



Iron Mountain eVantage™

# LAW FIRM USES IRON MOUNTAIN® eVANTAGE™ IN STRATEGIC APPROACH TO REDUCING EDISCOVERY COSTS AND IMPROVING EFFICIENCIES

## CASE HIGHLIGHTS

Haynes and Boone identified a number of significant benefits of using Iron Mountain eVantage as a standard platform for the intake and initial review of client data:

- Significant reduction in client costs because the data set can be efficiently narrowed before processing for substantive review
- Less burden on the client’s internal IT resources
- Attorneys are more efficient in conducting initial review because eVantage provides the ability to quickly narrow the universe of potentially responsive data
- A “quick look” into client data provides early validation of collection protocols and a defensible position for any later discovery challenges

## THE CLIENT

The law firm Haynes and Boone, LLP employs sophisticated technologies to facilitate collaboration among its 12 offices for the benefit of its corporate clients around the world. In 2009, Haynes and Boone sought an innovative approach to eDiscovery that could be applied across all matters handled by the firm. Having worked with Stratify for a number of years and finding the Stratify Legal Discovery® service to be a valuable platform for hosted document review, the firm contacted Stratify to discuss a new approach to early data analysis and culling of client data as a cost saving measure for its clients. As a solution, Haynes and Boone is employing Iron Mountain eVantage™ as a tool that can provide cost savings for the firm’s clients while giving the firm’s attorneys a strategic advantage in managing eDiscovery costs more efficiently in all client matters.

## THE CHALLENGE

With the explosion of electronic information in the past decade, corporate clients and their attorneys are faced with new challenges related to the volume and complexity of data involved in legal matters. As eDiscovery is now a routine component of most legal matters, law firms are implementing varied approaches for managing the large data volumes that must be gathered, assimilated, culled and sorted, and eventually sent to the case team for substantive legal review.

The Automated Legal Services team at Haynes and Boone evaluated its processes for the intake of data from clients, and identified two common challenges they wanted to address: (1) clients unintentionally sending duplicate copies of the same data, and (2) clients sometimes consciously choosing to simply copy and send large volumes of data—such as an entire email box or image of a custodian’s hard drive—because it is more efficient than asking the company’s IT team to try to sort out what the legal team needs. Either of these situations can

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“We’re using Iron Mountain eVantage as a platform for the initial review of all client data at the firm now, but eVantage can also be installed on-premises by our corporate clients to facilitate a pre-review of their data. Particularly for large companies involved in serial litigation, the cost benefits of filtering a data set before sending it to their law firm can be significant.”

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**THOMAS WISINSKI,**  
**CHIEF KNOWLEDGE OFFICER,**  
**HAYNES AND BOONE LLP**

lead to unnecessary costs, with large volumes of data to be processed by third-party vendors before being narrowed to the data set appropriate for substantive review.

#### **THE RESPONSE**

Working with the team at Stratify, Haynes and Boone developed a process around using eVantage as a firm-wide platform for the intake and culling of client data. The firm has implemented the eVantage solution on-premises to provide case teams with direct access to rapid de-duping, culling and filtering, and sophisticated data analytics. The firm has achieved measurable improvements in its approach to managing client data in discovery.

**Cost Savings & Reduced Burden on the Client** – The firm is now implementing the eVantage solution as a “first stop” for all incoming client data. Because Iron Mountain eVantage enables case teams to apply intelligent filtering as an alternative to processing and uploading an entire data set for hosted review, the firm is able to evaluate large volumes of client data at costs significantly lower than typical per GB processing fees of other competing products. As a result, the firm’s clients will know that Haynes and Boone uses the eVantage platform for cost-effective culling and sorting, and should be comfortable sending broader data sets because they can rely on the firm to narrow the data set before proceeding to full processing and substantive review.

**Strategic Advantages** – This approach provides the firm with a fast, reliable method for ingesting raw data and displaying it in a useful way for the firm’s attorneys within hours of receipt from the client. With the eVantage solution, the firm no longer has to wait for days while data is fully processed by a vendor before having an opportunity to take a first look at the documents. This can be a particularly important advantage in responding to regulatory inquiries or time-sensitive motions. As an added benefit, the entire set of potentially relevant client data is already at the firm if the scope of the document request suddenly changes—as can happen in government investigations or regulatory matters—or if new issues are identified as a case progresses.

The approach adopted by Haynes and Boone also minimizes risk to the firm’s clients because there are many different ways to view the data. Instead of beginning a proj-

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## **EFFICIENT AND COST-EFFECTIVE REVIEW OF CLIENT DATA**

**Sample Case:** A client sent 15 .PST files for 15 custodians, resulting in an initial data set of 48 GB. With a traditional approach, the entire 48 GB would have been processed at typical per-GB charges ranging from \$500—\$1,000 per GB.

**Iron Mountain eVantage at Work:** With the eVantage solution, the firm was able to upload the data set within a few hours while the review team evaluated relevant keywords and date ranges. After about 15 minutes of training, the legal team began the initial review of

the data to identify the sub-set to be transitioned for substantive review. Within hours, the data set was culled from 48 GB to 8 GB, a reduction of more than 83% in the size of the data set processed for further review.

ect with a nearly blind data collection based solely on keywords and custodians, a broader data set can be sorted, viewed by date range or custodian, searched by keywords, or organized in concept-based folders. This enables the legal team to begin to understand the data set much earlier, apply substantive review assignments more precisely, and even “pre-tag” documents requiring heightened attention.

**Defensible Approach** – Implementing Iron Mountain eVantage as a data culling tool also provides a more defensible approach than traditional keyword searches because the data set is not reduced with a list of words arbitrarily developed at the beginning of a matter when issues are not yet fully developed. Once the data is filtered in the eVantage solution, the complete set of ESI and the associated logging history can be archived at the firm and is readily available if a challenge arises. If new concepts or fact patterns come to light, the firm can review the original data set to determine if additional documents are responsive. This work can be performed as a case evolves, with no additional burden to the firm’s client.

**Seamless Transition to Hosted Review** – With Iron Mountain eVantage serving as a consistent platform for data culling across all matters, the firm can efficiently transition to the Stratify Legal Discovery® service as a matter grows, or when a reduced data set is ready for comprehensive review in a robust, hosted platform. Because the eVantage solution also enables the firm to perform some of the work typically required in the data processing phase—such as identifying and opening password-protected files or filtering exception files—the final data set subject to processing charges is “cleaner” and smaller, and therefore less costly for the client.

### THE RESULT

As the law surrounding the practice of eDiscovery has evolved, so too must the methods employed for efficiently and effectively collecting, organizing and reviewing corporate data. Today, savvy law firms like Haynes and Boone are using advanced technologies like Iron Mountain eVantage to reduce costs for their clients while enabling case teams to complete document review faster, more effectively and at a lower cost than possible with traditional eDiscovery methods.

For additional information about Iron Mountain eVantage, please call 866-400-8484 or send an email to [sales@stratify.com](mailto:sales@stratify.com).



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