

MICHAEL S. SIMON

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PROFESSIONAL EXPERIENCE

Principal, Seventh Samurai, Boston, Massachusetts, 2013 – 2016, 2017 - present

Seventh Samurai is a consulting firm specializing in providing eDiscovery, Information Governance and Privacy guidance for clients along with strategic marketing and development for companies competing in these areas.

- Worked with a major consulting firm to perform a GDPR readiness assessment for a communications company.
- Managed Information Governance data remediation and privacy assessment project for Massachusetts healthcare agency involving the analysis of nearly 1 million files accumulated over 29 years.
- Created data-centric architecture for the delivery of new compliance products for global risk management consulting firm.
- Provided strategic guidance to create managed services offering for a growing eDiscovery service provider.
- Managed development projects for international provider of text analytics software for development and positioning of contracts analytics system and a new ECA platform for eDiscovery and investigations.
- Contributed regular thought leadership articles for provider of self-service eDiscovery review platform.
- Created whitepapers and webinars for an innovative new provider of a Cloud-based eDiscovery review platform.
- Developed and narrated educational videos for leading eDiscovery education and certification provider.

Managing Director, Duff & Phelps, Boston, Massachusetts, 2016 – 2017

Duff & Phelps is a consulting firm focused on advising for business transactions, with specialties in disputes and investigations consulting, legal department operations and eDiscovery support.

- Develop presentations, proposals, and go-to-market strategy in support of planned offerings in discovery advisory solutions and information governance.
- Provided thought leadership and market evangelism.

Director of Strategic Development, Navigant, Boston, Massachusetts, 2012 – 2013

Navigant is a consulting firm specializing in disputes and investigations consulting and expert testimony.

- Developed market positioning and messaging for offerings in Managed services, Predictive coding, Custom SaaS software development, and eDiscovery and Information Governance platform.
- Provided thought leadership and market evangelism, leading to new leads and opportunities for sales.

Various Leadership Roles, HP and acquired companies (Autonomy, Iron Mountain Digital, Stratify), Boston, Massachusetts, 2005 - 2012

Director of eDiscovery, 2011

- Served as eDiscovery and Information Governance subject matter expert for webinars.
- Supported Sales by leading presentations and demos, gathering requirements, and developing solutions.

Senior Product Manager, Discovery Services, 2011

- Created business plan to develop a \$70mm Discovery Services vertical from 4 lines of business.
- Strategized with Marketing to create a unified market message and demand generation process.

Director, Iron Mountain Consulting, 2010 – 2011

- Worked with executive staff to develop strategic direction for Iron Mountain Consulting unit.
- Provided thought leadership through presentations and webinars.

Technology Counsel, 2005 – 2010

- Served as subject matter expert for presentations, continuing legal education seminars, webinars and articles on eDiscovery legal issues and best practices.
- Supported Sales by leading demos and with creating and managing lead generation program.

IT Project Manager, Winston & Strawn, Chicago, Illinois, 2004 – 2005

Practice Support Specialist, Winston & Strawn, Chicago, Illinois, 2002 – 2004

- Developed and implemented an intranet case management system with client access through extranets.
- Designed extranets and consulted with clients, attorneys, and IT to continually improve system features.

- Coordinated enterprise portal system project requirements gathering. Acted as liaison with the practice groups.

Vice President and Chief Technical Officer, Oliver's Cases, Inc., Chicago, Illinois, 1998 – 2002

- Redesigned editorial process and training system to increase capacity by over 50% and reduce costs by 30%.
- Redesigned system infrastructure and managed vendors throughout the project to enhance system reliability and to dramatically improve customer satisfaction.
- Managed and trained 8-15 person editorial production staff.

Associate, small trial law firms in Chicago and vicinity, 1992-1998

- Focused on labor and employment, civil litigation and insurance defense.

ACADEMIC EXPERIENCE

Adjunct Professor, "eDiscovery," Michigan State University College of Law, 2015-16 and 2016-17 school years

- Co-teach class on eDiscovery rules and caselaw.

Adjunct Professor, "eDiscovery Law and Practice," Boston University School of Law, 2013-14 and 2014-15 school years

- Co-designed and co-taught class on eDiscovery, including practical learning modules on identification, search, FRCP 26(f) "Meet and Confer" negotiation, review and obtaining/opposing the admission of electronic evidence.

Visiting Lecturer, "Internet Law and You" Tufts University, 2007

- Designed and taught full-credit class for undergraduates on legal issues involving the Internet.

