Email Archiving Market Update

A Radicati Group, Inc. Webconference

9:30 am, PT
September 30, 2010

Speakers & Agenda

Speakers:

- Dave Hunt, *CEO*, **C2C**

- Laurence Leong, *Program Director, Archive & Governance*, **IBM Enterprise Content Management**

- Sam Kolbert-Hyle, *VP Business Development & Strategic Initiatives*, **Smarsh**

Agenda:

- *Presentations from C2C, IBM, and Smarsh*
- *Speaker Panel Discussion – moderated by Sara Radicati*
- *Audience Q & A session*

C2C ArchiveOne

Sept 30, 2010

Dave Hunt, CEO

C2C & Archiving

- ArchiveOne first introduced 2003

- Primarily Exchange (also Files … Domino, Sharepoint)

- Scales for 20 to '000s of mailboxes

- Largest at 50,000 mbxs (capacity) & 60,000 mbxs (retention management)

- Consistent Data Management (Live, PST, Archive)

- Strong PST management (now stand alone as well)

- Ease of installation and operation

Express & Enterprise

	ArchiveOne Express	ArchiveOne Enterprise
Application	Exchange Only	Exchange, Files plus (Domino & Sharepoint)
Scale	< 200 mailboxes	Unlimited
Policies	Archive all based on size or date	Unlimited, unbounded
Repositories	Set-up as 1 per year, can be configured later	Unlimited
PST Management	Yes, unlimited	Yes, unlimited
Retention Management	Yes	Yes, unlimited
eDiscovery	Yes, unlimited	Yes, unlimited
CloudDR	Yes	Yes

PST Manager

- ## Discover PSTs (server, laptop, associated, unassociated)

- ## Report

- ## Migrate

- ## Retention

With/Without Exchange
Aids migration to Ex 2010

ArchiveOne® | PST MANAGER

DISCOVERED PST FILES						
Machine	Path	Name	Disk Size (K	Data Size (K	Last Seen	
LG1035	c:\Documents and Settings\klinay\	Personal Folders	80	25	10/02/2010 15:53:	
LG1073	c:\RECYCLER\S-1-5-21-173286984	Personal Folders	48		11/01/2010 10:36:	
LG1073	c:\RECYCLER\S-1-5-21-173286984	Personal Folders	48		11/01/2010 10:36:	
LG1073	c:\RECYCLER\S-1-5-21-173286984	Archive Folders	48		11/01/2010 10:36:	
LG1073	c:\RECYCLER\S-1-5-21-173286984	Archive Folders	34001		11/01/2010 10:36:	
LG1073	c:\RECYCLER\S-1-5-21-173286984	Unknown	17873		06/01/2010 16:46:	
LG1073	n:\Adebola, Gladys\GAdebola_Outl	Archive Folders	10185	9541	10/02/2010 14:33:	
LG1073	n:\Anderson, Michelle\MAnderson_	Unknown	6217		10/02/2010 14:24:	
LG1035	c:\Documents and Settings\adimor	Personal Folders	80	25	10/02/2010 15:53:	
LG1073	x:\Barnfield, Tara\TBarnfield\traini	training project	48		12/02/2010 14:51:	
LG1035	c:\Documents and Settings\jmeech	Personal Folders	80	25	10/02/2010 15:53:	
HQ-CITRIX2	c:\Documents and Settings\tbrenn:	Archive Folders	265		12/02/2010 15:49:	
LG1035	c:\Documents and Settings\Loan\L	Personal Folders	96	28	10/02/2010 15:53:	
LG1073	x:\Adebola, Gladys\GAdebola_Outl	Archive Folders	10185	9541	12/02/2010 15:58:	
LG1073	x:\Anderson, Michelle\MAnderson_	Archive Folders	6217	5788	12/02/2010 14:50:	
LG1073	x:\Barnes, Sam\SBarnes\MAIL\ba	Backup	60176	57156	12/02/2010 14:50:	
LG1073	x:\Barnes, Sam\SBarnes\TRANSFE	Archive Folders	96		12/02/2010 14:50:	
LG1073	x:\Barnes, Sam\SBarnes\TRANSFE	Personal Folders	112		12/02/2010 14:51:	
LG1073	x:\Barnes, Sam\SBarnes\TRANSFE	Personal Folders	128		12/02/2010 14:51:	
LG1073	x:\Barnfield, Tara\TBarnfield\shop	training project	48		12/02/2010 14:51:	
LG1035	c:\Documents and Settings\imusk\	Personal Folders	993	25	10/02/2010 15:53:	
HQ-CITRIX2	c:\Documents and Settings\FKinley	Archive Folders	265		12/02/2010 14:42:	

