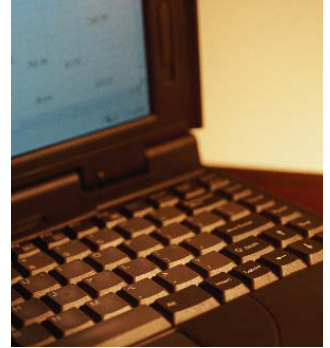


Discovery Center

The Challenge of Discovery



For more than 20 years, King & Spalding has been at the forefront of developing high quality, cost-effective solutions to the challenges of collecting, reviewing and producing documents in complex litigation. As a primary part of these efforts, the firm created the Discovery Center in 1995 at the request of a client. The Discovery Center has been in continuous operation ever since, serving more than 150 companies, including some of the largest in the world. Today, it has more than 210 lawyers and 240 team members dedicated solely to discovery, due diligence and other document-related matters.

Meeting the Challenge

- **Dedicated Personnel:** No part-timers, no associates juggling multiple assignments — the Discovery Center consists of more than 240 professionals, including more than 210 full-time staff and project attorneys, paralegals, project assistants and IT professionals working exclusively on discovery matters. Our 51 staff attorneys lead the document management industry with an average tenure of 8 years at the Discovery Center. And our operation is under the direction of a 25-year litigation partner, an expert in discovery matters dedicated exclusively to supervising the Discovery Center.
- **Full-Service Discovery:** Our lawyers perform a full range of discovery tasks, assisting clients in preserving, collecting, reviewing, producing and logging documents, maintaining document repositories, preparing written discovery responses, and developing extranets to assist companies with case management and information sharing.
- **The Most Experienced Team:** We know how to do it because we have done it before. Over the last 16 years, the Discovery Center has gained experience in a wide range of matters, including cases involving antitrust, commercial disputes, mergers and acquisitions, intellectual property, product liability, energy-related litigation, healthcare provider issues, due diligence and investigations of every type. We have been involved in discovery in every state in the U.S. — including the most plaintiff-friendly jurisdictions — and are veterans of pre-trial discovery in individual cases, second requests, class actions, Attorney General actions, Congressional hearings and governmental investigations.
- **Industry-Leading Resources and Technology:** The Discovery Center is housed in an offsite facility designed from the ground up as the optimal environment for discovery work, with flexible work stations, a Production Print Center, ample shelving and on-site IT support.

Successful By Any Measure

- Quality of output
- Tenure of personnel
- Protocols that increase efficiency
- Capacity for highest volume production
- Quick responses and turnarounds
- Value-added insights for discovery management
- Proven value compared to other providers
- Established record of completed projects

Discovery by the Numbers

- **8 years average** tenure working at the Discovery Center for more than 51 staff attorneys
- **16 years the** Discovery Center has been in continuous operation
- **50 states in which** the Discovery Center has collected or produced documents
- **600,000** privilege log entries drafted by the Discovery Center
- **100 million+** pages screened and reviewed for production to discovery requests
- **0** sanctions granted against clients

- **Proven Protocols:** The Discovery Center follows protocols developed and refined from more than a decade of document production, privilege logging and responding to written discovery. We are experts in the use of advanced screening methods to reduce the number of collected records that ultimately require attorney review for production. We have developed the most efficient procedures for drafting responses to written discovery requests for entire dockets of cases with a computer tool that catalogues and indexes approved responses and objections by subject matter, ensuring consistent responses, eliminating costs associated with re-drafting previous responses, and reducing burdens on company personnel. Our method for drafting privilege entries, enhanced over years of litigation, efficiently produces a privilege log able to withstand challenges.
- **Leading-Edge Technology:** We employ state-of-the-art technology to reduce document review costs. The Discovery Center's maximum network bandwidth and dedicated server configuration enhance equipment performance for increased productivity. Widescreen flat panel LCD monitors further contribute to a 15-26% improvement in our attorney review rates — the equivalent of adding 1.5 reviewers to a 10-person project at no additional cost.
- **Proven Quality and Value:** The speed and efficiency of our experienced attorneys, following proven protocols and use of state-of-the-art equipment and systems, results in substantially reduced costs for clients. In side-by-side comparisons with other providers, including so-called "document mills" and offshore operations that advertise lower hourly rates, King & Spalding consistently produces higher quality document reviews in less time at a lower overall cost.
- **Strategic Partnerships:** King & Spalding's Discovery Center also helps clients increase diversity in outside counsel by providing minority- and women- owned law firms the depth of the Discovery Center resources, giving clients the flexibility to choose the right minority firm, in the right jurisdiction, for the right case — without being constrained by the firm's size or resources.

Clients Served

- American Tobacco Company
- Bank of America
- Beazer Homes
- Brown & Williamson Tobacco Corp.
- CVS Caremark
- Chevron U.S.A. Inc.
- ChoicePoint Inc.
- Georgia Pacific
- GlaxoSmithKline
- The Home Depot, Inc.
- Imperial Tobacco Group PLC
- Lockheed Martin
- Miller Brewing Company
- Purdue Pharma L.P.
- Toyota
- UPS

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