



The Radicati Group, Inc.  
[www.radicati.com](http://www.radicati.com)

# Information Archiving – Market Update

A Radicati Group Webconference

9:30 am, PT  
August 23, 2012

# Speakers & Agenda



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## Speakers:

- ▶ Peter Smails, *Sr. Director BRS Product Marketing, EMC*
- ▶ Andrew Jaquith, *Chief Technology Officer, Perimeter E-Security*
- ▶ Sam Kolbert-Hyle, *VP Business Development & Strategic Initiatives, Smarsh*
- ▶ Brandy Markey, *Sr Manager Enterprise Vault Product Marketing, Symantec*

## Agenda:

- ▶ *Overview Presentation from EMC, Perimeter, Smarsh, and Symantec*
- ▶ *Speaker Panel Discussion – moderated by Sara Radicati*
- ▶ *Audience Q & A session*

An abstract graphic on the left side of the slide, featuring a central bright point from which numerous thin, curved lines radiate outwards, creating a tunnel-like or lens flare effect. The lines are in shades of gray and white, set against a dark background.

# EMC ARCHIVING SOLUTIONS

Accelerating Transformation

EMC Backup Recovery Systems Division

Peter Smails  
Senior Director

# Fast Facts – Our Division

- Approximately 3,000 Employees
- 10 R&D Locations
- Market Leadership
  - #1 In Deduplication
  - #1 In Purpose Built Backup Appliances
  - #1 In Combined Software & Storage
- Global Sales, Support, & Services
  - Approximately 6,000 Channel Partners
- Application and storage solutions for backup and archiving



# IT PRESSURES KEEP STACKING UP



Data Growth

Budget Dilemma

Infrastructure Shift

Compliance & Discovery

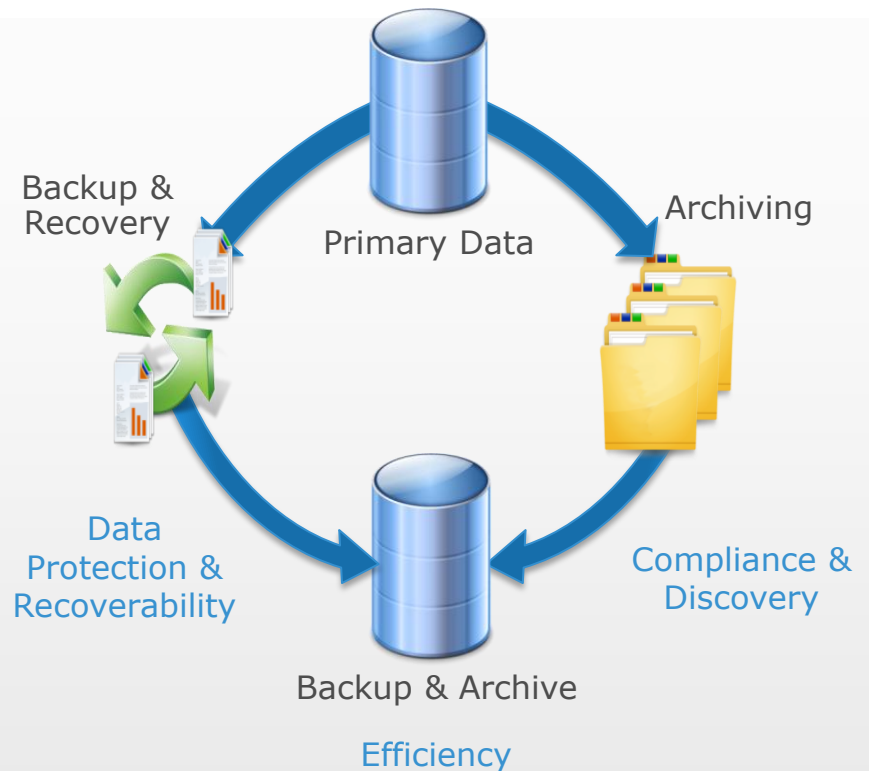
# Where Customers Want Help

- **Ensure** Recoverability & Accessibility
  - Ensure Data Is Protected & Available To Meet Service Levels
- **Improve** Efficiency
  - Spend Less Time And Money – Add More Value To Other Parts Of The Organization
- **Increase** Agility
  - Respond Quickly To Changing Requirements – Virtualization, Cloud, Big Data...