EDUCATION

Loyola University of Chicago School of Law, Chicago, Illinois, Juris Doctor, May, 1992

Editor, Law Review, Author of Casenote, "Honey I Froze the Kids": Davis v. Davis and the Legal Status of Early Embryos, 23 Loyola University of Chicago Law Journal 131 (1991)

Am Jur Award: Constitutional Law I; Dean's List; Loyola Law School Alumni Scholarship

Tufts University, Medford, Massachusetts, Bachelor of Arts in History and Fine Arts History, May, 1989

Cum Laude honors in both majors; Dean's List

Teacher, "The History of the Future," Tufts Experimental College, 1989

Admitted to the bar of the State of Illinois and the United States District Court, Northern District of Illinois, 1992

PRESENTATIONS

- **Panelist:** “eDiscovery Educational Workshop,” Florida Justice Association Annual Meeting, Orlando, FL, 2017
- **Panelist:** “Managing Information Risk in an Evolving Regulatory World,” LegalTech (plenary panel), New York, NY, 2017
- **Presenter:** “The Future of Law: AI-assisted Utopia or Jobless Robot Hellscape?” Boston Legal Innovation Showcase, Boston, MA 2016
- **Panelist:** “eDiscovery and Information Governance in Office 365,” DTI Lunch and Learn, Boston, MA, 2016
- **Panelist:** “Ethics Rules for The Tech Attorney,” ACEDS 7th Annual eDiscovery Conference, New York, NY, 2016
- **Co-Presenter:** “Organize to Action Information: ECM and Business Processes,” ABBYY webinar, 2016
- **Co-Presenter:** “Reengineering How eDiscovery is Practiced Using Data, Dash-Boarding and Dynamic Organizations,” ACEDS webinar, 2016
- **Co-Presenter:** “Risk Versus Value: High performance classification to the rescue,” ABBYY webinar, 2016
- **Co-Presenter:** “Accelerating time-to-classification-deployment for high-value enterprise solutions,” ABBYY webinar, 2016
- **Panelist:** “Taking a Step Back Could Leap You Ahead of eDiscovery,” LegalTech, New York, NY, 2016
- **Panelist:** “Ditch That Data to Mitigate Risk and Reduce Legal Spend,” LegalTech, New York, NY, 2016
- **Co-Presenter:** “Sanctions, Malpractice, Waiver: Looming eDiscovery Risks and How to Avoid Them,” ACEDS webinar, 2015
- **Co-Presenter:** “Sanctions, Malpractice, Waiver: Looming eDiscovery Risks and How to Avoid Them,” Florida Bar Assoc. webinar, 2015
- **Co-Presenter:** “Sanctions, Malpractice, Waiver: Looming eDiscovery Risks and How to Avoid Them,” Logikcull webinar, 2015
- **Co-Presenter:** “The Future of Legal Technology,” Meritas U.S./Canada Litigation and L & E Group Fall Meeting, Boston, 2015
- **Co-Presenter:** “Moore’s Law, Artificial Intelligence and the Coming Impact of Technology on Law and Discovery,” ACEDS 6th Annual eDiscovery Conference, Washington, DC, 2015
- **Moderator:** “Reengineering How E-Discovery is Practiced (and Managed) Using Data, Dash-Boarding and even Dynamic Organizations,” ACEDS 6th Annual eDiscovery Conference, Washington, DC, 2015
- **Panelist:** “Swimming in the Blender: Successfully Navigating, Surviving (and maybe even surfing) E-Discovery Career Challenges,” ACEDS 6th Annual eDiscovery Conference, Washington, DC, 2015
- **Speaker:** “Does Automated Categorization Offer the Way Forward for Information Governance?” ARMA North Carolina Local Chapter, Raleigh, NC 2015
- **Panelist (4 Panels):** The Executive Conference on Information Governance, ARMA, Amelia Island, Florida, 2015:
 - “Mapping the Information Governance Community”
 - “How Technology Enables Information Governance”
 - “Information Privacy and IG – Digital Fortress Building, Business Opportunity, or Both?”
 - “Using Data Ethically While Managing Operational Risks”
- **Panelist:** “Legal Ethics and Risk Management in the Age of Big Data,” Northeastern University Law Journal Symposium on Information and Data in the Era of Accessibility, Boston, MA 2015
- **Speaker:** “Mock Law School Class Session (Discovery of Social Media evidence),” Tufts Lawyers Association Law Day, Boston, MA 2015
- **Panelist:** “Big Data: How Does it Speak to Us?” New England Legal Technology Professionals, Boston, MA 2014
- **Speaker:** “eDiscovery 101,” Mirick, O’Connell, Worcester, MA 2014
- **Panelist:** “Case Law Update,” Chicago-Area Litigation Support Managers CALSM-posium, Chicago, IL 2013
- **Speaker:** 2013 University of Richmond Journal of Legal Technology Symposium, Richmond, VA 2013
- **Moderator and Panelist:** “Business Analytics, Big Data and Optimization: the Next Big Thing for Management Consulting Firms,” Association of Management Consulting Firms, Chicago, 2012
- **Panelist:** “Evidentiary Issues in Construction Law,” Boston Bar Association, Boston, MA, 2012
- **Moderator:** “Using Structured Data in Internal Investigations,” IQPC eDiscovery Exchange, London, UK, 2012
- **Panelist:** “eDiscovery and Federal Contracting Issues,” American Bar Association, Washington, DC, 2012
- **Co-Presenter:** “Unifying Information Governance and eDiscovery,” New York Law Journal webinar, 2011
- **Co-Presenter:** “eDiscovery Streamlined: How Meaning Based Coding is Changing Hosted eDiscovery,” Inside Counsel webinar, 2011
- **Co-Presenter:** “eDiscovery and Email: How Legal and IT Can Jointly Reduce Costs and Risks,” Iron Mountain webinar, 2010
- **Moderator:** “Is the Tail Wagging the Dog: Winning on the Law Instead of Winning on eDiscovery,” LegalTech, New York, NY, 2010
- **Co-Presenter:** “The Right Choice: In-house, Hosted? Hybrid?” (“eDiscovery’s Dirty Little Secrets” series), Stratify webinar, 2009
- **Moderator:** “Advanced Search Analytics,” Association of Legal Support Professionals, Boston, 2009
- **Co-Presenter:** “How to Reduce Costs with New Technology,” (“eDiscovery’s Dirty Little Secrets” series), Stratify webinar, 2009
- **Co-Presenter:** “Litigation Across Borders: Management and Prevention,” Compliance Week webinar, 2009
- **Moderator:** “Challenges in Foreign Language Document Search & Review,” Association of Legal Support Professionals, Boston, 2009
- **Moderator:** “Compliance and Electronic Information – State of the Industry,” LegalTech, New York, NY, 2009
- **Interview:** “New Rule 502 mitigates the risk of inadvertent e-discovery disclosures,” Inside Counsel, 2009
- **Panelist:** “Project Management and Controlling Costs,” eDiscovery and Records Ret. Conference, West LegalWorks, New York, NY, 2008
- **Co-Presenter:** “Taking Control of eDiscovery – Strategic Considerations,” Association of Corporate Counsel webinar, 2008
- **Panelist:** “Predicting Electronic Costs,” eDiscovery and the Amended Rules after a Year, West LegalWorks, Los Angeles, CA, 2008
- **Panelist:** “Cost Estimating,” eDiscovery after the New Federal Rules, West Legalworks, New York, NY, 2007
- **Participant:** Vendor – Consultant Roundtable, eDiscovery after the New Federal Rules, West Legalworks, New York, NY, 2007
- **Panel moderator:** “Controlling Costs in Litigation,” Drug and Medical Device Litigation Conference, IQPC, New York, NY, 2007
- **Panelist:** “Cost Estimating,” eDiscovery after the New Federal Rules, West Legalworks, Austin, TX. 2007

