Advantages of Cloud Archiving

A Radicati Group Webconference

9:30 am, PT
January 27, 2011

Speakers & Agenda

Speakers:

▸ Andrew Jaquith, _Chief Technology Officer_, **Perimeter E-Security**

▸ Robert Castaneda, _Senior Vice President & Chief Information Officer_, **Centaurus Financial**

▸ Kenneth Leeser, _CISM, President,_ **Kaliber Data Security**

Agenda:

▸ _Presentations from_ **_Perimeter E-Security, Centaurus Financial, Kaliber Data Security_**

▸ _Speaker Panel Discussion (all) – moderated by Sara Radicati_

▸ _Audience Q & A session_

Advantages of Cloud Archiving

Andrew Jaquith

Chief Technology Officer

ajaquith@perimeterusa.com

- The leading provider of comprehensive cloud-based solutions for secure and compliant messaging and communications.

Our mission: make our customers' infrastructure less risky, less costly and more reliable, allowing them to focus on growing their businesses.

Radicati:
Top Player, 2006-2010

Deloitte.
Technology Fast 500

CRN
FAST GROWTH
100
2007

SC
MAGAZINE

Inc.
5000

Key facts about Perimeter

- 6,000 customers (1,800 in financial services)
- $525 billion in client assets protected
- 5,700 managed CPE devices
- 1 million SAAS secure messaging users (220K+ Hosted Exchange)
- 50m customer e-mails processed per day (=80 TB)
- SOC processes 240 million MSS events per day
- About 300 employees
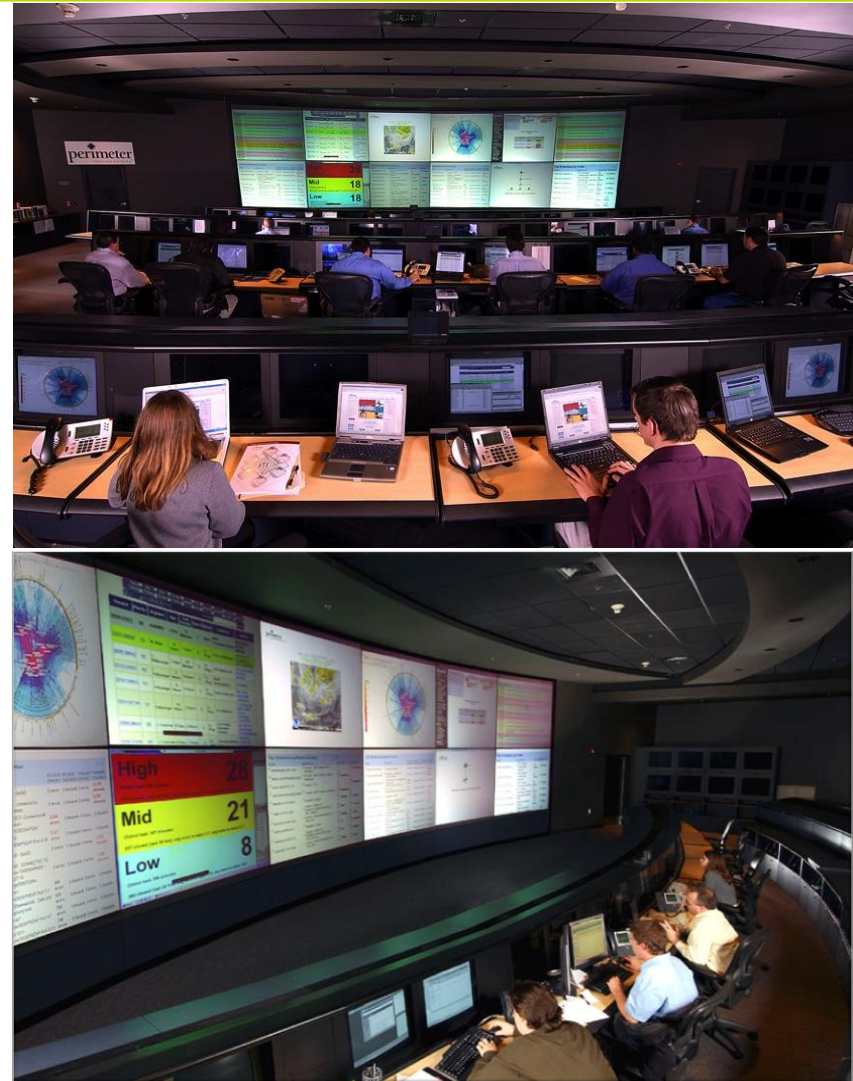
Perimeter Security Operations Center