# Our Focus

## MARKET LEADERSHIP IN BACKUP AND ARCHIVING





# EMC Archiving Solutions and Platforms



EMC SourceOne



Data Domain



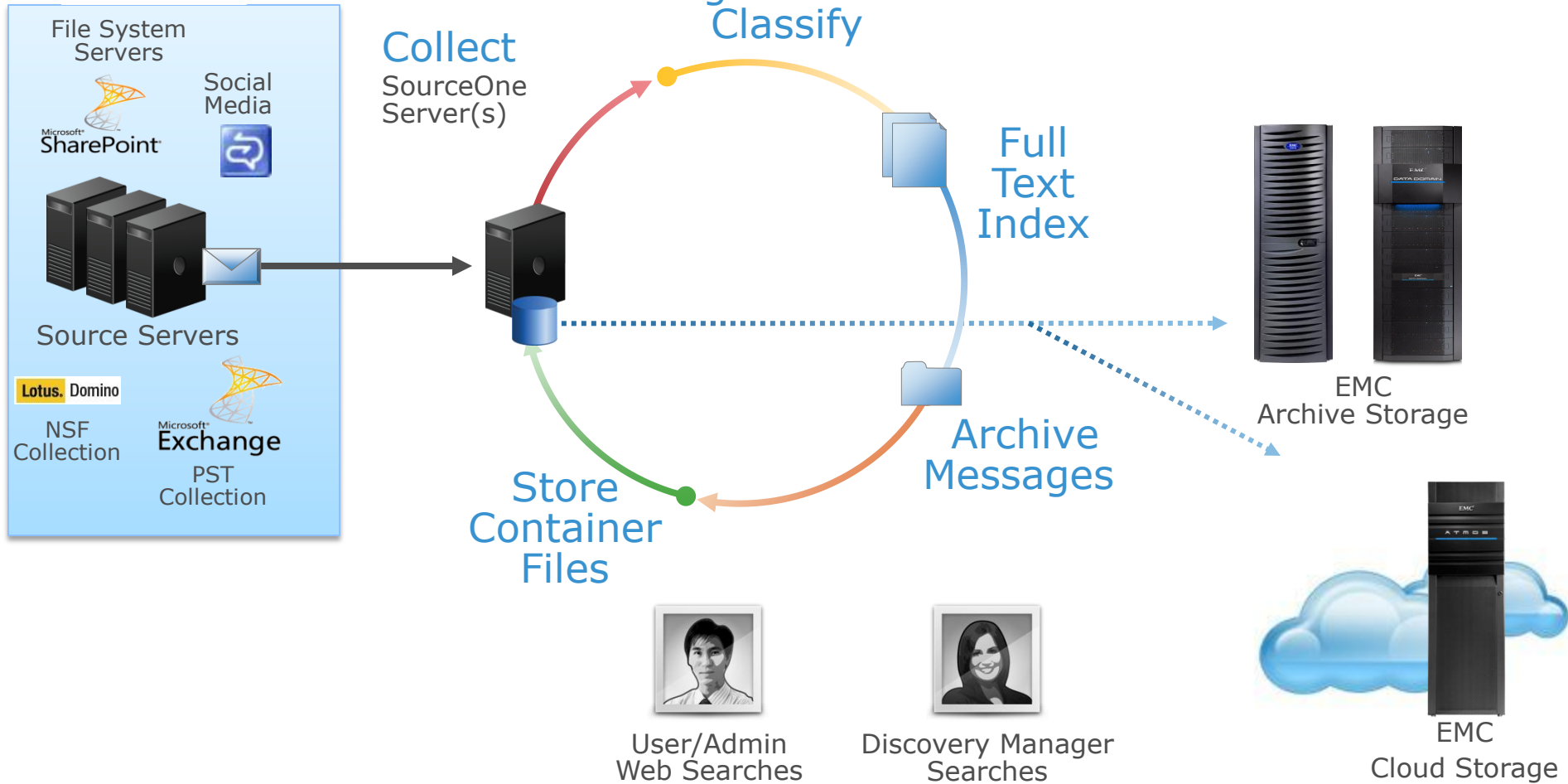
Centera



Atmos



# Solution Overview



# Thank You!

Next stop for more information...

[www.emc.com/archiving](http://www.emc.com/archiving)

# Information Archiving

## Market Update

**PERIMETER**

SECURITY FROM  
THE CLOUD

Andrew Jaquith  
Chief Technology Officer  
**July 23, 2012**



# The cloud security experts

## SECURE COMMUNICATIONS

Secure Hosted Email  
Message Hygiene  
Message Continuity  
Compliance Review  
Email Encryption  
eDiscovery

## SECURE INFRASTRUCTURE

Unified Threat Management  
Web Security  
Log Management  
Monitoring and Alerts  
Vulnerability Management  
Device Discovery

By tirelessly safeguarding corporate communications and infrastructure, Perimeter enables growth-minded leaders to focus on their core competencies without security worry.

