

TCB People

By: Michael Lotti

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Kristin Nimsger

President, Kroll Ontrack, Inc.

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Kristin Nimsger is president of Kroll Ontrack, an Eden Prairie-based information management, legal technologies, and data recovery company that employs more than 1,700 people and generated nearly \$302 million in 2009. Unlike the better-known Thomson West, which helps lawyers find statutes and precedents that are related to the cases they are working on, Kroll Ontrack sells software that “does ‘electronic discovery,’ which is a form of due diligence. It finds all the electronic information from a lawyer’s client that is relevant to the case,” explains Nimsger. “Then it helps, reviews, sorts, and enables the information to be presented to the opposing party.”

Kroll Ontrack’s other service, which accounts for 20 percent of its revenue, is data recovery. One past high-profile client was NASA, which hired the company to recover hard-drive data from Columbia, the space shuttle that tragically broke apart over Texas in 2003. Kroll Ontrack engineers were able to recover 99 percent of the information.

According to Nimsger, the market for information management is demanding ever-more-sophisticated products. “Right now, we are working on providing our services on a cloud platform,” says Nimsger. Specifically, the company is taking the technology that it uses to power its outsourced services and putting it in the hands of its clients through a software-as-a-service business model.

In January 2010, Kroll Ontrack launched Ontrack Compass, an enterprise e-mail and file archiving solution that helps clients to manage large volumes of data; reduce the cost of

responding to investigations, litigation, and regulatory requirements; and defensibly respond to requests for electronically stored information.

Before becoming president of Kroll Ontrack in 2007, Nimsger spent six years developing products for the company—and prior to that, she practiced civil litigation. Her combination of business and legal experience, along with her close-up view of the legal services industry, convinces her that demand for Kroll Ontrack’s services will increase and that the company “should see 10 to 15 percent annual growth in each of the next two years.”