

OUR TECHNOLOGY ADVANTAGE

KMK consistently and proactively works with clients to develop and implement best practices that add value to our clients' businesses. Over the years, KMK has made significant investments in leading-edge technology — in some areas we are the only firm in the region with such state-of-the-art programs — that allow us to provide the most effective and efficient services to our clients, and provide cost savings and "green" solutions for the long-run. Our continual investment in technology allows us to serve clients seamlessly — locally and across the country.

Ahead of the Curve. KMK is technologically sophisticated, and through our continued efforts to be on the leading edge of technological advances, we are able to provide our clients with top-notch legal services in the most cost-effective manner possible. We have invested in state-of-the-art document management technology for our clients, and we maintain both intranet as well as extranet capabilities to enhance our ability to serve and communicate with clients. KMK's investment in technology — rather than in multiple office locations — allows us to serve clients across the country efficiently and effectively at an exceptional value to our clients.

Ringtail Document Management Technology. Since 2007, KMK's Litigation Group has proactively utilized new technology and extranet sites to efficiently service clients. We made a major investment purchasing the Ringtail System, an industry-leading litigation document management software that has the capability to manage millions of documents. This technology allows multiple users, including our clients from their place of business, to scan and load documents into the system, and then review, organize, code, index, and prepare the documents for production or other litigation or alternative dispute resolution uses. Ringtail, along with custom-designed client extranet sites which KMK has successfully used for years, has assisted KMK litigators in providing cost-effective and timely outcomes in courtroom litigation and alternative dispute resolution for both public and privately-held clients.

Extranet. KMK has more than 50 active client extranets. We view extranets as a value-added service to our clients and an excellent tool for managing cases, securing efficiencies, and improving communications.

KMK provides extranets to clients at no additional charge. This capability enables clients to house documents (including those that may currently be in paper format) online in an easily searchable, electronic format. KMK's extranet is a valuable solution for document retention issues, and it provides seamless document-sharing between KMK attorneys and our clients. It is also a positive step in our clients' overall waste and materials reduction goals. Many of our clients (in Litigation, Labor & Employment, Employee Benefits & Executive Compensation, and other practice areas as well) take full advantage of KMK's extranet and use it on a daily basis.

Some of the specific services that can be built into customized client extranet sites include:

- *Customized Workspace Templates:* We can create a collaborative organizational structure to track any number of items including collaborative workspaces, issue pages, opposing counsel, financial data, calendar items, task lists, activity logs, arbitrators, and contact information. We can scan filings, correspondence, and related documents to reduce paper files and can scan and store client documents so our clients can avoid locating and producing the same documents on multiple occasions.
- *Calendar:* We can categorize and prioritize lists of calendar events which will identify important dates.
- *Task Lists:* We can create task lists and assign tasks, priorities, status, timelines, or due dates to any member of the client's team.
- *URL Link Lists:* We can create and share URL links to external Web sites or Web pages and other WorkSite pages.

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- *Search Capabilities:* We can provide searching and organizing capabilities based on estimated level of exposure, common issues, location involved, or specific arbitrators.
- *Training:* KMK provides training and/or training manuals for users. Training typically takes only a few hours and often can be offered in our offices or at client location(s). Once you have an understanding of the product, it is easy to use and deploy.
- *Security:* KMK understands the importance of security, and we have taken every step to ensure the security on our extranet sites. Security levels can be assigned to different members or groups and can be secured by the user. KMK attorneys can discuss and define the security parameters that will be best suited to fulfill clients' needs.

E-Discovery Task Force Delivers Custom Solutions. KMK's E-Discovery Task Force is a cross-functional team designed to meet all of our clients' electronically-stored information (ESI) needs. The diverse group of interdisciplinary attorneys, paralegals, and IT professionals stays abreast of ever-changing case law and technology, and utilizes a team approach to ensure the most effective and efficient result for clients' organizations. The E-Discovery Task Force is experienced in assisting with all types of "e-info" issues, ranging from data management and retention to evaluating, implementing, and managing the most efficient and cost-effective e-discovery litigation strategy. We do more than just answer questions; we partner with our clients to develop creative solutions that meet their short-term and long-term needs.

Intranet. KMK utilizes an intranet site to house all firm policies, procedures, and information regarding all departments, practice groups, client and industry teams, etc. We use our intranet as our central hub of information and communications for all employees, and this allows for the most cost-effective way to share relevant information to all members of the client service team.

Creative Solutions for Real Estate, Energy, and Environmental Clients. KMK was one of the first law firms in the tri-state region to develop a multi-disciplinary Green Team within our Real Property practice area. The KMK Green Team exists to assist developers, property owners, and construction professionals with the implementation of green building principles that enhance the value of their projects and take advantage of available incentives. Our team is comprised of real estate, environmental, economic development, construction, litigation, and tax lawyers who have experience and knowledge about green development issues. Two of our attorneys are LEED® AP certified and others are pursuing certification. The team is available to:

- Assist in site selection
- Address "green" land use requirements
- Assist with brownfield re-use incentives and environmental concerns
- Prepare construction and project-governing documentation to ensure LEED compliance
- Resolve LEED certification disputes
- Negotiate and advise on carbon emission trading and climate change issues
- Arrange other tax or financial incentives available to clients as a result of conservation measures that are in play when the project goes green or seeks LEED certification

In addition, the Green Team can assist merchant power generators and other producers of renewable energy that are responding to the Ohio Renewable Energy Portfolio Standard adopted in 2008, including wind farm, solar, and geothermal leases and easements, power plant siting approvals, other regulatory, land use, and entitlements issues, and any state or federal tax credits available based on the capital investment.

OUR TECHNOLOGY ADVANTAGE (Continued)

KMK strives to be "Lean and Green" through the use of cutting-edge technology and other sustainable resource initiatives.