



The Radicati Group, Inc.
www.radicati.com

Information Archiving Mobile Access

A Radicati Group Web Event

*** Please dial-in by phone to listen to the audio portion of this event. The dial-in number is in your registration confirmation email as well as on the side panel of your screen.*

9:30 am, PT
September 26, 2013

Speakers & Agenda



The Radicati Group, Inc.
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Speakers:

- ▶ Orlando Scott-Cowley, *Director of Technology Marketing, Mimecast*
- ▶ Michael Flouton, *VP Product Marketing, SilverSky*

Agenda:

- ▶ *Overview Presentations from Mimecast and SilverSky*
- ▶ *Guest Speaker Discussion – moderated by Sara Radicati*
- ▶ *Audience Q & A session*

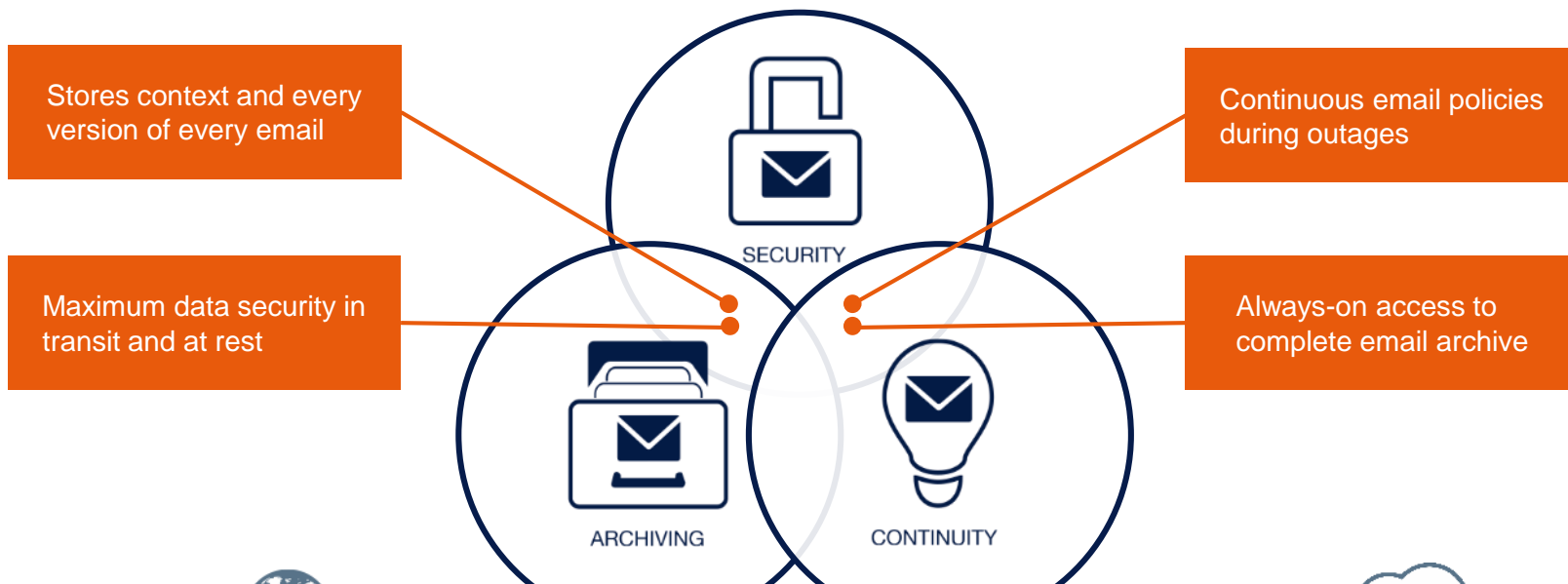
Mobile Archive Access

Mimecast on iOS and Android



Orlando Scott-Cowley
