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## The Cost of Evidence Integrity Failures — By the Numbers

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### CASE LAW CONSEQUENCES

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Case	Failure	Sanction
Zubulake v. UBS Warburg (S.D.N.Y. 2003–05)	Failed to preserve ESI	<b>\$29.3M verdict (adverse inference)</b>
Allied Concrete v. Lester (Va. 2011)	Deleted social media evidence	<b>\$542K sanctions + \$180K fees + attorney suspended</b>
Guarisco v. Boh Bros. (E.D. La. 2009)	Produced altered photograph	<b>Sanctions imposed</b>
Victor Stanley v. Creative Pipe (D. Md. 2010)	Systematic evidence destruction	<b>Adverse inference + costs</b>
Lorraine v. Markel (D. Md. 2007)	No authentication of digital evidence	<b>ALL evidence excluded</b>

### RECURRING COSTS OF NON-COMPLIANCE

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Cost Item	Typical Range
Foundation witness (per appearance)	<b>\$3,000 – \$5,000</b>
Authentication challenge (attorney time)	<b>\$2,000 – \$10,000</b>
Spoliation motion defense	<b>\$10,000 – \$50,000</b>
Adverse inference instruction	<b>Incalculable (case outcome)</b>

## COST OF PREVENTION

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Solution	Monthly Cost
FileSworn Professional (50GB, Vault + Courier, FRE 902(13) certificates)	<b>\$99/mo</b>
FileSworn Enterprise (500GB, all features)	<b>\$299/mo</b>

**One avoided foundation witness pays for 2–3 years of FileSworn Professional.  
One avoided spoliation sanction pays for a lifetime.**