**Intella®**
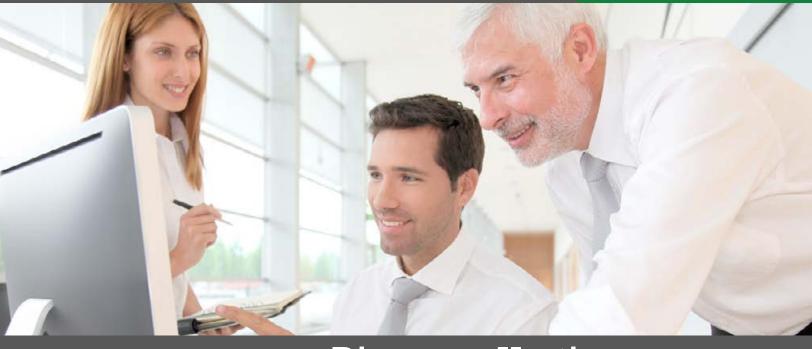
The future of Forensic Search technology



# Cost Effective **e-Discovery Hosting** with **Intella® Connect**

## Outsourced e-Discovery: The Client's Perspective

Law firms prefer to outsource sections of a case if there are insufficient in-house resources to promptly resolve it. By working with a trusted outsource firm who can look after the technical tasks associated with e-discovery, such as:

- Identification and collection
- Irrelevant data culling
- Data conversion
- Data troubleshooting

Law firms can reclaim hours of precious time for other critical tasks before ultimately reviewing data that is already culled, processed and exported.

## Outsourced e-Discovery: The Consultant's Perspective

For digital forensic and e-discovery consultants, offering to host and supply the e-discovery review platform is a value-added service quickly growing towards a must-have service offering. Benefits of adding e-discovery hosting services to the consulting firm include:

- Increasing customer loyalty;
- Establishing an additional revenue stream;
- Providing opportunities to offer additional services to existing customer engagements.

With the larger consultancy firms quick to act and profit from this potentially lucrative business model, the ones left behind are beginning to see they stand to lose not only unrealised revenue but customers themselves, unless they start to offer these same services today.

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## Why is Outsourced e-Discovery Unviable for So Many Consultants?

There are two substantial reasons why so many forensic consultants have not been able to offer this highly demanded service to customers by now:

- **TIME** – The time required to learn the product themselves and train their clients
- **MONEY** – The prohibitive cost (Upwards of $100,000 for basic software, with many large firms creating multi-million dollar "data centers" to achieve this.)

## How To Make Outsourced e-Discovery Hosting Feasible

Intella® Connect is a web-based review platform making it easy for consulting firms to offer an extra level of service on current Forensics and e-Discovery engagements.

Unlike alternative products costing hundreds of thousands of dollars to incorporate into an outsourced service model, Intella® is a fully featured solution available at a tenth of the price. Additionally, Intella is extremely user friendly and easy for your clients to learn, requiring minimal training for you and new users to become proficient.

## Cost Recovery for Intella® Connect

The following is a conservative costing for hosting a small to medium sized case using Intella® Connect. It does not include data collection or any analyst fees you would have already charged.

|   | Task | Billed | Amount | Fee |
|---|------|--------|--------|-----|
| 1 | Case Setup | One off | $2000 | $2000 |
| 2 | Reviewers | $500  per month | $500 x 6 months | $3000 |
| 3 | Load file creation | $250 per hour | $250 x 10 hours | $2500 |
|   |  |  |  | **$7500** |

Being able to offer this service ensures that you don't miss out on the collection or forensic analysis parts of the engagement. It also offers the added benefit of building loyalty for your business, and provides opportunity to offer further services that only become available through hosting the case in this way. Those services include:

- Consulting based on time and materials;
- Search consulting;
- Adding extra data to the case;
- Creating load files from the collect data;
- Detailed forensic reports on the data identified by the customer as pertinent.

Using Intella® Connect as the backbone for this model facilitates secure remote access to your server and will enable your client to use Internet Explorer, Firefox or Chrome browsers without any setup requirements at their site. The solution is simple to implement and easy for clients to use.

Undertaking three to four small engagements a year like the one above will fully recoup the expenditure in Intella® Connect and begins to transform what was originally a cost item into a profit center for your company.