

# Discovia Has Merged With Lighthouse eDiscovery

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MHT Partners is proud to announce that Discovia has merged with Lighthouse eDiscovery (“Lighthouse”), a portfolio company of Spire Capital. MHT Partners served as exclusive advisor to Discovia in this transaction.

Discovia, headquartered in San Francisco, is a leader in SaaS solutions for corporate legal departments and law firms, providing electronic discovery services in litigation, ITC investigations, HSR Second Requests and internal and regulatory investigations. The merger with Lighthouse makes the newly formed company the largest organization in the industry exclusively focused on ensuring optimal use of technology for ediscovery, compliance and risk management.

The newly formed company will be led by Brian McManus, CEO, Lighthouse eDiscovery, with Christian Lawrence, CEO of Discovia, serving as Executive Vice President of the combined entities, focusing on business development and thought leadership.

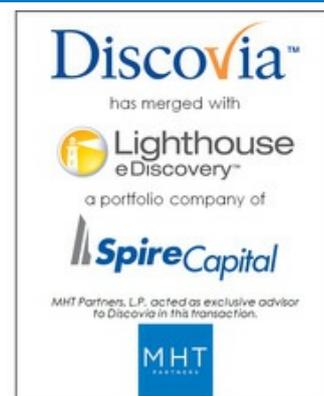
“Joining Lighthouse represents a tremendous opportunity for Discovia to expand our global reach and better meet the demands of our growing client base,” said Christian Lawrence, chief executive officer of Discovia. “The blend of culture similarities, complementary capabilities and increased scale allows us to quickly take our relationships and expertise to the next level.” Lawrence adds “MHT Partners worked diligently to find the most suitable partner who shares our vision and who has the resources to help us obtain our goals. MHT’s transaction expertise and knowledge of the market was a winning combination for the Discovia team. We’re very pleased with the outcome.”

Craig Lawson, Managing Director, MHT Partners, states “Discovia and Lighthouse share the same core values and focus on client service, among many other crucial elements that have contributed to their success. This merger will provide immeasurable value to their client base and industry as a whole.” Added Malcolm Thompson, Director at MHT, “We are thrilled to have played a part in the merging of these world-class companies. We thoroughly enjoyed working with the Discovia team and look forward to their continued success.”

Together, Lighthouse and Discovia will provide clients around the globe with unparalleled quality and service, and innovative applications and workflows to manage the cost of ediscovery, compliance and risk management despite increasing data volumes and data types.

## About Discovia

Discovia provides electronic discovery services to corporations and law firms engaged in litigation, ITC investigations, and internal and regulatory investigations, including HSR Second Requests. Services include onsite and remote data collections, data minimization, data processing and hosting, expert application of leading technology-assisted review tools, document review management, and document productions. Discovia is one of the only



ediscovery service providers to achieve ISO 27001 certification and HIPAA/HITECH compliance for data security according to third-party auditors. Discovia is the first to publish its accuracy rate – 99.7 percent, and typically achieves data culling rates of 95 percent for repeat clients. Discovia is the first ediscovery services firm to deliver a fixed-price managed services solution, enabling corporate legal departments and law firms to gain a world-class ediscovery function with complete cost predictability. For more information, visit [www.discovia.com](http://www.discovia.com).

#### **About MHT Partners**

MHT Partners is a national middle market investment bank focused on representing innovative leaders in growth markets. The team at MHT Partners assists clients with seller advisory, acquisition advisory, corporate finance and strategic advisory assignments across a range of dynamic and growing industry verticals: business & information services; education; healthcare services and consumer growth. For more information, please visit [www.mhtpartners.com](http://www.mhtpartners.com).

#### **About Lighthouse eDiscovery**

Lighthouse eDiscovery guides clients through every aspect of ediscovery, from the simplest projects to the most complex, risky matters. Our experienced, dedicated client teams deliver with high velocity, unparalleled quality, and a pragmatic focus on lowering overall ediscovery costs. We develop highly innovative applications built on leading third-party technology, making it more effective and easier to use, and we custom-engineer solutions to specific client requirements. Our clients-aligned approach has enabled us to form long-term relationships with many of the world's leading corporations and top law firms who rely on Lighthouse to meet all of their ediscovery needs. For more information, visit [www.lhediscovery.com](http://www.lhediscovery.com).

#### **About Spire Capital**

Founded in 2000, Spire Capital is an active and experienced private equity firm with an investment focus on lead and control investments in companies within the tech-enabled business services, media, education and communications sectors. Spire Capital leads buyout investments in its areas of expertise and believes its deep industry experience and network of relationships are invaluable in helping its portfolio companies to grow and create value. Spire Capital is investing out of its third fund and has managed over \$900 million in private equity commitments since its founding. Since inception, Spire has invested in 26 platform companies and consummated over 90 add-on acquisitions. For more information, please visit [www.spirecapital.com](http://www.spirecapital.com). Spire Capital is a New York-based investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940.

The MHT Partners' team was led by [Craig Lawson](#), [Patrick Crocker](#), [Malcolm Thompson](#) and [Chris Neils](#).