

# eDiscovery **cost savings** guide

Eliminate data collection costs and reduce eDiscovery spend by over 30%

# Introduction

As more businesses start adopting cloud and mobile technology, IT and legal teams struggle to execute eDiscovery requests quickly and effectively. Traditional data backup and eDiscovery implementations are complex and reactive, complicating eDiscovery requests which are often disrupted by chaotic, time-consuming, and expensive processes.

Organizations like yours often look for third-party legal assistance to process eDiscovery requests. But whether the volume of legal suits your organization faces is low, or if you're dealing with multiple lawsuits at once, your eDiscovery costs alone could cost you millions of dollars.

As you're working with third-party legal firms, it's important to consider the total eDiscovery costs, impact, and how a cloud data protection solution like Druva can help at just a fraction of forensic data collection costs, while ensuring your data is always on, always safe.

## Did you know?

According to Complex Discovery, corporations spent \$11 billion annually on eDiscovery related products and services in 2019. These purchases are expected to increase to \$18 billion by 2023. Complex Discovery estimates relative eDiscovery expenditure to be 12% data collection, 19% processing, and 69% review.<sup>1</sup>

---

<sup>1</sup>Complex Discovery, "An eDiscovery Market Size Mashup: 2018-2023 Worldwide Software and Services Overview," 2018

# The challenge: collecting ESI via traditional eDiscovery

Electronically stored information (ESI) plays a key factor in your eDiscovery costs – and most eDiscovery tools and third-party firms charge by the volume of data. Unfortunately, organizations often overlook implementing a proper data collection strategy, resulting in collecting ESI after an eDiscovery request is received. To make matters worse, organizations end up over collecting data, causing productivity disruptions and unnecessary time spent on review and processing that data.

## Relative size of data through traditional eDiscovery



## The reality:

- Collecting ESI via traditional eDiscovery requires extra cost, time, and effort.
- Spending on collection-related software and services is estimated to constitute approximately 13% (1.65B) of worldwide eDiscovery software and services spending in 2020.<sup>2</sup>
- The percentage of spending for the eDiscovery task of collection is estimated to increase to approximately 17% of overall eDiscovery spending by 2024, with that spend estimated to reach \$3.51B in 2024.<sup>3</sup>

<sup>2</sup>Complex Discovery, "A 2020 Look at eDiscovery Collection: Task, Spend, and Cost Data Points," 2020

<sup>3</sup>Complex Discovery, "A 2020 Look at eDiscovery Collection: Task, Spend, and Cost Data Points," 2020

# What to expect when hiring a **third-party legal firm**

Businesses often choose to hire a third-party firm if they have a low volume of legal suits within their organization, or lack in-house expertise for legal eDiscovery. But, the outcome might be more expensive than initially anticipated. Here's what a cost breakdown would look like.



## Based on Druva's research:

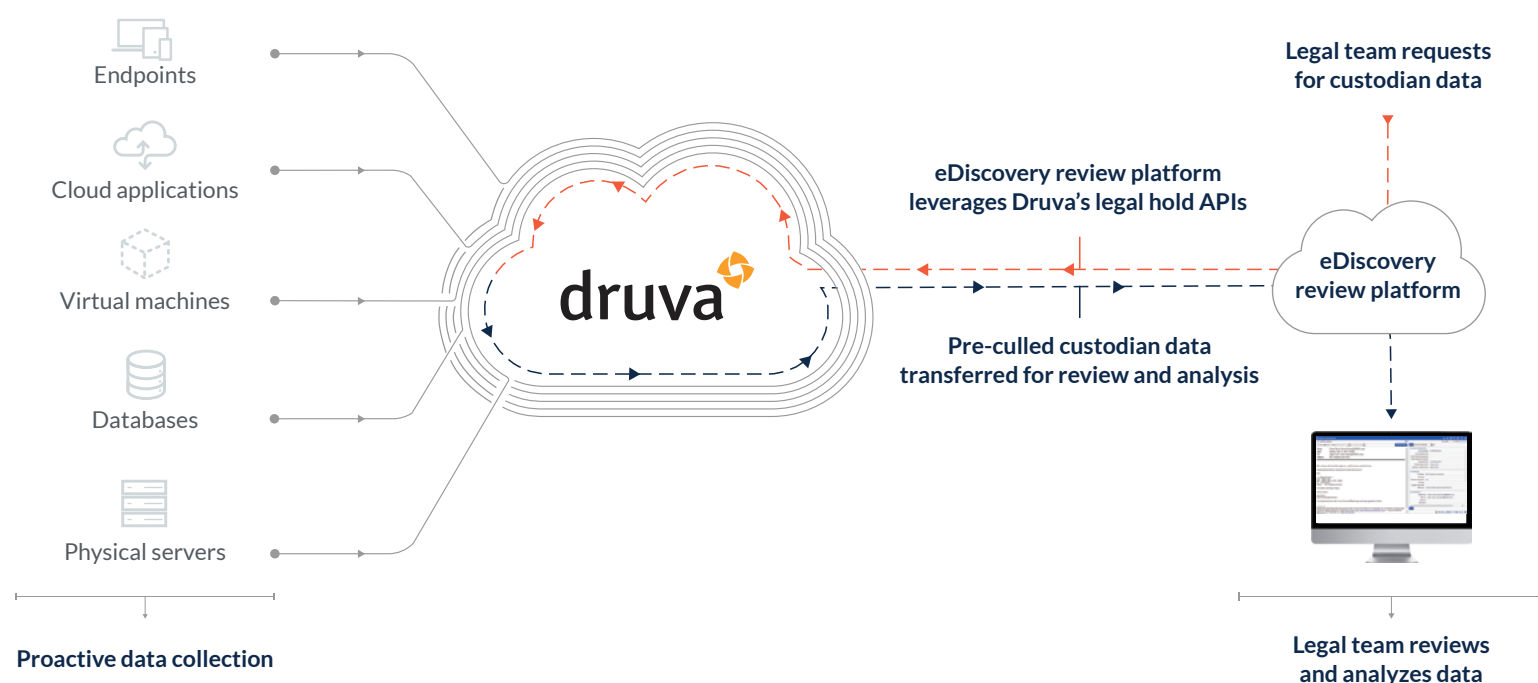
- If you decide to hire a third-party firm, you can expect collection (\$600 per data source) and hosting (\$12 per GB) **costs to be upwards of \$70,000**. The next step is to dedupe your data before processing, which could potentially bring down your data to 480 GB. This would roughly translate to **\$70,000 and \$480,000** in processing and review costs respectively bringing your **total eDiscovery costs to \$700,000** or \$850 per GB.<sup>4</sup>