Director of Technology Marketing
Mimecast

Solves 3 information problems



Massive scalability

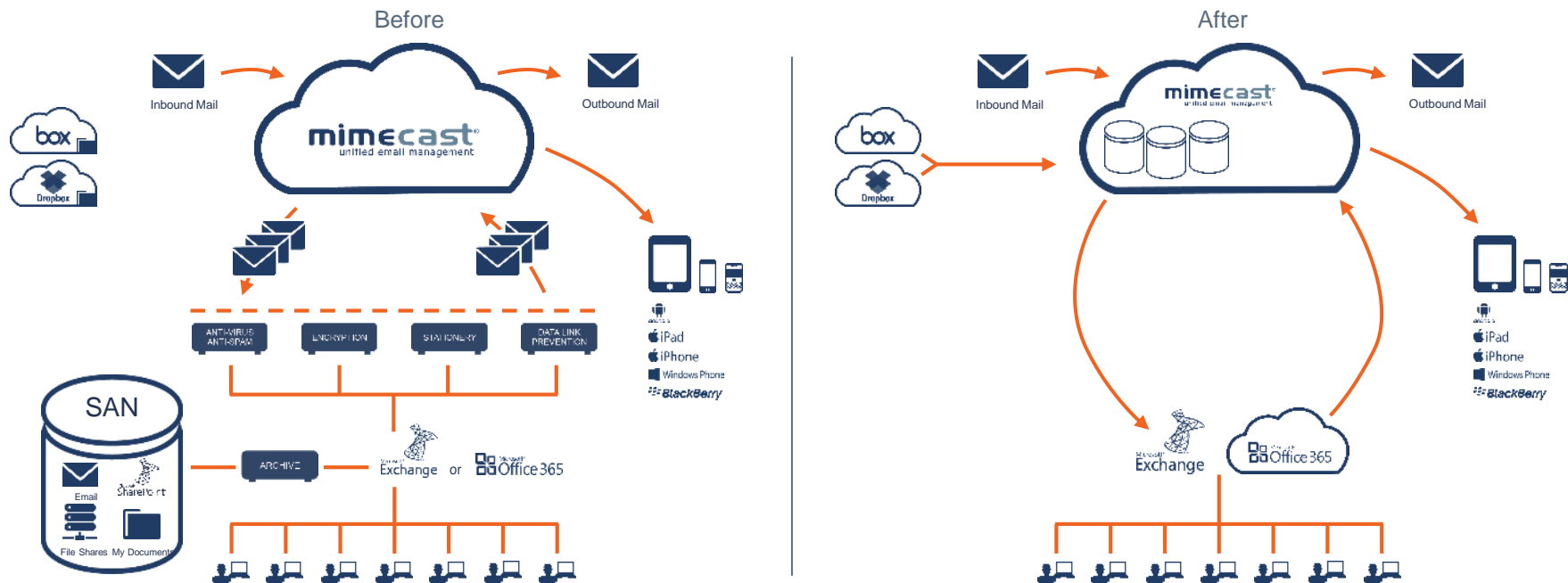


Cloud Service Provider

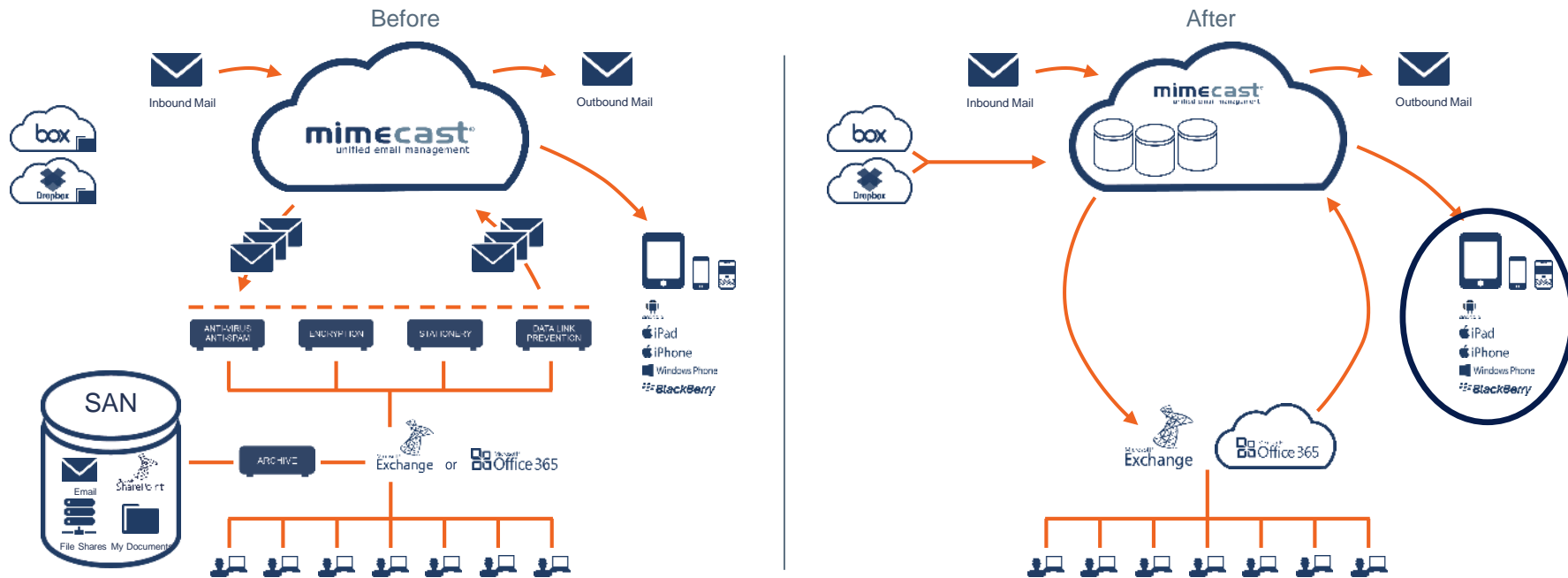
Designed for the cloud



Infrastructure Fragmentation and UEM

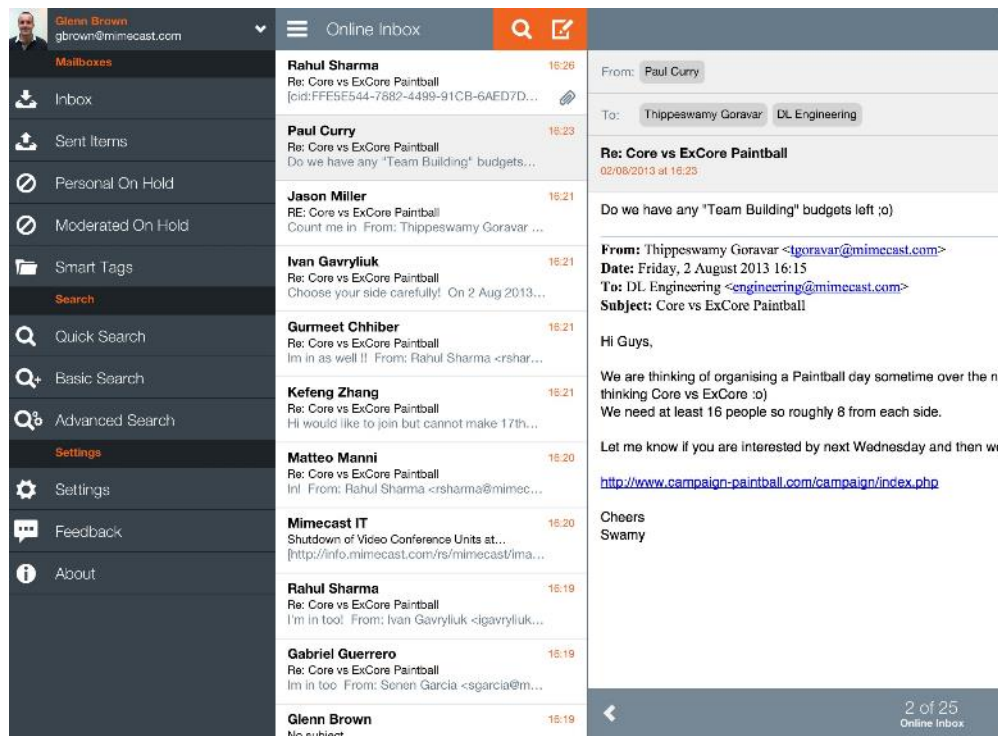


Infrastructure Fragmentation and UEM



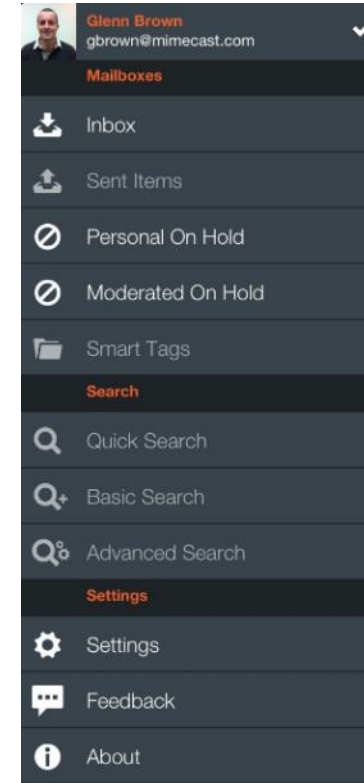
Key Features

- **Mobile Apps**
