

CUSTOMER SUCCESS

## Gnosis S.p.A.

### Reducing Legal Case Data Collection and Analysis from Seven Months to Two Weeks with Veritas

Twenty five thousand dollars. That’s how much Gnosis S.p.A. was fined by the U.S. courts for not submitting false advertising case evidence on time. The Italian biotechnology company principally wasn’t going to be caught out second time around when another case hearing took place. Using the Veritas™ eDiscovery Platform, Gnosis was able to reduce the time needed to collect and process case emails and documents from seven months, to just two weeks. Some 250,000 documents—most of them irrelevant and unnecessary to the case—were also sifted down to just 5,000 relevant documents. This best-in-class, unified application enabled Gnosis to manage all aspects of the legal and investigative matter, and avoid penalties for not submitting the appropriate data on time.

#### Lawsuit calls for streamlined data collection and analysis

Gnosis produces natural and active pharmaceutical ingredients (APIs), which are used in the pharmaceutical, nutritional cosmetic, veterinary, and agricultural industries. ‘Gnosis’ is the Greek noun for knowledge—and it is this thirst for knowledge that led the Italian company to deploy the Veritas eDiscovery Platform.

Gnosis had previously faced a false advertising lawsuit in the U.S., brought about by a German company. However, during the case procedure, Gnosis was fined \$25,000 for failing to properly install a litigation hold and conduct appropriate searches for relevant email.

During the case, Gnosis’ initial production of evidence amounted to just 107 pages of email. After two months, the company produced an additional 6,200 pages. During the case hearing, Gnosis argued that it had failed to produce the requested documents owing to its poor understanding of the search tool provided in its email client. Most of data was held in users’ individual .PST files, while other data was centralized on file servers.

“Our first experience of U.S. case law was a wake-up call to the business,” explains Marco Berna, business development director, Gnosis. “We were manually trying to sift through millions of emails, spreadsheets, pdfs, and other data—all scattered in different locations—to identify the appropriate case evidence. We had eight members of staff—from the R&D, commercial, legal, and finance departments—all looking for the evidence. It took us seven months to collect and ship that data, and that led to the penalty being imposed.”



#### Organization profile

Website: [www.gnosis-bio.com](http://www.gnosis-bio.com)  
 Industry: Pharmaceuticals  
 Headquarters: Desio, Italy

#### Veritas solution

eDiscovery

#### Why Veritas?

- Gartner positions Veritas in top right corner of Magic Quadrant
- Turnkey solution from Novustech
- Veritas track record in data security and information management

## Veritas in 'Magic Quadrant' top right corner

Ahead of a further case hearing relating to a patent infringement lawsuit, Gnosis realized it needed a fast, cost-effective, and reliable means of managing the investigative matter. The company chose the Veritas eDiscovery Platform. "The Gartner Magic Quadrant positions Veritas in the top right hand corner for eDiscovery Software. Couple this with the Veritas track record in data security and information management, and you have a winning formula," says Berna.

For the second case hearing, Gnosis relied on the Veritas eDiscovery Platform to collect, analyze, review, and produce all of the evidence relating to the case. The solution works in parallel with the standardized Electronic Discovery Reference Model (EDRM) process and features complete functionality for each stage of the model.

The Identification and Collection module, for example, was used to gather together all the documents from all the data sources. The Processing and Analysis Module processed the case data, enabling Gnosis to quickly eliminate irrelevant documents and perform early case assessments. And the Review and Production Module was used during the case to quickly and carefully review the documents and deliver it to the appropriate authorities in the U.S.

### Reduced 250,000 documents to just 5,000

The difference between the two cases was astonishing. "Using Veritas, Gnosis was able to quickly and cost-effectively sift through some 250,000 documents and funnel that down to just 5,000 relevant documents and emails," says Berna. "We had the same number of staff working on

### Solutions at a glance

#### Key challenges

- Adhere to regulator's rule for legal privilege
- Reduce time and cost of identifying relevant versus privileged documents
- Avoid fines for non-compliance

#### Veritas product

Veritas eDiscovery Platform

#### Veritas partner

Novustech (Veritas Master Specialist Partner: [www.novustech.eu](http://www.novustech.eu))

### Business results and technical benefits

- Lowered time to collect and ship legal evidence from seven months to two weeks
- Reduced number of emails/documents submitted from 250,000 to 5,000
- Avoided legal penalties—previously fined \$25,000
- Worked in parallel with standardized EDRM model
- Minimized time staff diverted to discover data
- Controlled costs of legal counsel

the project as the first case, but it only took us two weeks, compared to the seven months previously."

Using the Veritas eDiscovery solution, Gnosis was also able to control the activities of the legal teams involved in the case. The law firm reviewed all the relevant documents within Veritas, allowing the biotechnology company to track their activity and control the costs of legal counsel. "We simply identified where the electronic data was stored and pointed the lawyers to the folder," says Berna. "It took us just two days to complete the second request for information."

Novustech, a leading Italian IT consultancy and Veritas Master Specialist, was instrumental in helping Gnosis accelerate the deployment and use of the Veritas solution. "Novustech gave us a turnkey solution," explains Berna. "They supported us with the hardware, training and many other aspects, such as the evaluation of lawyers' terms. They were expert, professional, and supportive throughout the program."

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Business Development Director  
Gnosis

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