



▶ THE DOUBLE-EDGED SWORD OF INFORMATION

With the proliferation of information systems, legal services—representation, administration and consultancy—have benefited from faster access to resources, internally and online. Attorneys and other legal service providers can easily generate files and folders for each matter that contain contracts, briefs, intellectual property applications, internal memos, and privileged or unprivileged correspondence, including, not the least of which, email.

However, in practice, this proliferation has led to a fragmentation of critical files and data. It's sometimes impossible for an attorney to retrieve a critical document saved in the past, or to find critical information buried in an email or a database. Information is stored everywhere, in secure and unsecured locations, in various applications, online, on the network, and riskiest of all, on individual laptops. The typical approach is to save files on one's local hard drive. But if attorneys keep files locally, there is no centralization of all documents.

Document management solutions solve part of the fragmentation problem via a "check in, check out" methodology, but this still leaves attorneys with a need to search for relevant files within the document management system. Moreover, the use of these document management systems may not be perfectly enforceable in practice. From an end user perspective, it's just another system that they have to learn how to use and search.

▶ THE X1 SOLUTION FOR LEGAL SERVICES

The X1 Solution for Legal Services puts the full power of unified, actionable and matter-centric search into the hands of your staff, enhances your information security and integrates with your critical business systems, including document management solutions.

Using X1, legal service providers can more effectively manage their work product by conducting matter-centric searches quickly and easily. Documents, data and email that are relevant to work product are available instantly. Prior client communications can be recalled—and acted on—quickly. Being able to manage matters more efficiently and productively means increased revenues.

In tandem with your security policy initiatives, X1 can encourage users to store files in your document management system or appropriate secure network locations, versus being orphaned on a desktop or laptop. Finally, X1 can be effectively integrated into Interwoven[®] WorkSite[™] or virtually any other third-party system in a cost effective manner, which means fast ROI for you and your clients.

▶ FEATURES AND BENEFITS

The X1 Solution for Legal Services includes the following components:

- **X1 Enterprise Edition** combines the award-winning X1 Client with the high-performance X1 Enterprise Server and a number of Content Connectors for common data sources to deliver a comprehensive search solution. The X1 Enterprise Server is a set of server-side engines that work together to rapidly index repositories, deliver results and manage the Content Connectors. Built-in management tools allow for fast implementations and easy administration.
- **The X1 Content Connector for Interwoven WorkSite** gives users immediate access to any content in their WorkSite document management system. They can act on results without having to launch WorkSite. X1 delivers powerful, unified access across multiple WorkSite repositories, email and documents, and can federate search results from local and server-based content.

AMLAW Firm Slashes Search Time by 90%

For Sheppard Mullin Richter & Hampton, email and document retention is a major source of potential liability. Risk management, compliance, and productivity gains all required fast email search. Using X1, 1,000 users at Sheppard Mullin now have sub-second response times on email search. Sheppard Mullin users can reduce their search time by an average of about 90%.

"Sheppard Mullin wanted a platform that would grow with our needs—I saw a need to search and act on centralized files and, soon after, other content stores, such as Interwoven and SharePoint, and I knew X1 Enterprise Edition would meet this need. Since early 2005, we have deployed X1 to 1,000 users and have found that our lawyers like the ease with which they can find and retrieve email and other local and enterprise data."

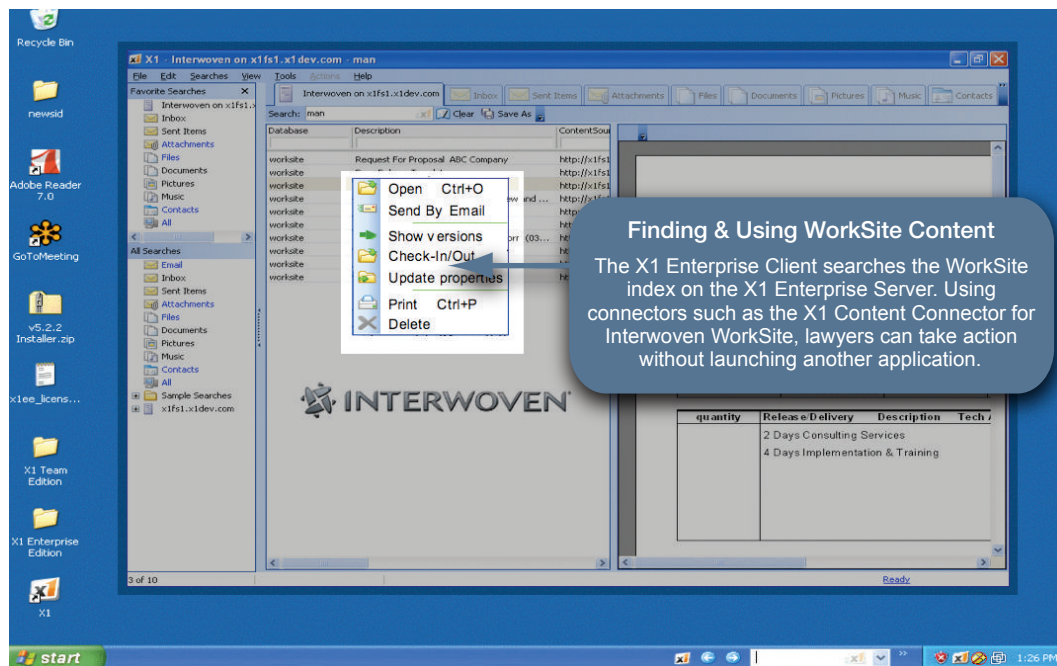
— Donna Paulson, CIO
Sheppard, Mullin, Richter & Hampton LLP