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ACTIONS

- 🕑 Deploy
- ✉ Display PSTs
- 🔍 Display Report
- 🔄 Reset Data

USEFUL LINKS

- C2C Website
- PST Manager - About
- PST Manager - FAQ
- PST Manager - Support

➕ Share | ✉ 🅕 🅣 ★

ABOUT C2C

Since 1992 C2C has provided high-value messaging system enhancements for Exchange, Outlook and for files to its commercial and governmental customers. Their unique advantages include performance optimization, advanced PST management, eDiscovery, retention management, mailbox security and fast in-line compression while maintaining on ease of use for both user and administrator. See www.c2c.com for more information.

Business Problems We Solve

- Archive (Capacity, Compliance, Reduce Backup)

- Information Management (Retention, PST control)

- E-Discovery (Identification, Collection, Preservation, Processing)

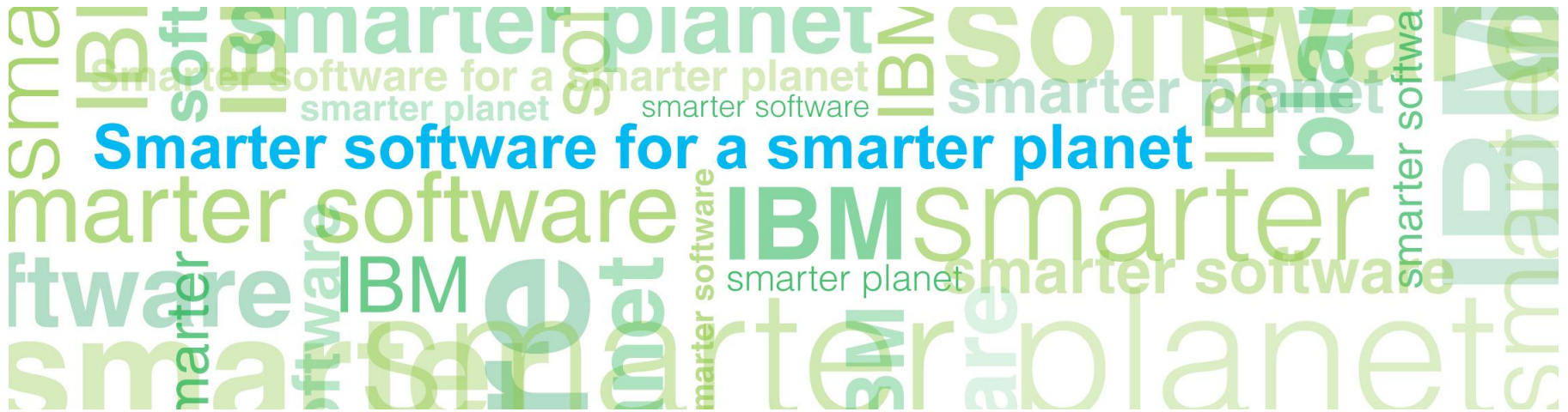- Policy Enforcement (Live data, PST, Archive)

The End

Thank You

www.c2c.com

IBM Content Collector

Laurence Leong
Program Director, Archive & Governance
leongl@us.ibm.com

What is Content Collection and Archiving?

