

Vendor Landscape: Content and Email Archiving

Archiving is not just for email anymore.

Introduction

Using archiving products to meet compliance needs and reducing the impact of content growth on primary storage are concerns for all organizations.

This Research Is Designed For:

- ✓ IT professionals involved in evaluating, selecting, and deploying archiving solutions.
- ✓ IT professionals responsible for email platform efficiency and supporting end-user email restoration requests.
- ✓ Compliance managers responsible for eDiscovery of emails and placing legal holds on email.

This Research Will Help You:

- ✓ Determine if you need a third-party archiving product.
- ✓ Build an archive program.
- ✓ Evaluate email archiving vendors and products for your enterprise needs.
- ✓ Determine which products are most appropriate for particular use cases and scenarios, and implement the selected platform.

Executive Summary

Info-Tech evaluated 11 competitors in the archiving market, including the following notable performers:

Champions:

- **OpenText** provides a robust archive platform plus a wider set of traditional ECM features.
- **Commvault** has one of most balanced products with tools for both eDiscovery and storage management.
- **Global Relay**: The holistic communication governance and archive features that Global Relay provides are key for any industry.
- **GWAVA** provides complete archiving and has an email security gateway product.
- **Smarsh** provides a flexible solution with highly granular controls

Value:

- **GWAVA**: The most complete product at its price point.

Trend Setter Award:

- **Smarsh**: The introduction of the development platform and its simple yet powerful UI put Smarsh ahead of the landscape in design.

Info-Tech Insight



1. This is no longer about just email.

The market is changing to meet the greater archive needs that larger organizations require today. Most products can archive from social or file shares in addition to email and IM.

2. Cost is a real differentiator.

This is a Vendor Landscape where there is a tight connection between the number of features and the cost of the product.

3. The identification of archives as indicators of social networks.

Vendors are realizing the very real potential of email as a value add for knowledge management and collaboration.

Market Overview

How it got here

- The archive market has recently refocused to information governance (access control) and information management (cost control) due to Gmail and Office 365 providing table stakes level archiving.
- The high adoption of cloud email (including managed service providers) has reduced the traditional storage management use case for **email only** archiving.
- The content explosion brought about by web 2.0 tools and expanded regulatory oversight has put pressure on organizations to control and audit corporate-owned information sources.
- The increased need for sophisticated compliance tools such as search and sampling requires high quality indexed storage.

Where it's going

- As cloud productivity becomes the norm, look for archiving vendors to expand to include information rights management as a key tool.
- The “disk is cheap” mentality will require an integrated set of storage and information management tools to control content growth. This will be a key differentiator for archive products moving forward.
- As archiving moves from an Exchange control product to part of a content management strategy, it will continue to expand the features that are offered.
- Content analytics that are used to group documents and emails based on specific terms will become mainstream knowledge management tools.

Info-Tech Insight

As the market evolves, capabilities that were once cutting edge become default and new functionality becomes differentiating. Exchange archiving has become a Table Stakes capability and should no longer be used to differentiate solutions. Instead focus on hierarchical storage management and full text-based search to get the best fit for your requirements.

These vendors were included due to consideration of their market share, mind share, and platform coverage



Vendors included in this report provide a comprehensive, innovative, and functional solution for managing information through retention rules and eDiscovery.

Included in this Vendor Landscape:

Barracuda: Long-time provider of email services is expanding beyond messaging to include multiple content types.

Commvault: The Simpana products are widely used as part of the archive and storage platform.

Jatheon: Solid vendor focused on real-time information management rights management.

Global Relay: Serves as the Message Archiving Vendor in FINRA's compliance resource provider program.

GWAVA: Provides an email-focused management platform that includes email archiving as well as security.

OpenText: Global leader in enterprise information management, provides a single platform for all information sources.

MessageSolution: On-premise or cloud-based vendor that provides archive and basic eDiscovery.

Mimecast: Cloud SaaS company that provides archiving capabilities for a variety of communication types.

Sonian: Cloud SaaS provider with a wide set of content types that can be archived.

Symantec: A major player in back-up, security, and discovery markets.

Smarsh: Provides compliance and governance across email, social, and web for highly regulated enterprises.

Content and email archive criteria & weighting factors

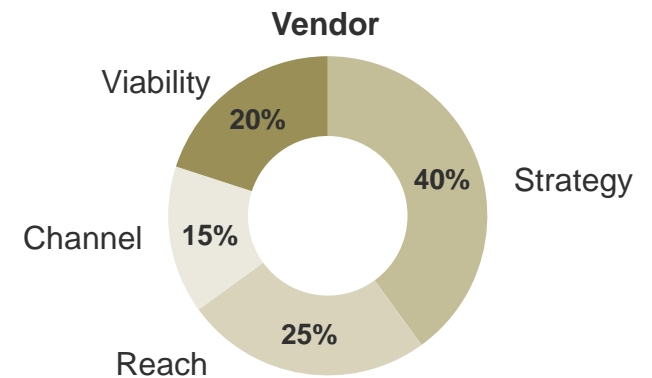
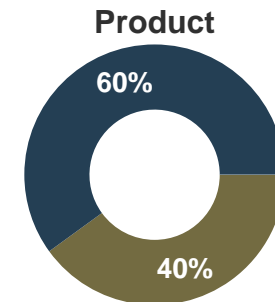
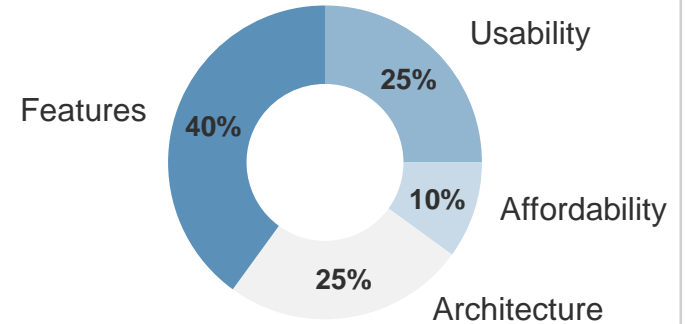
Product Evaluation Criteria