 - Android
 - iPhone
 - iPad
 - Windows Phone
 - BlackBerry



Key Features

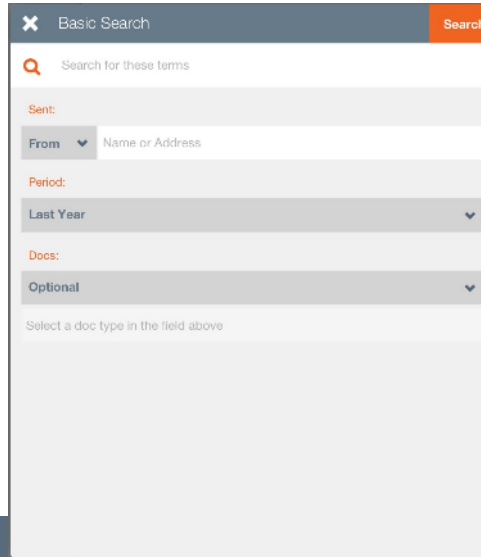
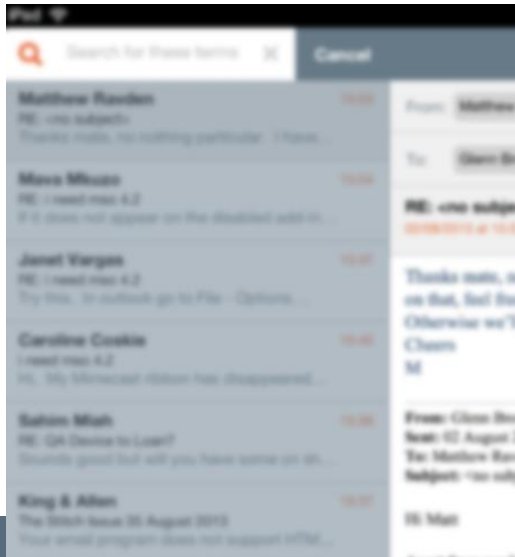
- Rich mobile email tools
 - Email features
 - Archive search
 - Security features
 - Secure access





Key Features

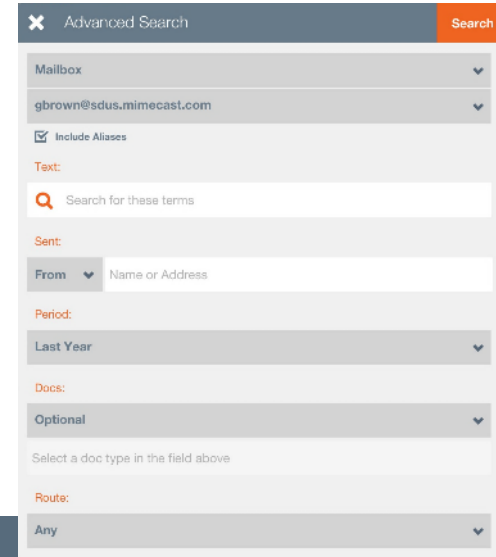
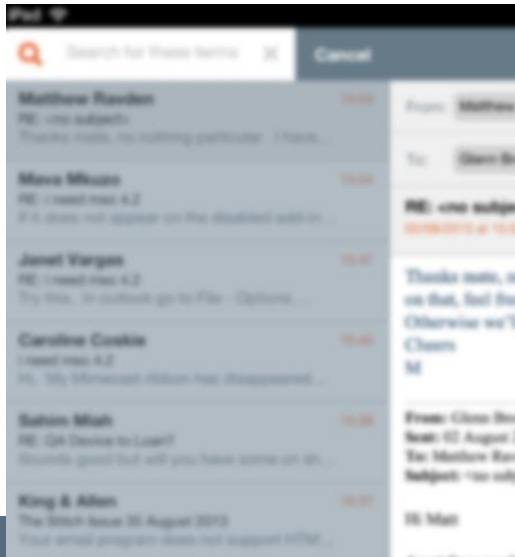
- Three archive search options
 - Quick, Basic, Advanced