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### The only advanced cloud security platform

Easy to buy and use · broad range of services · reliable operations · built-in compliance

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### The company to watch

Well funded and profitable · all-star team · reshaping the security market

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### Choice of ambitious, growth-minded leaders

Proven protectors of high-value information · frees customers to focus on their business

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### The established secure messaging leader

Most experienced provider, since 1995 · 100% uptime guarantee · industry's most loyal customers · 2 million mailboxes migrated

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# Cloud Archive: features

Tamperproof storage for all inbound and outbound email

Compliant with FRCP, SEC, FINRA, HIPAA, SOX

Parameterized and full-text search

Compliance scoring and message review

Ingests email, fax, Bloomberg, Reuters, other IM formats

Flexible holds and multiple retention periods

Browse and search using native email UIs, on any device  
(new feature called *Archive Anywhere*)



**Capture. Search.**  
**Supervise. Produce. Preserve.**



# Hosted Product Suite



**Email Archiving**



**Virtual Compliance Officer®**



**Email Encryption/DLP**



**IM & Collaboration Archiving**



**Social Media Archiving**



**Mobile Message Archiving**



**Web Hosting & Archiving**







# EMAIL



# WEB & SOCIAL



# COLLABORATION



# IM



# MOBILE



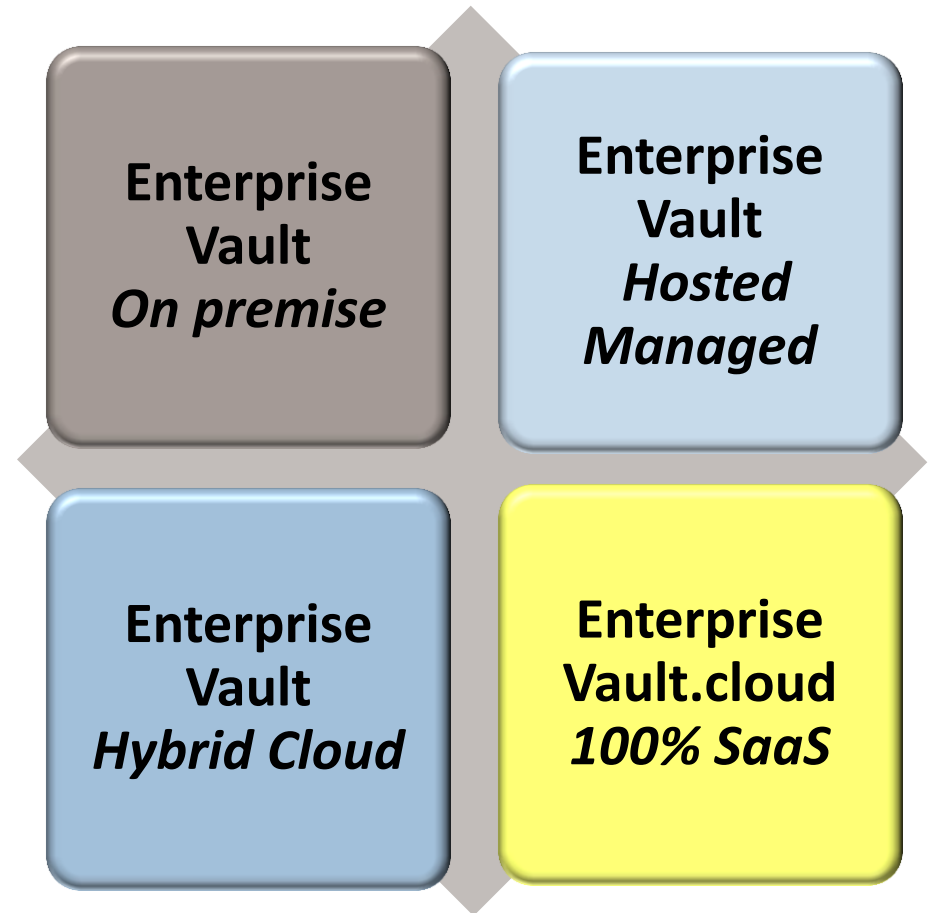
# Symantec is Archiving

**Brandy Markey**

Sr. Manager, Product Marketing, Enterprise Vault

# Symantec is Archiving

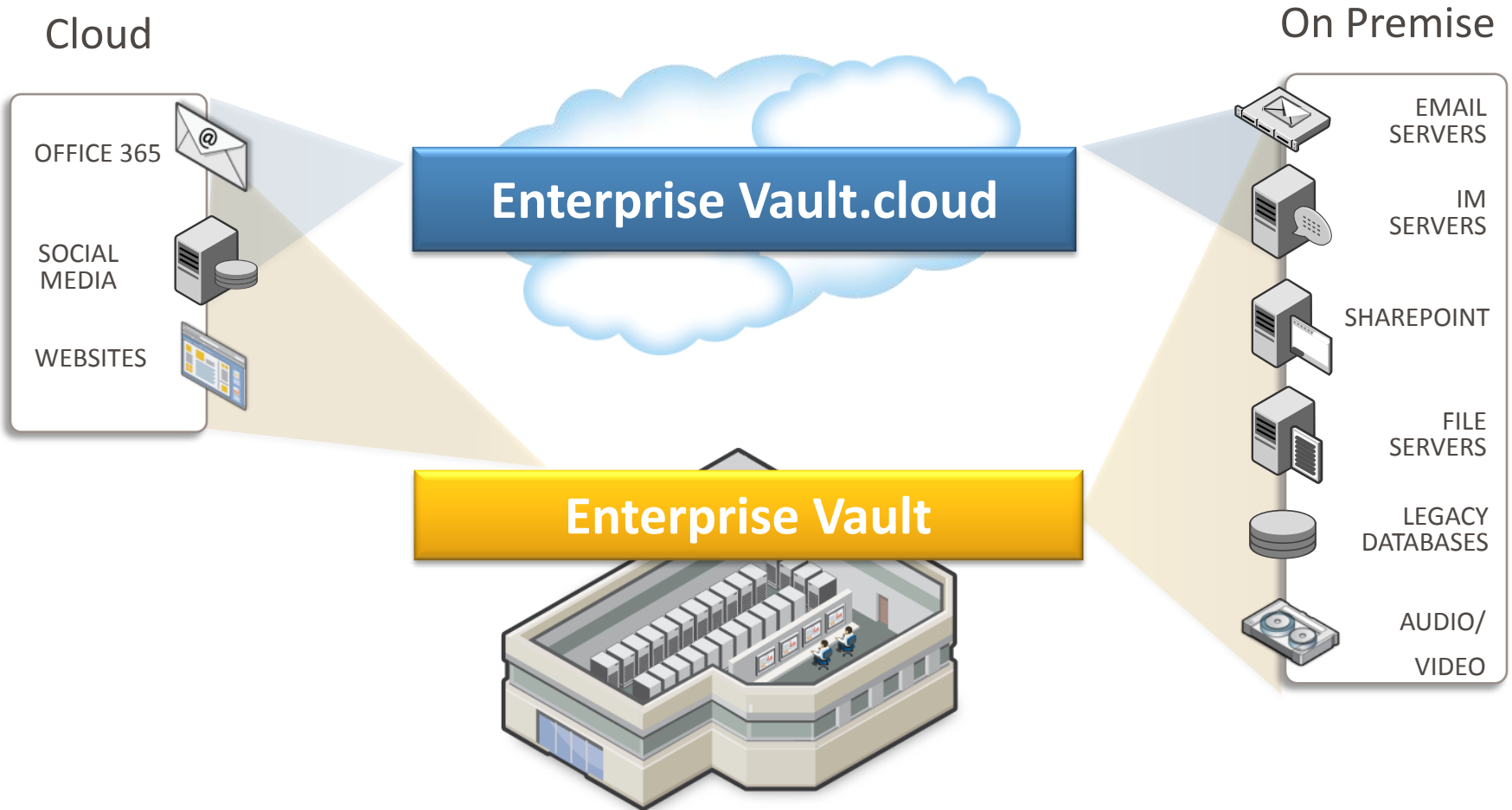
- Information Governance
- 30,000 Customers
  - 57 of the Fortune 100
- #1 in Archiving\*
- 10+ years of proven leadership
- Customer-centric roadmap
- Scalable solution