1st Generation E-mail Archiving

The process of archiving e-mail content to improve storage / mail server efficiencies

- **Limited business value:**
  Reduce operational problems introduced by the growing volume/size of <u>e-mail</u> and other content stores

- **Value limitations due to:**
  - Difficult to expand/integrate closed system
  - Different repositories for mailbox mgt and journal archiving
  - Creates information silos

- **Limited Integrated Tools**
  - No ability to sync eDiscovery, Records Mgt and Archiving
  - No ability to federate with other repositories

Content Collection and Archiving

The process of collecting, enhancing and managing virtually all types of content, regardless of creation type and storage mechanism

- **Expanded business value:**
  Enable organizations to take back control and unlock business value of content, while enforcing compliance and operational policies, all with lowest total cost

- **Limitations removed with:**
  - Open API's
  - Single repository for all content types
  - No information silos

- **Reduced total cost of ownership**
  - Advanced integrated functionality for eDiscovery, Records Mgt, Classification
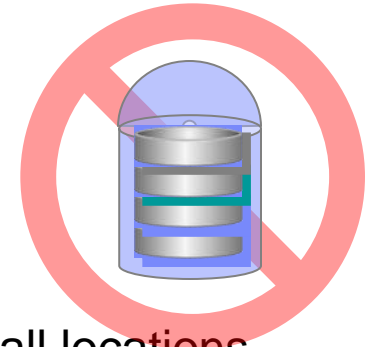 - Federation with other repositories

- **Strategic decision**

IBM's Content Collection and Archiving Strategy

1 **More than e-mail**

Monitor, identify and **collect** virtually all content types from all locations including casually created content and existing "archive: silo systems

2 **More than archiving**

Enhance by tasking, filtering, transforming, extracting meta data, customizing and more, including multiple classification options

3 **More than an isolated solution**

Manage content as part of an ECM platform (not as a silo) and information infrastructure to unlock value while leveraging existing investments

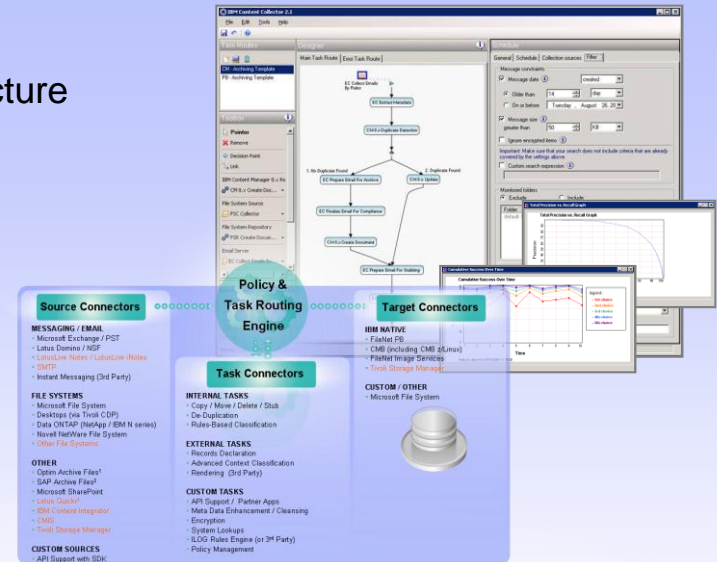# IBM Content Collection and Archiving Solutions

A family of Content Collection and Archiving offerings and partner solutions based on a modular, extensible architecture that enables organizations to gain control of information growth to better manage, trust and leverage information

- Reduce storage costs
- Improve production system and backup performance
- Reduce litigation costs and risks

IBM Content Collector for Email

IBM Content Collector for File Systems

IBM Content Collector for Microsoft SharePoint

More than email
Assess, monitor, identify, and **collect** virtually all content types from all locations including "content in the wild" and existing silo systems