- **Co-presenter:** “Electronic Discovery Challenges,” McDermott Will & Emery Palo Alto, 2007
- **Co-presenter:** “The Changes to the FRCP – Computer Forensics and E-Discovery,” Saul Ewing Litigation Retreat, Hershey, PA, 2007
- **Panel moderator:** “Combining E-Discovery and Records Information Management,” IQPC 3rd E-Discovery Conference, Berkley, CA, 2007
- **Panelist:** “Sanctions in E-Discovery,” Electronic Discovery after the New Federal Rules, West Legalworks, Los Angeles, CA, 2007
- **Co-presenter:** “Executing a Successful Electronic Discovery Battleplan,” IQPC 3rd E-Discovery Conference, Berkley, CA, 2007
- **Co-presenter:** **Product Webinar**, International Legal Technology Association (“ILTA”) webinar, 2007
- **Presenter:** “Reality Bytes: New Rules of Civil Procedure in E-Discovery,” Anderson, Kill & Olick, Newark, NJ, 2007
- **Presenter:** “Reality Bytes: New Rules of Civil Procedure in E-Discovery,” Todd & Weld, Boston, MA, 2007
- **Panelist:** “E-Discovery for the Litigation Paralegal,” Massachusetts Continuing Legal Education (“MCLE”), Boston, MA, 2006
- **Presenter:** “Reality Bytes: New Rules of Civil Procedure in E-Discovery,” Thompson Hine, Cleveland, OH, 2006
- **Panelist:** **The Texas Lawyer E-Discovery Roundtable**, Dallas, TX, 2006
- **Presenter:** “Reality Bytes,” ILTA local chapters: Pittsburgh, PA, Boston, MA, Nashville, TN, 2006
- **Presenter:** “Avoiding Unintended Consequences: Why Planning is Critical for E-Doc Review,” Arnold & Porter, Washington DC, 2006
- **Presenter:** “E-Discovery and the New Role for Technical Teams,” North Carolina Paralegal Association, Cary, NC, 2006
- **Presenter:** “Reality Bytes,” Paralegal Super-conferences: Washington, DC, and Chicago, IL, 2006
- **Panelist:** “The Email challenge: Law, Regulations and Technology,” Federal Bar Assoc., Las Vegas, NV, 2006
- **Panelist:** “Executing a Successful E-Discovery Battleplan,” MCLE, Boston, MA. 2005
- **Presenter:** “The Latest in In-house Technology and How to Work with your IT Department,” Paralegal Superconference, Boston, MA, 2005 and Chicago, IL, 2004.
- **Presenter:** “The Law of the Internet in Illinois” and “Introduction to the Internet for Attorneys,” National Business Institute, Chicago, IL. Multiple presentations, 2000-2002
- **Presenter:** “Advanced Technology Use for Illinois Paralegals,” Institute for Paralegal Education, 2002
- **Presenter:** “Advanced Internet Use for Attorneys and Paralegals” and “Internet Basics for Attorneys and Paralegals,” CLE Online and National Business Institute. Multiple presentations, 2001 - 2002
- **Panelist:** “The Impact of the Internet on Legal Research,” Rutgers Law School Law Record, National Symposium, 2000
- **Presenter:** “Internet Legal and Factual Research,” Institute for Paralegal Education, multiple presentations, 1999 - 2001
- **Presenter:** “Designing and Implementing Law Firm Websites,” Illinois State Bar Association, 1998