<sup>4</sup>Based on an example/scenario of a lawsuit that involves 10 employees each having 80 GB of ESI data stored on endpoints, email, and cloud storage drives of which 8 GB is finally produced.

# How to solve your ESI collection challenges

If you've hired a third-party legal firm, it's not a surprise that your organization might be struggling with the total cost outcome. Specifically when it comes to ESI collection and total eDiscovery costs, you should try a different approach to overcome your challenges.

By partnering with a SaaS data protection leader like [Druva](#), you'll not only get data protection across data center, cloud, and endpoint workloads, but you can also improve your eDiscovery process and minimize costs.



## Here's how:

- With Druva, you'll get a single source of truth for enterprise data – and completely eliminate the time, effort and cost involved in collecting ESI from multiple data silos.
- Through Druva, data is being collected on a continuous basis from your employee's [endpoints, O365, G Suite, and Slack](#) accounts.
- Since this data is already being collected for [backup and recovery](#), in the event of a lawsuit, employee data on Druva Cloud can be put on legal hold in a single click.
- Employee data is preserved and can be made available in a forensically admissible manner.
- Data [collection and preservation](#) are completely silent which means there is no loss of productivity.

# Customizable data collection and culling

Druva's eDiscovery enables you to collect only the data that is relevant to the case. You can cull the data down further by accessing data from a specific investigation time window. This ensures the data set you collect is not only complete and forensically admissible, but also ensures that only relevant data is presented downstream for processing and review steps.

Relative size of data through Druva eDiscovery process



## Tips:

- You no longer have to deal with 100s of GBs of data while managing your eDiscovery requests.
- Druva has customizable collection criteria which includes mime types, file extensions, and folder paths.
- Druva reduces data collection sizes presented for processing and review by one third – thus drastically reducing overall eDiscovery spending by over 30%.

# How your peers have **reduced eDiscovery costs**

Other businesses like yours chose Druva to minimize total eDiscovery cost savings and eliminate data collection spend. Here are examples of what the customer results looked like:



- A 95% reduction in eDiscovery data collection time
- Fully automated legal hold and data retention workflow without involving custodians
- Seamlessly drove an accelerated eDiscovery workflow in the cloud



- Enabled proactive data collection and preservation across endpoints and cloud applications, resolving legal hold or eDiscovery issues.
- Unified Office 365 backups into a single data pool that simplifies search, eDiscovery, and legal holds.
- 25% overall operational savings by eliminating costs for hardware, licenses, and renewals.

# How can I save over 30%?

The reality is that most organizations often overlook planning for ESI collection and eDiscovery processes and continue to leverage traditional methods. But, choosing to go down this path, can only do more harm than good to your organization. As you start planning and considering your next steps, think about how you can truly accelerate data collection and reduce overall eDiscovery costs.

## Bottom line:

When hiring a third-party firm, and partnering with Druva, you can expect to eliminate **eDiscovery data collection costs and reduce total eDiscovery costs by 30%**. You're looking at a grand total of **\$500K** vs. \$700K, and **\$600 per GB** vs. \$850 per GB.

**Reduce eDiscovery data collection sizes and costs with Druva**  
[druva.com/ediscovery](https://druva.com/ediscovery)



Find Druva in AWS Marketplace

Get Started



Sales: +1 888-248-4976 | [sales@druva.com](mailto:sales@druva.com)

Americas: +1 888-248-4976

Japan: +81-3-6890-8667

Europe: +44 (0) 20-3750-9440

Singapore: +65 3158-4985

India: +91 (0) 20 6726-3300

Australia: +61 1300-312-729

Druva™ delivers data protection and management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted worldwide by over 4,000 companies at the forefront of embracing cloud. Druva is a privately held company headquartered in Sunnyvale, California and is funded by Sequoia Capital, Tenaya Capital, Riverwood Capital, Viking Global Investors, and Nexus Partners. Visit [Druva](https://druva.com) and follow us [@druvainc](https://twitter.com/druvainc).