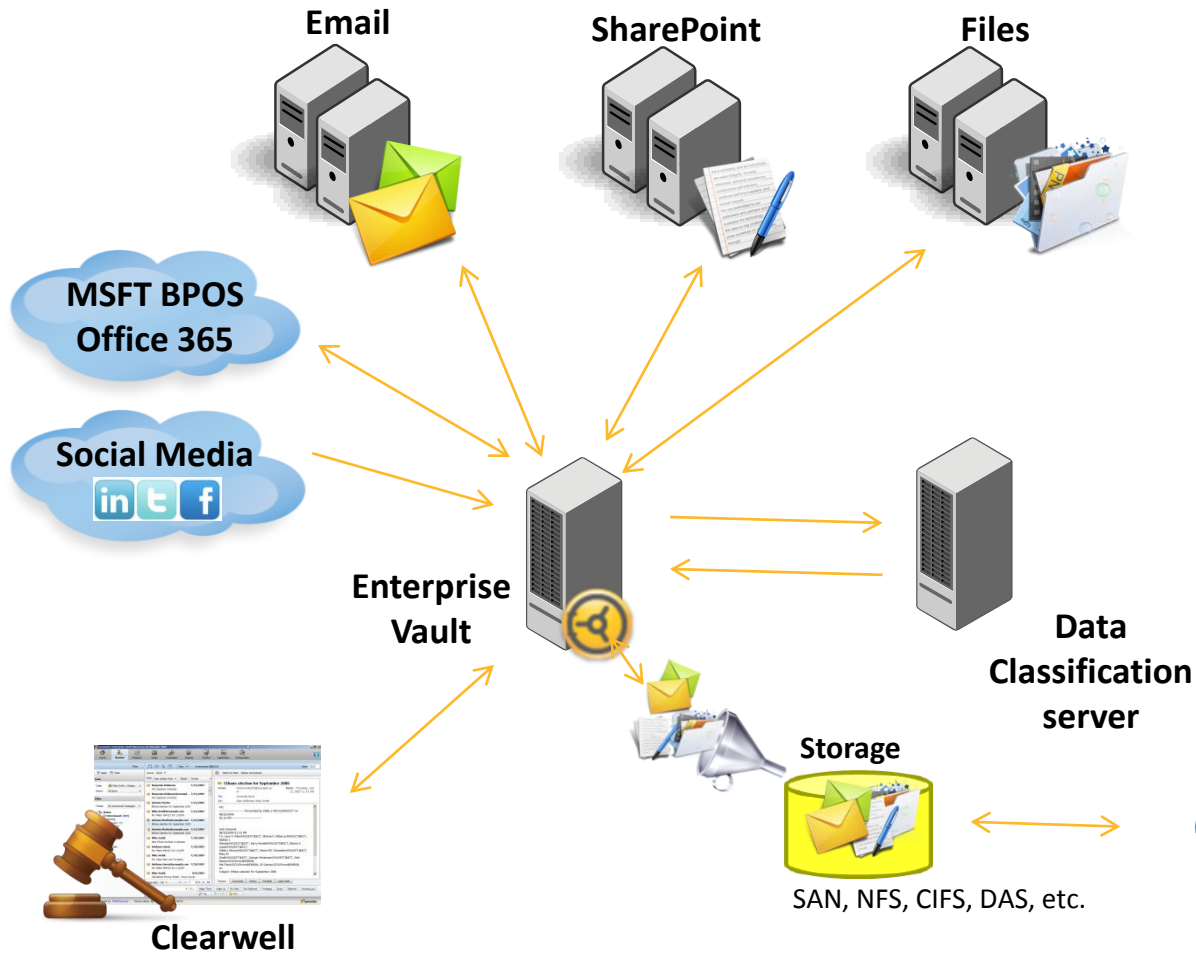
\* Information Archiving Market 2012-2016, Radicati Group, July 2012 (based on WW market share)