Key Features

- Three archive search options
 - Quick, Basic, Advanced



Key Features

- **Hold Queues**
 - Personal or Moderated
 - Release or reject messages
 - Add senders/domains to managed sender list

The screenshot displays the Mimecast interface. On the left, a 'Personal On Hold' queue lists several messages with their dates and senders:

- Management Certificates** (31/07/2013): Recruit and Retain Star Performers - Ma... Glenn, Finding a new employee in today's...
- Ashley Turner** (30/07/2013): Postini and Competitors User Email List... Hi Glenn, Are you interested in acquiring...
- Patricia Joseph** (30/07/2013): RE: IT Decision makers details Hi Glenn, I am just checking with you to...
- Executive Business Briefings** (29/07/2013): Low-Cost Ways to Motivate and Reward... Glenn, Losing good people is one of the bl...
- Nikita Dounha** (29/07/2013): Follow up Hi Glenn, I've been trying to get in touc...
- Training Events** (29/07/2013): Women's Leadership: How to Ask for ... Glenn Brown, Negotiating is essential for...
- Management Certificates** (24/07/2013): Set Yourself Apart with a Management... Dear Glenn, Boost your job performance....
- Training Events** (23/07/2013): Women's Leadership: How to Ask for ... Glenn Brown, Asking for what you want is...
- Executive Business Briefings** (20/07/2013): 22 Scripts for Those Difficult Conversati... Glenn, Have you ever had to fire anyone....
- SolarWinds** (19/07/2013): ★★★ FREE TOOL FRIDAY ★★★ ""SolarWinds - IT Management Software""...
- Nancy Smith** (19/07/2013): Online reports for data

The main view shows a message from 'Management Certificates' to 'qbrown@mimecast.com'. The subject is 'Recruit and Retain Star Performers - Management Essentials Certificate Program' (dated 31/07/2013 at 19:35). A 'Message Hold Applied - Spam Signature policy' notification is visible. The message content includes a green banner for 'Management Certificates First' and 'Management Essentials Certificate Courses' with a toll-free number. Below the banner, the text reads: 'How 50,000 professionals have advanced their careers this year alone'. The main body of the email starts with 'Glenn, Finding a new employee in today's reality is hard. You get hundreds of unqualified resumes. You sit through interviews listening to the same memorized answer over and over. You make offers, and finally recruit the selected candidate. Then they disappoint you. They don't live up to their resume, references, potential, or they do, but they leave. Learn to stop this never-ending cycle today. Sift through the candidates quickly and

At the bottom, there are four action buttons: 'Reject Email', 'Reject Email & Block Address', 'Reject Email & Block Domain', and 'Cancel'.



Key Features

- **Smart Tags**
 - Email Smart Tags
 - Define by content

✕ Smart Tags	
DropBox Archive	>
gbrown@mimecast.com	>
Box Archive	>
gbrown@mimecast.com	>
gbrown@mimecast.com	>
Ring Central Voicemails	>
Mimeshare	>
From Gmail to Adriana	>
From Gmail to Glenn	>
Dropbox Archive	>

mimecast.com

Dedicated Cloud Solutions



Michael Flouton,
VP Product Marketing, SilverSky

September 26, 2013



We deliver security from the cloud

What we do

We **simplify** how our customers secure their information.

How we do it

We **manage** our customers' email and collaboration applications, **secure** their sensitive data, and **monitor** their networks 24x7 for intrusions—all from our cloud.

Why it matters

We enable growth-minded leaders to pursue their business ambitions **without security worry**.



Three driving forces of security risk

Internal Vulnerabilities

Noncompliance costs 2.65 times more than cost to meet compliance rules.²

A 1,000-employee firm must review, block, encrypt or archive 1.5m risky emails per year