More than archiving
Enhance by tasking, filtering, transforming, extracting meta data, customizing and more, including multiple classification options

More than an isolated solution
Manage content as part of ECM platform (not a silo) to activate content, establish trust and unlock value
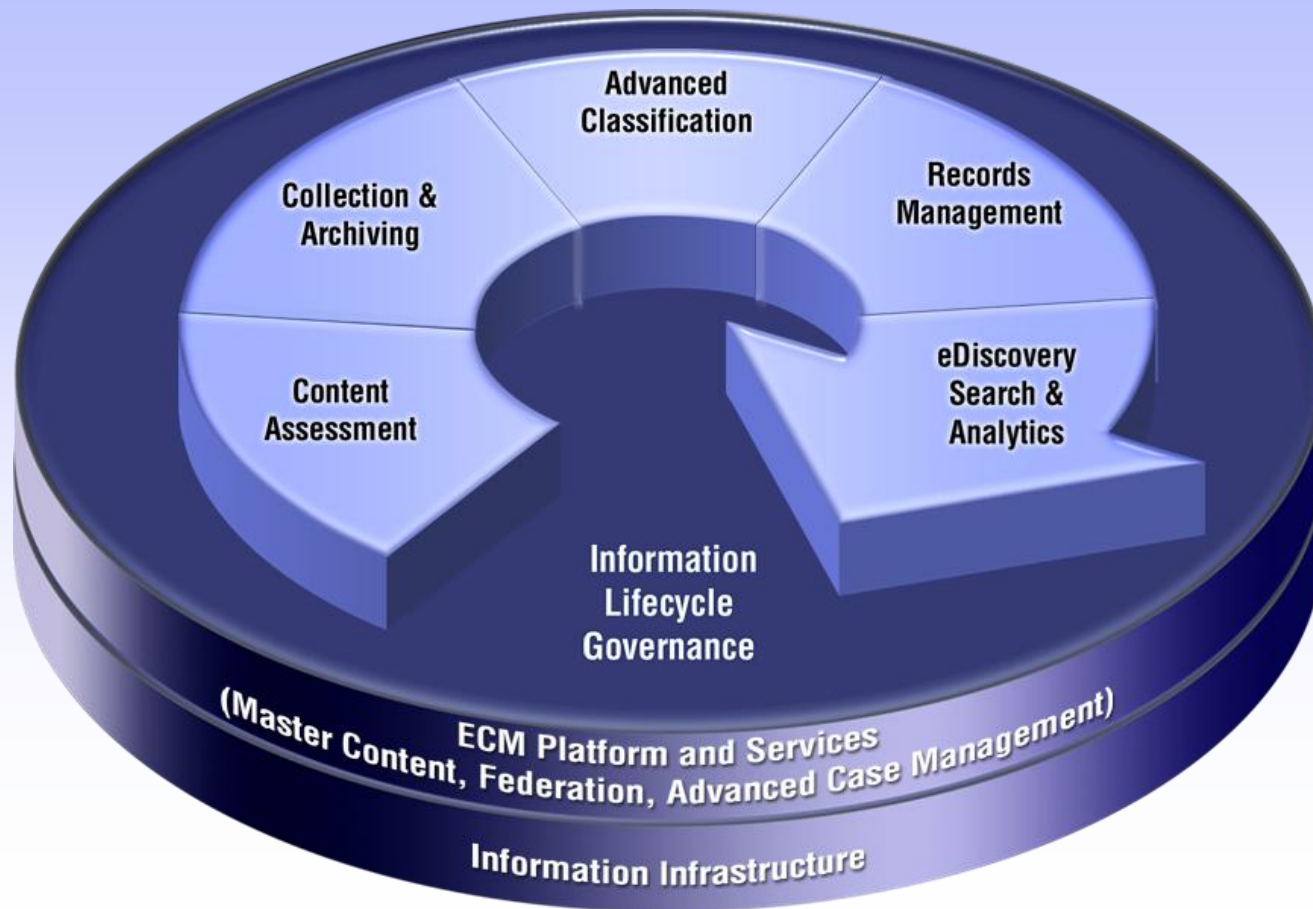