# A Central Repository

For email and all your critical data sources



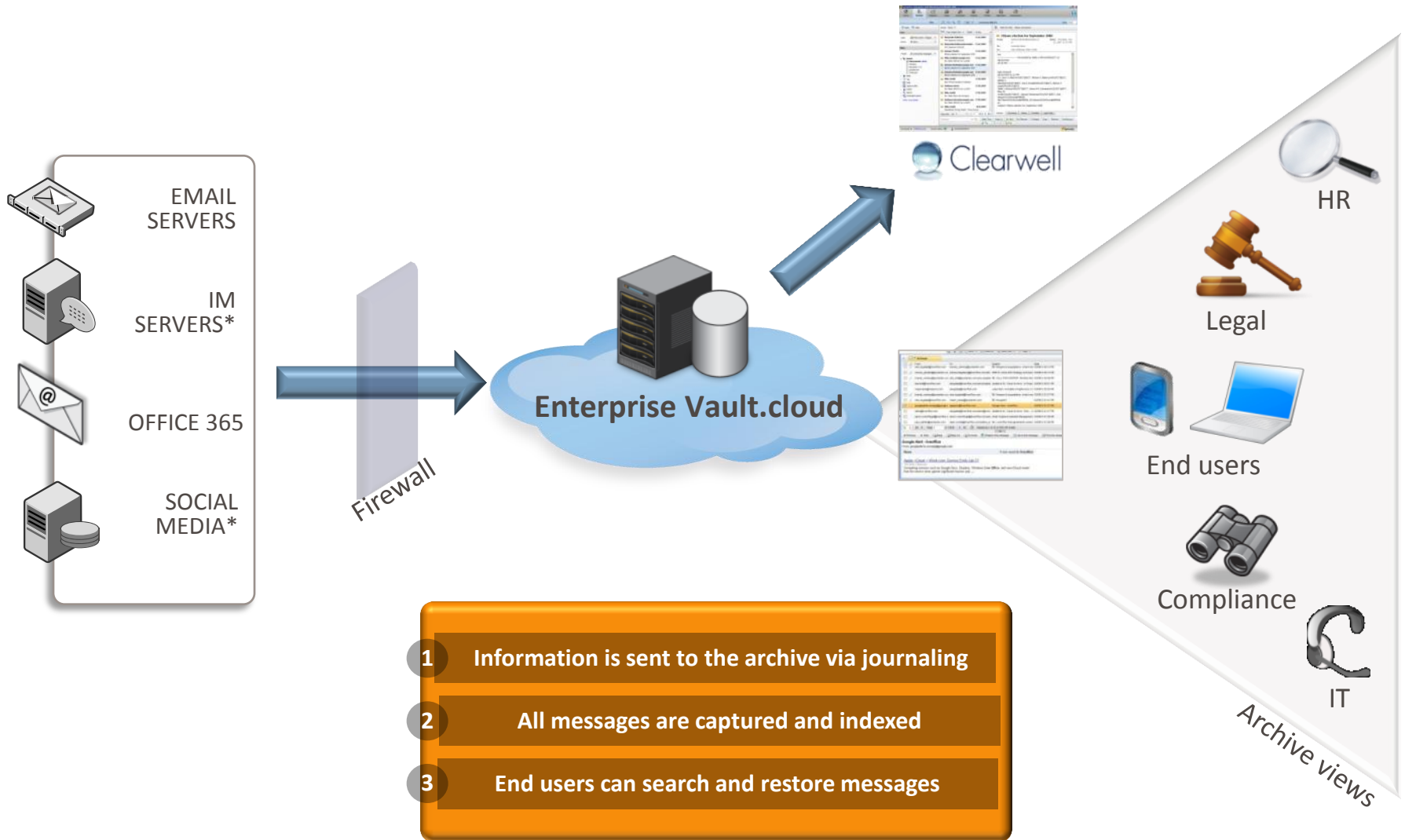
# How It Works: Enterprise Vault



1. Migrate information to archive
2. Apply deduplication and compression
3. Reduce information stores
4. Expire data over time
5. Discover efficiently



# How It Works: Enterprise Vault.cloud



\* Available with Symantec AdvisorMail.



# Thank you!

Brandy Markey

brandy\_markey@symantec.com

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# Your Speaker Panel



The Radicati Group, Inc.  
[www.radicati.com](http://www.radicati.com)

- ▶ **Sara Radicati**  
President & CEO, The Radicati Group
- ▶ **Peter Smails**  
Sr. Director BRS Product Marketing, EMC
- ▶ **Andrew Jaquith**  
Chief Technology Officer, Perimeter E-Security
- ▶ **Sam Kolbert-Hyle**  
VP Business Development & Strategic Initiatives, Smarsh
- ▶ **Brandy Markey**  
Sr Manager Enterprise Vault Product Marketing,  
Symantec

# Thank You!



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- ▶ Hosted Email and Collaboration Market, 2012–2016
- ▶ Information Archiving Market, 2012 – 2016
- ▶ Social Media Market, 2012 – 2016
- ▶ Microsoft Office 365 – Analysis and Forecast, 2012 – 2016
- ▶ Endpoint Security Platforms Market, 2012 – 2016
- ▶ Enterprise Content Management Market, 2012 – 2016
- ▶ Email Statistics Report, 2012 – 2016

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