

# Founding Story

As AmLaw litigators in the late 1990s and early 2000s, we spent hundreds of hours traveling to warehouses and corporate conference rooms hand-coding documents with sticky notes, maintaining families with binder clips, and marking documents with a physical Bates stamp.

We had a front row seat as “discovery” became “eDiscovery,” and our matters increasingly involved massive volumes of electronic data. Major milestones included leveraging our discovery prowess into notable wins in securities, product liability, and toxic tort litigation, as well as international discovery projects for a highly public medical device litigation.

One theme we saw repeatedly was eDiscovery vendors who had technological sophistication but little understanding of the economics of litigation or the dynamics between corporate clients and outside counsel. Add in complex pricing models and poor response times and the tables are set for frustration.

In 2015, we founded Proteus Discovery Group to provide our litigation peers and corporate clients with defensible, affordable eDiscovery results. Since then, our growth has come almost exclusively from referrals, and clients include AmLaw 100 firms, litigation boutiques, Fortune 500 corporations, national nonprofits, and state and local government agencies.

We have come a long way from our days as associates going through bankers boxes in warehouses, and we’re proud that our blend of legal acumen, project management, and technology continue to drive positive outcomes for our clients.

- Ray Biederman, Hamish Cohen, Sean Burke, Jon Mattingly



# Company Profile

**Founded:** 2015

**Headquarters:** Indianapolis, IN

**Founders and Directors:** 4 practicing litigators with 60+ combined years of AmLaw 100 experience

**Client Services Team:**

- 5 attorneys, average eDiscovery tenure of 11 years
- 6 technologists, average eDiscovery tenure of 19 years

**Clients:**

- Law firms
- Corporate legal teams & national nonprofits
- State and local government agencies

**Financial Strength:**

- No outside investors
- No debt
- CAGR 50%+ since founding



# What We Do: ESI Solutions in Legal Proceedings

## **Data Collections.**

- Mobile phones, tablets, laptops, collaboration tools, cloud storage locations, social media, servers, legacy data and more.
  - Device imaging or targeted collections.
  - Remote or on-site.
  - We offer encrypted hard drives, detailed chains of custody, documented acquisition workflows, and enhanced collection validation logs where requested or required.
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## **Data Hosting, eDiscovery Software and Services.**

- Host your matter in RelativityOne or Reveal.
  - Mitigate downstream hosting and review costs by utilizing Early Case Assessment workflows to cull unresponsive data.
  - Elevated permissions customized for your stakeholders' skill set and preferences.
  - Processing, productions, and project management support available in our hosted instances or your direct software licenses.
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## **Managed Document Review.**

- All reviewers are US-based and licensed attorneys.
  - Reduce spend by utilizing industry-leading AI and machine learning workflows.
  - Available for matters hosted in our environments or for projects hosted elsewhere.
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## **Consulting.**

- Legal hold administration.
  - 26(f) conference preparation.
  - Motions drafting and responses.
  - Expert witness services.
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# How We're Different

HOW WE'RE DIFFERENT	WHY IT MATTERS
Practicing litigators.	<ul style="list-style-type: none"><li>• We understand what you do with an eDiscovery work product, and the unique economic and client management challenges of litigators.</li><li>• We can act as eDiscovery counsel if necessary.</li></ul>
Predictable pricing.	<ul style="list-style-type: none"><li>• No user fees, burst fees, revenue commitments, or per GB pricing for processing and productions.</li><li>• Save 20-30% compared to traditional vendor pricing over the lifetime of a matter.</li></ul>
Proactive solutions.	<ul style="list-style-type: none"><li>• Dedicated account team that builds long-term relationships.</li><li>• Consultative conversations addressing defensibility, budget, and deadline management.</li></ul>

## Core Values

There are hundreds of eDiscovery providers and dozens of software platforms. Here is what you should expect when working with our team:

- **Delivery.**
  - We respond promptly, providing context and detail.
  - We deliver results, not excuses.
  - We deliver a premium experience.
- **Commitment.**
  - We enjoy the peaks and expect the valleys.
  - Success is rented; rent is due daily.
- **Sincerity.**
  - Our culture and reputation depend on words matching actions.
  - We are firm, fair, and friendly.
- **Adaptability.**
  - We maintain a healthy tension between process and innovation.
  - Your comfort zone will kill you.