PUBLICATIONS

- **Author:** “The Natives Are Unimpressed,” Above The Law, 2014
- **Author:** “If This is Cooperation, I want to Go Back to Zealous Advocacy,” eDiscovery Journal, 2014
- **Author:** “How to Not Make Judges Hate You,” Above The Law, 2014
- **Author:** “A Rose By Any Name,” eDiscovery Journal, 2014
- **Author:** “Be Afraid, Be Very Afraid . . . or Not,” Above The Law, 2014
- **Author:** “Making Sense of eDiscovery Outside the Bubble,” Above The Law, 2014
- **Author:** “All Cloud, All the Time,” eDiscovery Journal, 2014
- **Author:** “eDiscovery Meets Moravec’s Paradox,” Today’s General Counsel, 2014
- **Author:** “LegalTech 2014 – A Slow, Subtle Change in Focus?” eDiscovery Journal, 2014
- **Author:** “Have We Learned Nothing About Emails?” Today’s General Counsel, 2014
- **Author:** “LegalTech 2014 - Under the Weather?” eDiscovery Journal, 2014
- **Co-author:** “Databases Lie! Using Structured Data in Electronic Discovery,” Univ. of Richmond Law School Journal of Law and Tech., 2013
- **Co-author:** “Follow the Money,” International Corporate Rescue, 2012
- **Author:** “Partnering with a eDiscovery Vendor,” New Jersey Law Journal, 2008
- **Co-author:** “Chicken Little-gation in the Electronic World,” Industry Week, 2007
- **Co-author:** “Help for Disgruntled Associates,” Legal Times, 2007
- **Interview:** “Stratify Legal Discovery,” Metropolitan Corporate Counsel, 2007
- **Co-author:** “The New FRCP and the Duty to Preserve” Digital Discovery and E-Evidence Report. 2007
- **Co-author:** “Flat World Electronic Discovery: A Cyber-tower of Babel,” Privacy and Data Sec. Law Journal. 2007
- **Co-author:** “The Stakes Have Never Been Higher,” National Law Journal, 2007
- **Co-author:** “Dealing with Electronic Discovery Challenges in IP Litigation: Three Promethean Principles,” The IP Lawyer, 2007
- **Co-author:** “The New Role for Technical Teams in E-Discovery,” ILTA journal. 2006
- **Monthly columnist** for Illinois Institute of Continuing Legal Education (“IICLE”) “Law Office Technology Flashpoints” e-mail newsletter, with over 1,300 subscribers, 2003 – 2005
- **Steering Committee Member and Author**, “Intellectual Property Law,” IICLE, 2004; co-authored chapter on “Internet Jurisdiction”.
- **Author:** “Protecting Your Firm from Internet Attack,” Partner’s Report for Law Firm Owners, Institute of Management and Administration, 2003
- **General Editor and Author**, “Business, Law and the Internet: Essential Guidance for You, Your Clients and Your Firm,” IICLE, 2001 – 2002 (American Continuing Legal Education Association 2002 Award of Merit); co-authored chapters on “The Internet Practice of Law”, “Employment Privacy”, and “Internet Jurisdiction.”