



eDiscovery: Today's data is tomorrow's headlines

George Jon delivers a comprehensive technology platform that meets the diverse information management and data review needs of large-scale eDiscovery users worldwide. Often working on high-visibility legal cases, GJ's global client base demands performant, scalable solutions and proactive platform management to capture data and win cases.



eDiscovery

United States

Business needs

George Jon offers clients a line of turnkey eDiscovery platforms ("Kits"). These are synchronized collections of hardware, software and managed services meticulously designed to provide unsurpassed data processing and search functionality. GJ uses Design Solutions to build and deliver Kits faster, and preconfigured to exacting specifications and ready to deploy globally on demand.

Solutions at a glance

[Dell Technologies Design Solutions](#)

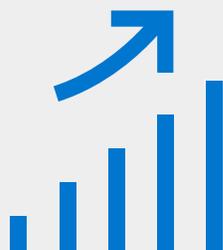
- Dell Precision and Dell EMC server, storage and networking platforms, right-sized for George Jon eDiscovery Kits

Business results

- A market-leading turnkey platform
- 24-hour delivery possible for many locations
- 15+ years of global leadership and best-practices development across the platform

40%

growth in the past year



4x

growth projected over the next 3 years



Electronic discovery, or eDiscovery, is a process wherein electronic data is gathered, searched, analyzed and secured for use as evidence in legal proceedings. Major legal battles require the collection and organization of millions of documents from disparate, global data sources to generate evidence that legal teams use to power their cases.

Behind the headline-making cases—and in cases that don't make news—chances are good that George Jon's eDiscovery Kits are powering the leading software applications (including Relativity, Nuix, Brainspace, NexLP, Law and Ipro) that are used to organize, manipulate and manage the terabytes of information. This technically complex and data-intensive workflow requires perfect harmony between hardware, software and ongoing management protocol to ensure successful outcomes.

Pioneering an industry

When CEO George Nedwick entered the eDiscovery industry in the early 2000s, he saw a market engulfed in a do-it-yourself IT nightmare. IT teams, both internal and external, were overwhelmed by the processing, storage and real-time end user support demands.

Time-sensitive cases were flailing, as existing systems were not appropriately architected to handle the workload, and IT support personnel were not able to provide valuable, real-time resolution of platform performance and stability issues. The result was "utter frustration across all parties." Company executives were left asking themselves why they had attempted to develop such a time-consuming and costly standalone system that ultimately was creating "daily fire drills with no access to a hose or firefighter." And the time and cost to develop standalone systems were prohibitive.

To address these issues, George pioneered a modular, software-agnostic infrastructure that could be used by clients big and small, anywhere in the world. The system is built using a consistent and replicable set of "building blocks" that perform identically and predictably for every client. Components are rigorously tested with other components to ensure performance, stability and security, and nowadays are informed by 15 years of proven best-practices standards and historical performance data. Clients can start with a single server block and baseline storage, with the ability to grow incrementally as needs and performance dictate.

"Our solution features Kits—proprietary blocks of functionality from Dell Technologies, built to our exact specifications—and our proven best-practices methodologies."

George Nedwick
CEO and Founder, George Jon

1
week



global delivery for
standard Kits

“In the past year alone, we’ve experienced 40 percent, year-over-year growth. And we project to grow fourfold over the next three years.”

George Nedwick
CEO and Founder, George Jon

“Our technology stack consists of hardware and software components, all of which must be precisely synchronized and calibrated on a continual and proactive cadence for performance, reliability and scalability, as client needs can grow and change with little to no warning,” Nedwick explains. “Our 24/7/365 platform management and monitoring teams ensure the synchronization is fully operationalized for our clients around the world, so they can focus on winning cases.”

Those clients include multinational Fortune 500 corporations, Big 4 consulting firms and the world’s top law firms (AmLaw 200), plus government agencies and eDiscovery service providers. “Large cases can involve massive amounts of data—tens of millions of documents in different formats and locations—along with tight turnaround for evidence production to courts, with delays potentially damaging cases and resulting in massive punitive fines,” Nedwick says. “Our customers need fine-tuned, fully configured engines that support their eDiscovery applications, customers’ business flows and produce consistent results. That’s what GJ Kits deliver.”

Meeting soaring demand

Demand for George Jon Kits has exploded as the company has become recognized as the thought leader and industry expert for eDiscovery platforms. “In the past year alone, we’ve experienced 40 percent, year-over-year growth,” Nedwick says, “and we project to grow fourfold over the next three years.”

Helping George Jon keep pace with this explosive growth is Dell Technologies Design Solutions. The two companies have a strategic and collaborative partnership that spans 20+ years of pioneering and perfecting new technologies.

“Our solution features Kits—proprietary blocks of functionality from Dell Technologies, built to our exact specifications—and our proven best-practices methodologies,” Nedwick says. “Clients get environments that work seamlessly with every eDiscovery application suite.”



Covering market segments, large and small

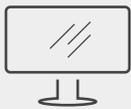
George Jon offers four baseline models that fit clients of every shape and size. Kits are built using Dell Technologies components, including hardware, firmware and software:

- Laptop Kit—an ultra-portable solution for small eDiscovery cases or as a starter solution for early case analysis.
- Single-Server Mobile Kit—an all-in-one networking, storage and computing solution (single application) for eDiscovery startups, emerging markets and private environments.
- Scalable Mobile Kit—for cross-border, multi-application and short-term deployments, whether in office or data center environments.
- Enterprise Kit—supports any requirement, size, tier or environment need with any number of user, application and scaling options.

To build these models for deployment to clients worldwide in as little as a week—24 hours in some cases—George Jon employs an efficient and collaborative OEM process with Design Solutions as follows:

- 1 | George Jon delivers to Design Solutions its proven blueprint for building optimized eDiscovery environments.
- 2 | George Jon orders Kits, destined for locations worldwide, that are client- and platform-specific and maintain a consistent framework for easy modifications and oversight.
- 3 | Design Solutions builds the equipment—including hardware, software, firmware, drivers, networking and more—using the GJ blueprint, delivering a solution that is ready to perform immediately upon delivery.

Thanks to this consistent design, George Jon can universally manage client environments worldwide by simply modifying the baseline network. This makes individual client work, including scaling, data migration and troubleshooting, a breeze. “We are able to produce Kits that perform to spec on day one because of the amazing teamwork, experience and technical leadership provided by Dell Technologies,” Nedwick says.



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