Works the Way Lawyers Prefer to Work

X1 offers unique benefits to legal service providers.

- **No training.** End users can begin using the X1 Enterprise Client immediately with no training—start it up, enter search terms and get instant results.
- **Take action without launching another application.** X1 is the only unified search solution that supports Interwoven WorkSite and allows users to take action on results without having to launch WorkSite.
- **Deploy fast with zero maintenance.** X1 does not require costly, time-consuming deployments and requires no changes to existing enterprise information systems—virtually zero maintenance is required for IT administration.
- **Preserve security and confidentiality.** X1 maps to your firm's existing access permissions—enforcing and enhancing your (or your client's) security policies.
- **No major hardware investment.** The X1 Enterprise Server can run on your existing industry-standard platforms and does not require special black-box appliances.

Legal service providers rely on X1 solutions today to help them reduce risk, increase productivity and ensure compliance. X1 specifically integrates with Interwoven WorkSite, the document management system used by more than half of the law firms in the United States. Peter Szymonik of Technology Advisory Group, LLC says, "We use X1 to go through mountains of client data and to extract relevant litigation data, especially from emails. The software is incredibly fast and beats out even legal-specific search tools!"



▶ X1 IN PRACTICE

X1's solution for legal services is applicable for the Corporate Counsel's office of any organization. These organizations rely on X1 to:

- **Search across extremely large, distributed enterprise environments.**
 - A large financial institution needed X1 to search for 14 specific terms across one million documents and then forward to counsel.
 - An investment firm with 9+ terabytes of data across multiple international offices, including 350 personal computers, uses X1 to quickly find related items across multiple document types to support litigation.
- **"Check out" and "check in" Interwoven objects without launching another application.** Not only can you query Interwoven data, but you can also work with it. X1 allows you to perform WorkSite functions from inside the interface. An attorney conducts a search and discovers a recent iteration of a document in his local email and an older version on the WorkSite server. He can "Check-In" the item directly to WorkSite, update its properties and avoid unproductive work.
- **Encourage users to stop "hoarding" sensitive data locally and relieve IT compliance headaches.** A West Coast law firm deployed X1 to make unified, enterprise-wide search quicker and easier for users, reducing their need to store data locally. They rolled out X1 to 100 users with zero impact to network bandwidth and Exchange Server cycles. Their IT organization can protect enterprise data better and end users don't have to circumvent IT policies to get what they need.
- **Save search results and take action from within X1.** Attorneys use X1 to find documents and email relevant to a discovery process and in one action can select them all and copy to a Microsoft Outlook® PST archive for export to requesting attorneys.

▶ NEXT STEPS

For more information on X1 solutions for legal services, please contact a representative at **1-866-X1-TECH1** (866.918.3241) or email us at sales@x1.com. Please also feel free to visit our Web site: www.x1.com.

The "e-Discovery" Challenge

Legal service providers have to scour through mountains of electronic data, and failure to find information is unacceptable. In a recent study of cases involving spoliation sanctions, the most frequently sanctioned behavior was non-production of documents, not delays in production. But when a client's data is stored in many unstructured repositories, this leads to greater e-discovery expense and time.

X1 reduces risk and increases productivity by integrating with a client's existing information systems. In addition, many organizations have reduced their need for costly outsourced providers by using X1 in-house to support e-discovery. By pointing X1 at any electronic information repository—files, email or databases—you can quickly conduct queries, filter results and save results for later reference.