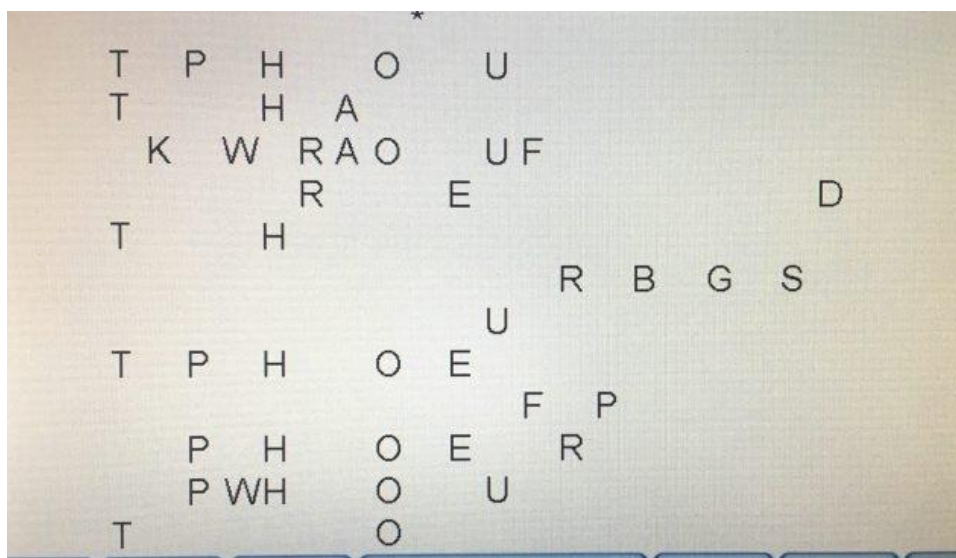


Milestone Reporting was started with stenographers back in 1976. My wife is a stenographer and so is my mother-in-law. We began utilizing digital reporters back in 2005 because of the stenographer shortage. There simply were not stenographers willing to go to certain parts of the country like Eastern Kentucky and the panhandle of Nebraska. Digital was born of necessity. Once we began using digitals, we found that they were able to produce transcripts faster, cheaper and more accurately than our stenos. So, we began to shift and by 2014, 90% of our reporters were digital. We cover hundreds of proceedings in Florida every day and produce millions of pages of transcript in Florida every year. No judge in the state of Florida (or anywhere) has ever challenged or excluded our transcripts. The Seventh Circuit only uses RPRs in their courtrooms, but they do allow digitals to take depositions in all of their cases.

The shift to digital ended the reporter shortage by increasing the supply of reporters. Of course, stenographers were not happy about that because it meant that the prices they could charge decreased. We charge less per page today than we did in 2005.

Stenography was invented in the late 1800's back when people rode horses to work and used kerosene lamps for lighting. Stenographers write in phonetic shorthand code. No two stenographers have the same shorthand. So, there may only be one person on Earth who can read your stenographer's notes. Digitals, on the other hand, write in standard shorthand which is readable by anyone. They also record everything being said with the best audio capture systems that the 21st century can provide. This is what a steno record looks like:



This is not a usable record. Most stenographers will NOT give you a copy of the audio they record. They claim that the only true record is their unreadable shorthand code. Sadly, a stenographer in the Vegas Justice Courts suddenly passed away from pancreatic cancer. The court lost over a year's worth of records as a result. We were hired to replace stenographers with digital reporters in their courtrooms to ensure this doesn't happen again. To make matters worse, the very best stenographers in the world can only sustain an accuracy rate of about 98% for two minutes. After that, the accuracy plummets and the steno must rely on backup recorders to go back to put the record together later.

So, if you were on trial for your life, and the only witness who could exonerate you had to testify by deposition, would you want that testimony written in phonetic shorthand by someone who can get about 85% of what is said or would you want it written in standard shorthand and recorded with multiple modern recording devices. I have yet to meet a lawyer who would choose phonetic shorthand, and I've asked this question thousands of times. Frankly, I would also video record the deposition as most human communication is non-verbal.

Our stenographer competitors put forth a lot of fake arguments to scare attorneys. One of those arguments is that the audio from digitals is transcribed outside of the country. I can assure you that we do not. The court reporter writes in shorthand, American transcriptionists then transcribe any missing portions from the high-quality audio captured by the reporter. Next, the transcript goes to American proofreaders (in our case, they are also court reporters). So, one court reporter will proofread the work of the other reporter. After that step, the transcript goes to an American quality control specialist who spot checks portions of the transcript. If any errors are found, it goes back to proofreading. Next, the job is produced and put into the readable format to which are accustomed. Finally, it is reviewed by the original court reporter and then delivered to the attorneys. All of this is done in only 7 business days, and all of it is done by Americans. Stenographers rely on a similar process and have IC scopists and proofreaders fill in their drops.

In just the last week our digital reporters have created the official record in over 5000 proceedings across the country. We've been trusted by just about every judicial agency in the country and I hope you'll give us a try.

Mike McDonner
President

Milestone Reporting