allows users to utilize advanced analytics and technology-assisted review to assess, review, and analyze data.

Unstructured Data Creation

Endpoint Interrogation

Endpoint Indexing

Command Console Management

Index Searching

Preservation and Collection

Preserved File Ingestion

File Processing

Document Review

Data Discovery

Legal Discovery

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