Integrated with IBM Optim Data Growth Solution for Unified Data and Content Archiving

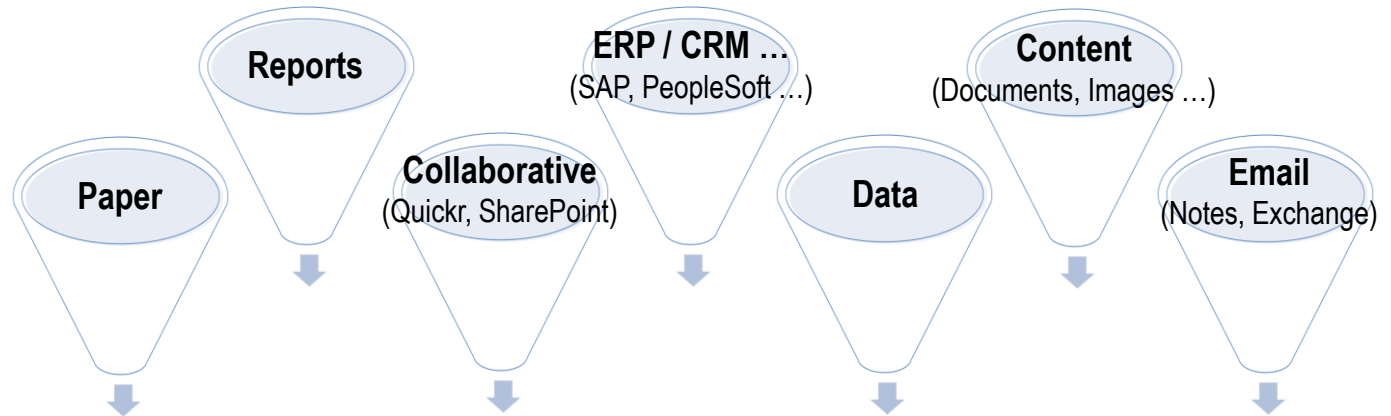*Specialty Connectors for SAP Archiving and Document Enabling*

IBM Information Archive Support

Content Assessment Analytics to Accelerate and Optimize Content Collection Decisions

IBM Content Collector Integrates Seamlessly With Other Solutions In The **IBM Information Lifecycle Governance** Model

IBM Content Collector Is Part of the **IBM Smart Archive** Strategy Which Supports Multiple Information Types and Multiple Delivery Models

Reports

ERP / CRM …
(SAP, PeopleSoft …)

Content
(Documents, Images …)

Paper

Collaborative
(Quickr, SharePoint)

Data

Email
(Notes, Exchange)

Optimized and Unified Assessment, Collection and Classification

Value Added Services
• Optimization Services
• System Services
• Managed Services
• Reference Architecture
• Information Governance

Cloud Ready Archive Storage with Optional ECM

Flexible and Secure Infrastructure with Unified Retention and Protection

On Premise
(Custom Config)

Appliance
(Pre-Config)

As A Service
(SaaS, Multiple Options)

Integrated Compliance, Records Management, Analytics and eDiscovery

IBM

Selected Customer Examples

THOMAS MILLER

Deep compression and single instance storage functionality reduced storage space by 60%
Full search & retrieve eDiscovery capability makes it easier for users to comply with legal demands
Users benefit from unlimited mailbox mgmt

SNCF

French National Railroad (Societe Nationale de Chemin de Fers) – using IBM Content Collector along with IBM Optim for a global unified archiving solution of structured data and unstructured content

of Tennessee
plans for better health. plans for a better life.™
An Independent Licensee of the BlueCross BlueShield Association

