The DISCO Cost Advantage

Lower lifetime matter costs with predictable pricing

"Using DISCO's flat-rate pricing does help predict costs. Modern-day clients are more aware of costs and want to know the costs upfront. The use of DISCO has driven down the cost of document review which is the most costly stage in any matter."

— Michelle Clifford, Shipman & Goodwin LLP

Historically, ediscovery projects are consistently over budget due to unpredictable high costs. A vendor might provide an estimate based on the initial data size, but after processing, that size can easily double or triple, resulting in unexpected high costs. As a matter matures, you'll often pay for analytics, additional user licenses, and productions, contributing to an even higher total price. Finally, complicated and slow software lengthens your case duration, resulting in total higher costs.

To solve these problems:

- DISCO doesn't charge for expanded data — price is based on the original data size before processing, lowering your overall cost and ensuring price predictability.

- DISCO has an all-inclusive pricing model which includes processing, analytics, user licenses, etc., eliminating hidden fees.

- Our early case assessment (ECA) and Vault pricing make DISCO Ediscovery the perfect solution for the entire lifecycle of your case.

- Pricing for large cases and matters that last a long time.

- The speed and ease of using DISCO Ediscovery will help your team finish reviewing documents faster and save over 30%.

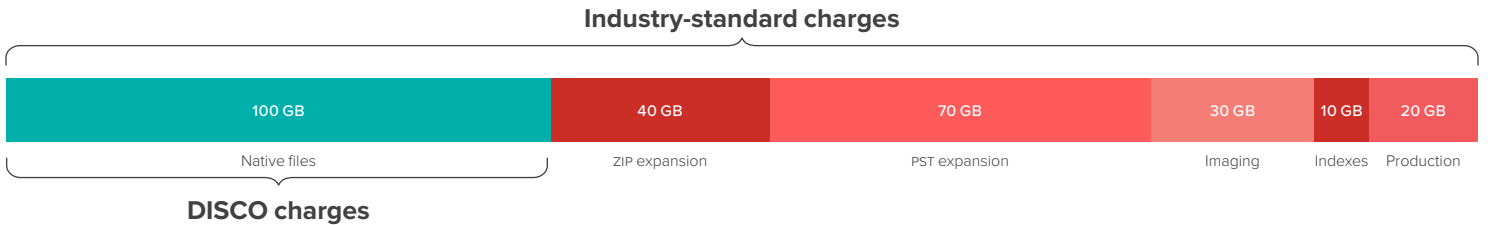DISCO takes the guesswork out of your invoice and lowers the total cost of your ediscovery project.

DISCO

Only pay for the data you upload

Traditional ediscovery providers charge based on expanded data size — not the size of the data you send them. Only after files are uncompressed, metadata is extracted, and images are created does a vendor tell you the true size of the data that you'll be billed for. Every time you create an export or produce data, the size of those files gets added on to your billable size as well. This means 100 GB of data can easily turn into 200 GB–300 GB over the lifetime of a case.

At DISCO, we eliminate this unpredictable pricing model and only charge you for the initial data uploaded — before processing. If you upload 100 GB of data, you only pay for 100 GB, regardless of anything that happens to that data downstream.

Industry-standard charges

100 GB	40 GB	70 GB	30 GB	10 GB	20 GB
Native files	ZIP expansion	PST expansion	Imaging	Indexes	Production

DISCO charges

One clear price with no one-off hidden fees

Legacy platforms offer a per-GB fee — but it only includes processing and hosting. If you need analytics to make sense of your data, you have to pay extra per GB. If you want to view your documents as images, rather than as unwieldy text files, you have to pay extra per page. And if your team grows, you have to pay additional monthly user fees.

With DISCO, our per-GB pricing includes it all: processing, imaging, OCR, advanced analytics, AI, and unlimited users. This simple pricing reduces overall costs and helps you set clear expectations for your client in advance.

	Industry Standard	DISCO
Processing	$75+/GB	No additional charge
OCR	1¢–3¢/page	No additional charge
Imaging	1¢–3¢/page	No additional charge
Analytics	$50+/GB	No additional charge
Data expansion	200%	No additional charge
Data hosting	$15+/GB/MO	No additional charge
Productions	$300+/GB	No additional charge
Users	$50+/user/MO	No additional charge

Priced to fit all matter phases, sizes, and durations

During **early case assessment (ECA)** of your ediscovery project, DISCO offers ECA pricing with extensive ECA functionality so you can strategically identify and promote the right data for review.

DISCO **Vault** introduces lower pricing to allow you to archive your data at the end of your matter or during long stays (e.g. waiting for appeal) without losing any of your work product.

For **large matters** and **long-running matters**, DISCO offers special pricing to make it more cost effective, while not losing any work product and analytics.
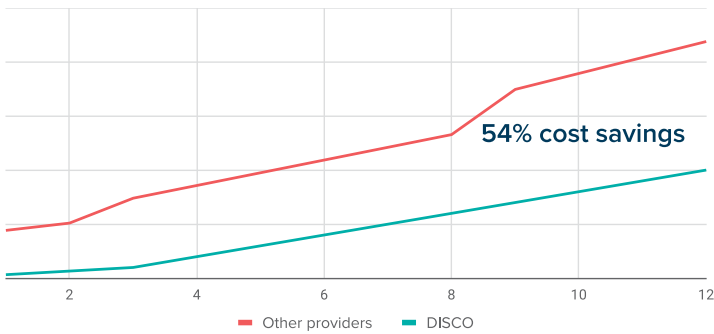
Illustrating matter cost over time

Below is a simple scenario illustrating a matter with a single ingest of 100 GB of native data (pre-expanded). 50% of the data is culled at month 3, produced at month 9, and a total duration of 12 months.

Using industry-standard pricing data, you will **save 54%** over the lifetime of the matter with DISCO Ediscovery.
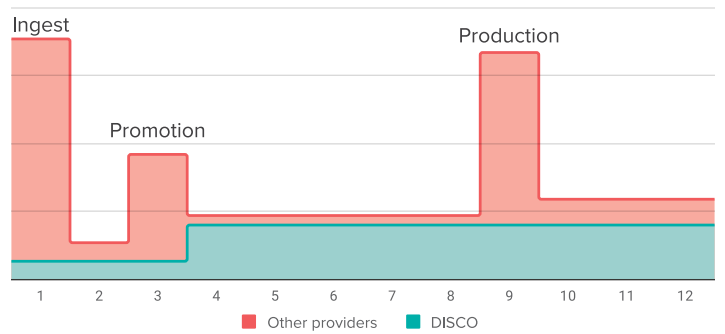
Pricing quotes from ediscovery vendors often don't disclose one-off fees (e.g. fees for processing, promotion, production, users etc.) or that you will get charged on expanded data size (2–3× original size).

Cumulative cost

Data expansion and one-off costs result in higher total cost over the lifetime of the matter.

Monthly total cost

One-off costs (processing, productions, etc.) lead to unpredict-able bills.

"DISCO's pricing model is always an advantage. It is simple, has no hidden costs, and is easy to explain to the client. DISCO's value is unmatched."

— Jason Tokoro, Miller Barondess, LLP

"I have found DISCO's simple pricing to be often more cost-effective, especially since it doesn't require costly project managers to perform tasks that the more complicated programs do."

— Monica Quay, Clark Hill LLP