PERIMETER
E-SECURITY

Perimeter's Portfolio

Secure Messaging	Managed Security	Vulnerability Management

24x7 Global Customer Support

PerimeterUSA Security Management Platform

Consulting Services

Migration	Assessment	Penetration testing

Keeping customers compliant

☑ **Audited financials**
Positive EBITDA, cash-flow, and net income

☑ **SAS 70 Type II**
Since 2004

☑ **FFIEC national oversight**
Since 2004. National since 2009

☑ **Verizon Cybertrust certified**
Since 2001

☑ **Compliance SLAs**

Advantages and challenges of cloud archiving

- Challenges of on-premises deployments
  - Reactive deployments due to compliance
  - Not core competency
  - Potential obsolescence due to new technologies
  - Costly and time-consuming
- Advantages of cloud solutions
  - Provider economies of scale and skill
  - Integration
 - Faster rollout: up to 4x faster

Regulatory requirements for archiving

- SEC Rule 17a-4(f) states that storage media must:

  - A. Preserve the records exclusively in a non-rewriteable, non-erasable format

  - B. Verify automatically the quality and accuracy of the storage media recording process

  - C. Serialize the original and... duplicate units of storage media, and time-date for the required period of retention

  - D. Have the capacity to readily download indexes and records preserved on the electronic storage media

- Hashing isn't enough

Perimeter Cloud Archiving

- Instant-on
  - Platform independent
  - No additional hardware or CAPEX
  - Zero impact on e-mail users
  - Push or pull messages to us (POP/SMTP over SSL)
  - Provision in 30 minutes

- Reliable managed storage
  - Automated WORM archive creation
  - Secure off-site storage facility
  - Barcoded storage tracking
  - Redundant, clustered, fault-tolerant, highly scalable storage
  - Continuous availability

- Secure interface
  - Web-based SaaS interface
  - Monitored service with access logging and controls
  - Keyword and advanced search
  - Encrypted access and retrieval
  - Data verification upon retrieval
  - Single interface for e-mail, IM, Bloomberg, Reuters, etc.

PERIMETER
E-SECURITY
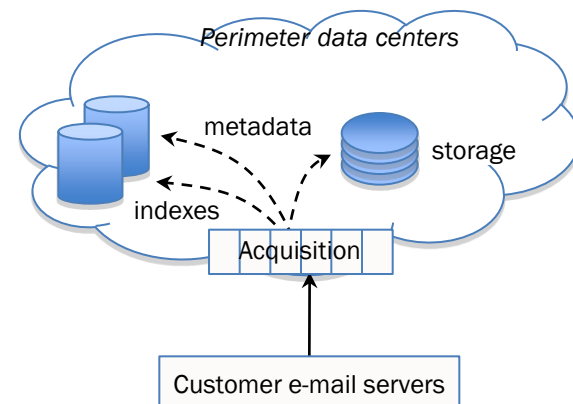
Selection criteria for cloud archiving vendors

- Experience in regulated industries
- Service scalability
- Security assurance
- Segregation of client data
- Availability
- Business continuity
- Multi-protocol support

Your Panel

Sara Radicati
President and CEO, The Radicati Group

Andrew Jaquith
CTO, Perimeter E-Security
Former analyst, Forrester Research and Yankee Group

Robert Castaneda
SVP & Chief Information Officer, Centaurus Financial

Ken Leeser
President, Kaliber Data Security

Thank You!

New Reports just published by The Radicati Group:

- Google Email and Collaboration Market Analysis, 2011-2015

- Inbox Management Solutions Market, 2011-2015

- Data Loss Prevention – Market Quadrant, 2010

- On-premises Email and Collaboration Market, 2010-2014

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