Single solution model for archiving, retention and compliance provides a lower cost, lower risk method to expand and integrate key capabilities to meet future plans

ppl

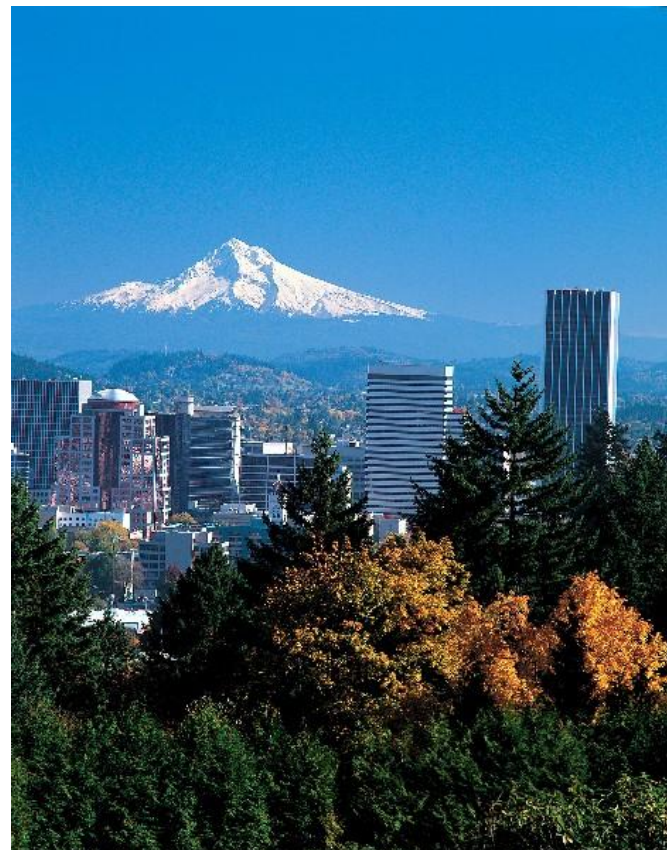Reducing information access from up to five days to seconds

For More Information

- Content Collector home page:
  - www.ibm.com/software/data/content-management/content-collector/

- Smart Archive:
  - www.ibm.com/smart archive

- Information Lifecycle Governance:
  - http://www.informationmanagementrequest.com/campaigns/compliance_warehouse/site/index.html

Smarsh

❏ Private company founded in Jan. 2001.

❏ Corporate HQ – Portland, Ore. with an office in New York City. Data centers in Oregon, Washington, New York.

❏ Over 10,000 clients, historically concentrated in financial services. Growing into other highly-regulated/litigious/transparent industries.

❏ 80 full-time employees.

❏ Software-as-a-Services (SaaS), monthly-recurring revenue model (per user/seat per month).

❏ Proprietary, web-based archiving, compliance and secure messaging software.

Company Growth

Smarsh has been recognized at the local and national level for our dramatic growth:

- **Fastest growing company in Oregon in 2009**

- **Highest ranked email archiving vendor in the *Inc. 5000* for third consecutive year**

- **Ranked No. 61 in the 2009 *Deloitte* Technology Fast 500**

- **Named the 2010 Technology-Service Company of the Year by TechAmerica Oregon**

- **Named 2010 Growth Stage Company of the Year by Oregon Entrepreneurs Network**

AWARDS AND ACCOLADES

Primary Factors

- o Increased Regulation & Enforcement

- o New Types of Electronic Communications

- o Mailbox/Mail Server Management & SaaS Model

Secondary Drivers

- o Data Loss/Data-Leak Prevention

- o E-Discovery

- o Human Resources

- o Records Retention/Risk Management

Thank You!

New Reports just published by The Radicati Group:

- **Email Archiving Market, 2010-2014**

- **On-Premises Email Archiving – Market Quadrant, 2010**

- **Hosted Email Archiving – Market Quadrant, 2010**

- **Hosted Email Market, 2010-2014**

You can view all our published and upcoming reports at www.radicati.com