Shift to the Cloud

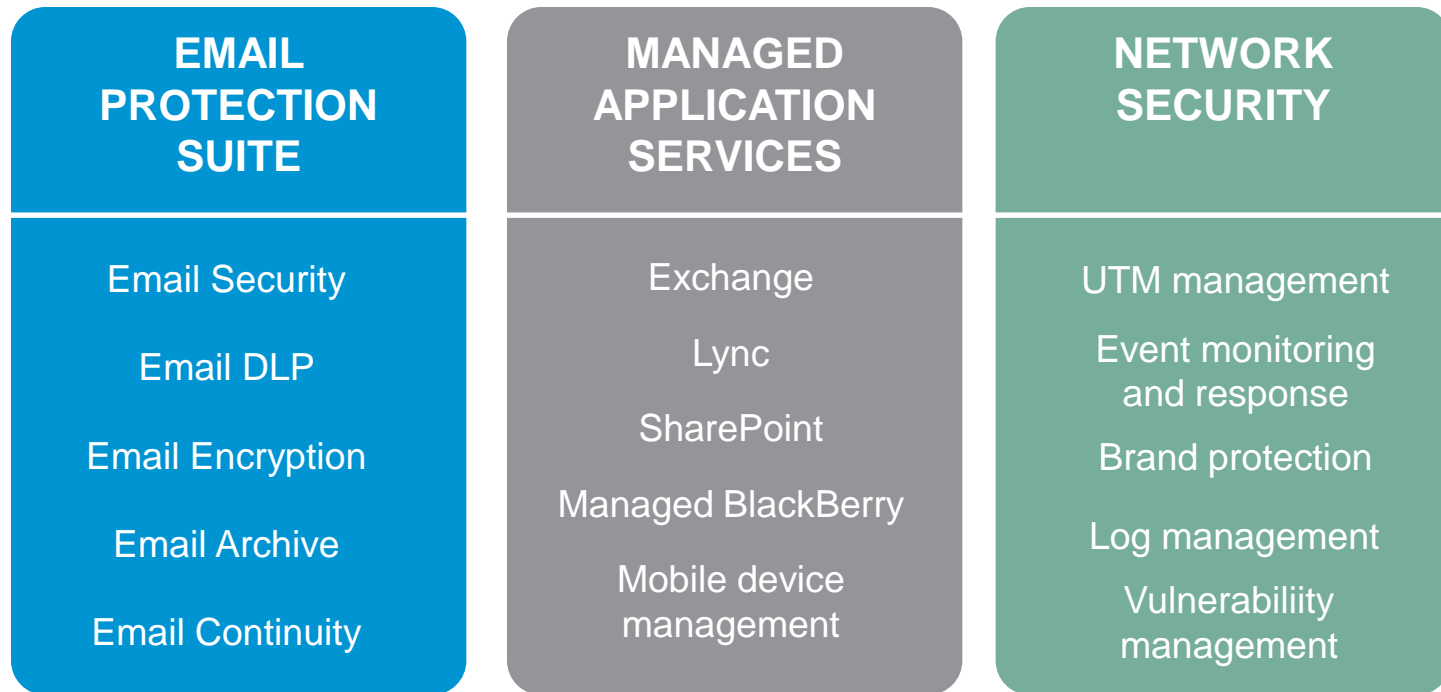
84% of all new software deployed will be cloud-based, but 55% cite security as top concern¹

External Threats

85% of breaches are undetected by the breached organization³, resulting in \$6.75M in damages on average⁴



Bundled into three product families



Message Archiving Challenges

- Employees do not delete email and exceed storage quotas
- PST file hoarding and eDiscovery issues
- IT must install custom software
- Native email searches difficult
- Too many portals to log into



email



archive



business
continuity

Solution →



Archive Anywhere



Archive Anywhere
empowers
business users with
total control of
archived messages
on any device – at
any time



Archive Anywhere Benefits

- Supports any email-enabled device (smart phones, tablets, laptops)
- Uses native search functions within all popular email apps
- Does not require custom software to install
- Restores messages using native email app
- Operates even when email is down



Archive Anywhere

Provides anywhere access to message archives directly within popular email apps for convenient and fast message recovery



Your Speaker Panel



The Radicati Group, Inc.
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- ▶ **Sara Radicati**
President & CEO, The Radicati Group
- ▶ **Orlando Scott-Cowley**
Director of Technology Marketing, Mimecast
- ▶ **Michael Flouton**
VP Product Marketing, SilverSky

Thank You!



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Latest Reports published by The Radicati Group:

- ▶ Information Archiving Market, 2013–2017
- ▶ Europe Cloud Email Market, 2013–2017
- ▶ Business User Survey 2013
- ▶ Cloud Business and Consumer Email Market, 2013–2017
- ▶ Enterprise Content Management Market, 2013–2017
- ▶ Email Statistics Report, 2013–2017

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