

NAVIGATION ... Use TAB or ARROW keys to move within this page ...
Use **ENTER only** to move to the next page or to create line breaks within multi-line response questions

[Help/FAQ](#)[Definitions](#)[Interview HOME](#)[EDDix](#)[Confidentiality Policy](#)

EDD Supplier Interview - ViewPoints

Welcome to the **ViewPoints** section of our Interview Guide.

Please take note of the following **Links** available at the top of each page.

This section is divided into four topics:

- ▶ **Current EDD Landscape**
- ▶ **Attitudes & Usage**
- ▶ **Developments & Trends**
- ▶ **Strategies for the Future**

If you have not done so already, we suggest that you may wish to [review a description of the EDD Supplier Interview Guide](#) before proceeding further.

You do NOT have to complete this section in one session. You can exit the interview at the end of any page -- we will remember your answers. When you return to the interview, you can pick up where you left off. You may also change any answers that you previously entered.

IMPORTANT: All responses to this section are CONFIDENTIAL and will be aggregated with responses from other suppliers. NO supplier-specific responses will be analyzed or reported. NO information relating to your responses to this section will be included in your company's EDD Supplier Profile.

To ensure the security and confidentiality of this information, we have set up an entirely separate process for this interview section only, including a separate Username and Password. Your responses go directly into the database and are automatically combined with responses from other suppliers.

You may choose to not respond to any question ... but you will not have access to results for any question you don't answer.

If you have any questions, please contact us using the contact information provided in our email

Click on the CONTINUE button below to GET STARTED



This topic is designed to provide your company with benchmarks for key operating metrics.

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1. BUSINESS SOURCE CONTINUITY

Of NEW ENGAGEMENTS undertaken over the past 12 months, what PERCENTAGE have involved CLIENTS or LAW FIRMS for whom you have previously done EDD work?

	% REPEAT BUSINESS
CLIENTS	<input type="text"/>
LAW FIRMS	<input type="text"/>

2. SOURCES of NEW BUSINESS - Historical & Future

What PERCENTAGE of total NEW BUSINESS engagements have you DIRECTLY DERIVED from each of the following SOURCES -- HISTORICALLY and in the FUTURE ...

	HISTORICAL %	FUTURE %
LAW FIRMS	<input type="text"/>	<input type="text"/>
CLIENTS	<input type="text"/>	<input type="text"/>
CHANNEL or ALLIANCE PARTNER	<input type="text"/>	<input type="text"/>
OTHER	<input type="text"/>	<input type="text"/>

3. AVERAGE REVENUE from an EDD ENGAGEMENT

What is the AVERAGE REVENUE derived from your AVERAGE EDD SERVICES ENGAGEMENT?

4. REVENUE and MARGIN by TYPE

What PERCENTAGE of TOTAL REVENUES and TOTAL MARGIN does your company derive from each of the following EDD SERVICES CATEGORIES?

	% of TOTAL REVENUES	% of TOTAL MARGIN
RESTORATION & FORENSIC	<input type="text"/>	<input type="text"/>
COLLECTION & EXTRACTION	<input type="text"/>	<input type="text"/>
CULLING	<input type="text"/>	<input type="text"/>
REVIEW	<input type="text"/>	<input type="text"/>
PRODUCTION	<input type="text"/>	<input type="text"/>

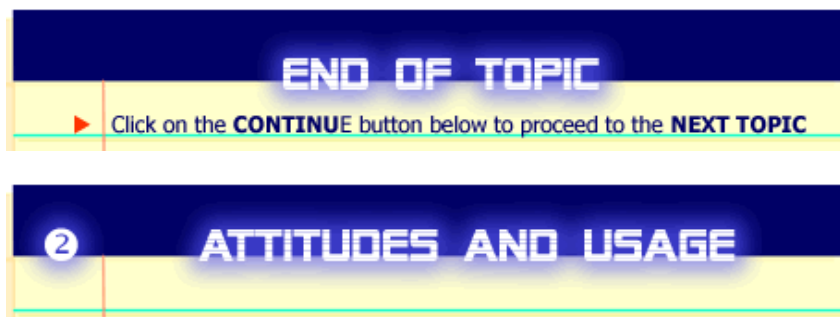
SALE or LICENSE of HARDWARE or SOFTWARE	<input type="checkbox"/>	<input type="checkbox"/>
CONSULTING (other than related to any of the above)	<input type="checkbox"/>	<input type="checkbox"/>
OTHER	<input type="checkbox"/>	<input type="checkbox"/>

5. AVERAGE LENGTH of an EDD ENGAGEMENT

What is the AVERAGE number of MONTHS of your typical EDD services engagement?

