

# Falcon Discovery & BlueArc

## Client: Fortune 200 Company

### Situation: Need for Fast Internal Investigation

The impending expiration of a strategic partnership presented this client with a new opportunity with the potential for a multi-million dollar business impact. In order to fully assess the new opportunity, the client needed to know the details about the existing partnership and discussions about the terms of the deal that had taken place years ago. However, the client needed to complete a fast and efficient internal investigation of relevant emails and documents almost immediately.

### The Solution: Falcon Discovery's InsideOut™ Model and BlueArc

Falcon Discovery's groundbreaking managed service, InsideOut™ gives corporate legal departments all the benefits of in-house discovery management with no additional headcount or capital expenditure. BlueArc's high-performance, scalable storage architecture provides the foundation that organizations need for fast and efficient e-discovery. A nimble e-discovery platform needs to handle the many small files (e.g., email) that exist across multiple data sources. Most ordinary file system architectures choke when processing vast populations of small files. Other file systems also need to create extraneous directories or folders to effectively handle the large volume of files involved in e-discovery, while BlueArc can easily handle up to 16 million files in one directory, saving time, resources, and cost.

By leveraging BlueArc's storage platform for e-discovery operations, Falcon Discovery's InsideOut™ model delivers industry-leading managed services for the largest clients at a fraction of the cost of traditional outsourcing.

### The Details: Using High-Performance Storage and Falcon's Team of Experts to Deliver Exceptional In-House Managed Services

In order to assess the issues at hand, the client needed to know "who said what to whom" about the partnership terms when the agreement was executed. The client identified ten individuals as custodians potentially involved in discussions about the terms of the partnership and the original contractual negotiations. The events at issue were three to four years old and thus could not be determined by interviews alone – emails and documents would need to be collected, processed, and reviewed to get the complete picture.

Time was of the essence as there was a tight timeframe in which to make critical decisions. Falcon has integrated and optimized BlueArc's storage platform into its InsideOut™ managed services to tackle just this challenge. As a result, Falcon's team of technologists and attorneys were able to:

- Collect and simultaneously index over 100 GB of data and 600,000 documents for 10 custodians within 48 hours.
- Conduct preliminary analysis and review of the data within 2.5 days of beginning the investigation
- Review over 1,000 documents and summarize the key documents relevant to the investigation in a fact/issue chronology within 4.5 days



Within 4.5 days, Falcon's attorney team delivered to the client a detailed fact-finding report that outlined the chronology of the deal – a “who said what to whom and when” report. The total project was completed in 4.5 days, and the total cost to the client was less than \$15,000. In contrast, doing this in the traditional fashion – engaging outside counsel or a consulting firm to collect and send out the data for processing, coding, and hosting – would have cost 4x – 5x more and taken far longer than the time available to make a final decision.

The client was able to quickly determine its options with respect to the prior partner agreement, which led to a more informed decision based on sound business intelligence.

By leveraging Falcon's InsideOut™ model and a high-performance storage infrastructure, Falcon's client realized the following benefits:

- Rapid insight into the nature and substance of historic contractual negotiations vital to an impending business decision with significant ramifications, which also reduced the risks associated with making the wrong decision because Falcon was able to deliver better intelligence.
- Substantial cost savings and efficiency due to Falcon's ability to complete the collections, processing, and indexing using in-house applications and storage infrastructure, compared with the traditional approach of engaging outside counsel or third-party consultants to perform those functions at far higher cost.
- Additional cost reductions by eliminating the need to provision new storage infrastructure or applications to handle the investigation.

#### About Falcon Discovery

Falcon Discovery helps enterprise thrive in this new legal landscape. Our groundbreaking approach drives greater coordination across the entire discovery process through our hard-to-match mix of litigation skills, intelligent process engineering, and leading edge experience with deploying and managing in-house e-discovery technologies.

We manage the entire e-discovery lifecycle in-house, from preservation, collection and early case analysis through review, production and trial. Our exclusive focus on e-discovery provides corporate clients—and the law firms that serve them—with a highly-responsive, end-to-end discovery process managed by a team of e-discovery specialists. The result? InsideOut delivers significant and sustainable cost reduction, smarter results and enhanced defensibility.

#### About BlueArc

BlueArc is a leading provider of high performance unified network storage systems to enterprise markets, as well as data intensive markets, such as electronic discovery, entertainment, federal government, higher education, Internet services, oil and gas and life sciences. Our products support both network attached storage, or NAS, and storage area network, or SAN, services on a converged network storage platform.

We enable companies to expand the ways they explore, discover, research, create, process and innovate in data-intensive environments. Our products replace complex and performance-limited products with high performance, scalable and easy to use systems capable of handling the most data intensive applications and environments. Further, we believe that our energy efficient design and our products' ability to consolidate legacy storage infrastructures, dramatically increases storage utilization rates and reduces our customers' total cost of ownership.



**BlueArc Corporation**  
*Corporate Headquarters*  
50 Rio Robles  
San Jose, CA 95134  
t 408 576 6600  
f 408 576 6601  
www.bluearc.com

**BlueArc UK Ltd.**  
*European Headquarters*  
Queensgate House  
Cookham Road  
Bracknell RG12 1RB, United Kingdom  
t +44 (0) 1344 408 200  
f +44 (0) 1344 408 202