6. AVERAGE REVENUE per EMPLOYEE

Dividing your TOTAL REVENUES over the past 12 months by your TOTAL number of EMPLOYEES (including FTE), what was the approximate REVENUE generated PER EMPLOYEE?



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7. LAW FIRM EXPERTISE

What PERCENTAGE of AmLaw 200 FIRMS have the requisite knowledge and experience to professionally handle a complex EDD matter?

8. TOP EDD LAW FIRMS

NAME the TOP 3 LAW FIRMS in the U.S. based on their EXPERTISE in EDD ...

	LAW FIRM NAME
TOP EDD FIRM #1	<input type="text"/>
TOP EDD FIRM #2	<input type="text"/>
TOP EDD FIRM #3	<input type="text"/>

9. ENGAGEMENT INTERFACE

In a typical EDD engagement, what PERCENTAGE of TOTAL project INTERFACE TIME is spent with each of

the following ...

	% of TOTAL INTERFACE TIME
LAW FIRM - Litigators	<input type="text"/>
LAW FIRM - Litigation Support	<input type="text"/>
CLIENT	<input type="text"/>

10. SUPPLIER SELECTION DECISION-MAKING - Source

Assign a PERCENTAGE reflecting the RELATIVE INFLUENCE of each of the following in EDD SUPPLIER SELECTION for a TYPICAL EDD ENGAGEMENT...

	% INFLUENCE
LAW FIRM	<input type="text"/>
CLIENT	<input type="text"/>
CONSULTANT	<input type="text"/>
OTHER	<input type="text"/>

11. SUPPLIER SELECTION DECISION-MAKING - Criteria

Assign a PERCENTAGE reflecting the RELATIVE INFLUENCE of each of the following in DETERMINING SUPPLIER SELECTION for a TYPICAL EDD ENGAGEMENT...

	% of RELATIVE INFLUENCE
RELATIONSHIPS	<input type="text"/>
REPUTATION	<input type="text"/>
TECHNOLOGY	<input type="text"/>
TURN-AROUND TIME	<input type="text"/>
PRICE	<input type="text"/>
SUPPORT	<input type="text"/>
OTHER	<input type="text"/>

12. SUPPLIER SELECTION DECISION-MAKING - Process

What PERCENTAGE of ALL NEW EDD ENGAGEMENT OPPORTUNITIES involve the following (need NOT = 100%) ...

	% FREQUENCY
DIRECT COMPETITION	<input type="text"/>
FORMAL RFP PROCESS	<input type="text"/>

13. TYPES of EDD MATTERS

HOW MANY EDD ENGAGEMENTS has your company HANDLED for each of the following ... (check appropriate box -- there may be overlap)

	# of EDD MATTERS HANDLED		
	LESS THAN 5	5-10	GREATER THAN 10
BANKRUPTCY	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
OTHER CIVIL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CRIMINAL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
FTC 2nd REQUESTS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
OTHER ADMINISTRATIVE	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

OTHER	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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14. VENUES

What PERCENTAGE of ALL YOUR ENGAGEMENTS have taken place in each of the following VENUES?

	% of ALL EDD ENGAGEMENTS
ADMINISTRATIVE - FEDERAL	<input type="text"/>
ADMINISTRATIVE - STATE	<input type="text"/>
ADMINISTRATIVE - Local	<input type="text"/>
FEDERAL - Criminal	<input type="text"/>
FEDERAL - Civil	<input type="text"/>
STATE - Criminal	<input type="text"/>
STATE - Civil	<input type="text"/>
OTHER	<input type="text"/>

15. TOP EDD SUPPLIERS

In addition to your company, NAME the TOP 3 EDD services SUPPLIERS ...

	EDD SUPPLIER NAME
TOP EDD SUPPLIER #1	<input style="width:90%;" type="text"/>
TOP EDD SUPPLIER #2	<input style="width:90%;" type="text"/>
TOP EDD SUPPLIER #3	<input style="width:90%;" type="text"/>

16. JUDICIAL EXPERTISE

How do you RATE each of the following in terms of their RELATIVE FAMILIARITY and KNOWLEDGE of critical EDD ISSUES and PRACTICES?

	EDD EXPERTISE RATING				
	EXPERT	COMPETENT	ADEQUATE	INADEQUATE	INCOMPETENT
FEDERAL CIRCUIT COURT JUDGES	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
FEDERAL ADMINISTRATORS (FTC, SEC, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
FEDERAL BANKRUPTCY COURT JUDGES	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
STATE COURT JUDGES	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

17. PROSECUTORIAL EXPERTISE

How do you RATE each of the following in terms of their RELATIVE FAMILIARITY and KNOWLEDGE of critical EDD ISSUES and PRACTICES?

	EDD EXPERTISE RATING				
	EXPERT	COMPETENT	ADEQUATE	INADEQUATE	INCOMPETENT
FEDERAL PROSECUTORS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
STATE PROSECUTORS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

END OF TOPIC

▶ Click on the **CONTINUE** button below to proceed to the **NEXT TOPIC**

3 DEVELOPMENTS AND TRENDS

This topic is designed to provide your company with insight into peer views of key market trends and developments.

You may choose to not to respond to any question ... but you will not have access to results for any question you don't answer.

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18. WHO HAS THE UPPER HAND in EDD

Assign a PERCENTAGE to indicate the RELATIVE BALANCE of POWER in cases involving EDD ... TODAY and 3 YEARS from now.

	LEVERAGE in EDD TODAY	LEVERAGE in EDD + 3 YEARS
PLAINTIFF	<input type="text"/>	<input type="text"/>
DEFENSE	<input type="text"/>	<input type="text"/>

19. DEVELOPMENTS of PAST 24 MONTHS

What single DEVELOPMENT over the PAST 24 MONTHS has had the GREATEST IMPACT on the EDD LANDSCAPE and WHY? (You may use the ENTER key to separate entries within the response box for this question.)

20. POTENTIAL IMPACTS

Looking out over the NEXT 3 YEARS, WHAT IMPACT do you EXPECT NEW DEVELOPMENTS in each of the following will have on the SIZE of the TOTAL MARKET for EDD PRODUCTS and SERVICES?

	Significant Increase	Modest Increase	No Impact	Modest Reduction	Significant Reduction
LEGISLATION & REGULATION	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KNOWLEDGE MANAGEMENT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JUDICIAL DECISIONS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEW COMMUNICATIONS TECHNOLOGIES	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

21. NUMBER of EDD SUPPLIERS

ESTIMATE the NUMBER of FULL-SERVICE and SPECIALTY EDD SUPPLIERS operating in the US marketplace ... TODAY and 3 YEARS from now.

	TODAY	+ 3 YEARS
FULL-SERVICE EDD SUPPLIERS	<input type="text"/>	<input type="text"/>
SPECIALTY EDD SUPPLIERS	<input type="text"/>	<input type="text"/>

22. OVERSEAS OUTSOURCING

What EDD activities might be performed overseas at a cost-savings? (You may use the ENTER key to separate entries within the response box for this question.)

23. TRANSACTION LANDSCAPE

ASSIGN a PERCENTAGE to the PROBABILITY that over the NEXT 36 MONTHS, your company will be involved in an ACQUISITION of EDD ASSETS -- either on the SELL side or the BUY side ...



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24. INVESTMENT ALLOCATION

Given INCREMENTAL funds available for INVESTMENT, what PERCENTAGE would you ALLOCATE to each of the following ...

	% ALLOCATION
PRODUCT DEVELOPMENT	<input type="text"/>
OPERATIONS & INFRASTRUCTURE	<input type="text"/>
SALES	<input type="text"/>
MARKETING	<input type="text"/>
CORPORATE TRANSACTIONS	<input type="text"/>
OTHER	<input type="text"/>
NONE (DROP TO PROFIT)	<input type="text"/>

25. GROWTH STRATEGIES

RANK the following as to their RELATIVE IMPORTANCE in your STRATEGIC GROWTH PLAN over the NEXT 12 MONTHS ...

	RELATIVE PRIORITY				
	LOWEST				HIGHEST
	1	2	3	4	5
EXPAND WITHIN CORE	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEW VERTICALS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEW GEOGRAPHIC MARKETS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEW PRODUCTS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ALLIANCES OR ACQUISITIONS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

END OF TOPIC AND SECTION

▶ Click the button below to **COMPLETE** the **INTERVIEW** for this **TOPIC**

Please DO NOT CLOSE THIS WINDOW until you have received confirmation of completion.