Features	The solution provides basic and advanced feature/functionality.
Usability	The end-user and administrative interfaces are intuitive and offer streamlined workflow.
Affordability	Implementing and operating the solution is affordable given the technology.
Architecture	Multiple deployment options and extensive integration capabilities are available.

Vendor Evaluation Criteria

Viability	Vendor is profitable, knowledgeable, and will be around for the long term.
Strategy	Vendor is committed to the space and has a future product and portfolio roadmap.
Reach	Vendor offers global coverage and is able to sell and provide post-sales support.
Channel	Vendor channel strategy is appropriate and the channels themselves are strong.

Criteria Weighting:



The Info-Tech Content and Email Archive Vendor Landscape

The Zones of the Landscape

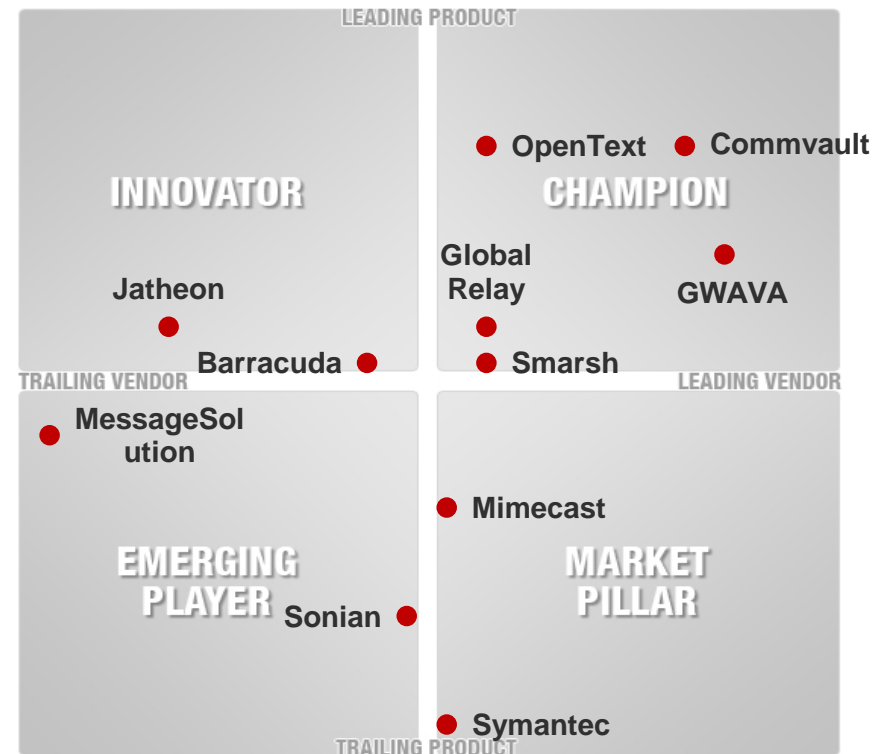
Champions receive high scores for most evaluation criteria and offer excellent value. They have a strong market presence and are usually the trend setters for the industry.

Market Pillars are established players with very strong vendor credentials, but with more average product scores.

Innovators have demonstrated innovative product strengths that act as their competitive advantage in appealing to niche segments of the market.

Emerging Players are comparatively newer vendors who are starting to gain a foothold in the marketplace. They balance product and vendor attributes, though score lower relative to market Champions.

The Info-Tech Archiving Vendor Landscape:



For an explanation of how the Info-Tech Vendor Landscape is created, see [Information Presentation – Vendor Landscape](#) in the Appendix.

Focus on these vendors if you require an on-premise system; balance individual strengths to find your best fit

	Product					Vendor				
	Overall	Features	Usability	Afford.	Arch.	Overall	Viability	Strategy	Reach	Channel
Barracuda										
Commvault										
Jatheon										
Global Relay										
GWAVA										
OpenText*										
Message-Solution*										

*The vendor declined to provide pricing and publicly available pricing could not be found

For an explanation of how the Info-Tech Harvey Balls are calculated, see [Information Presentation – Criteria Scores \(Harvey Balls\)](#) in the Appendix.

Focus on these vendors if you are looking to off-load management

	Product					Vendor				
	Overall	Features	Usability	Afford.	Arch.	Overall	Viability	Strategy	Reach	Channel
Mimecast										
Sonian										
Symantec*										
Smarsh										

Legend =Exemplary =Good =Adequate =Inadequate =Poor

*The vendor declined to provide pricing and publicly available pricing could not be found

For an explanation of how the Info-Tech Harvey Balls are calculated, see [Information Presentation – Criteria Scores \(Harvey Balls\)](#) in the Appendix.

The Info-Tech Content and Email Archiving Value Index

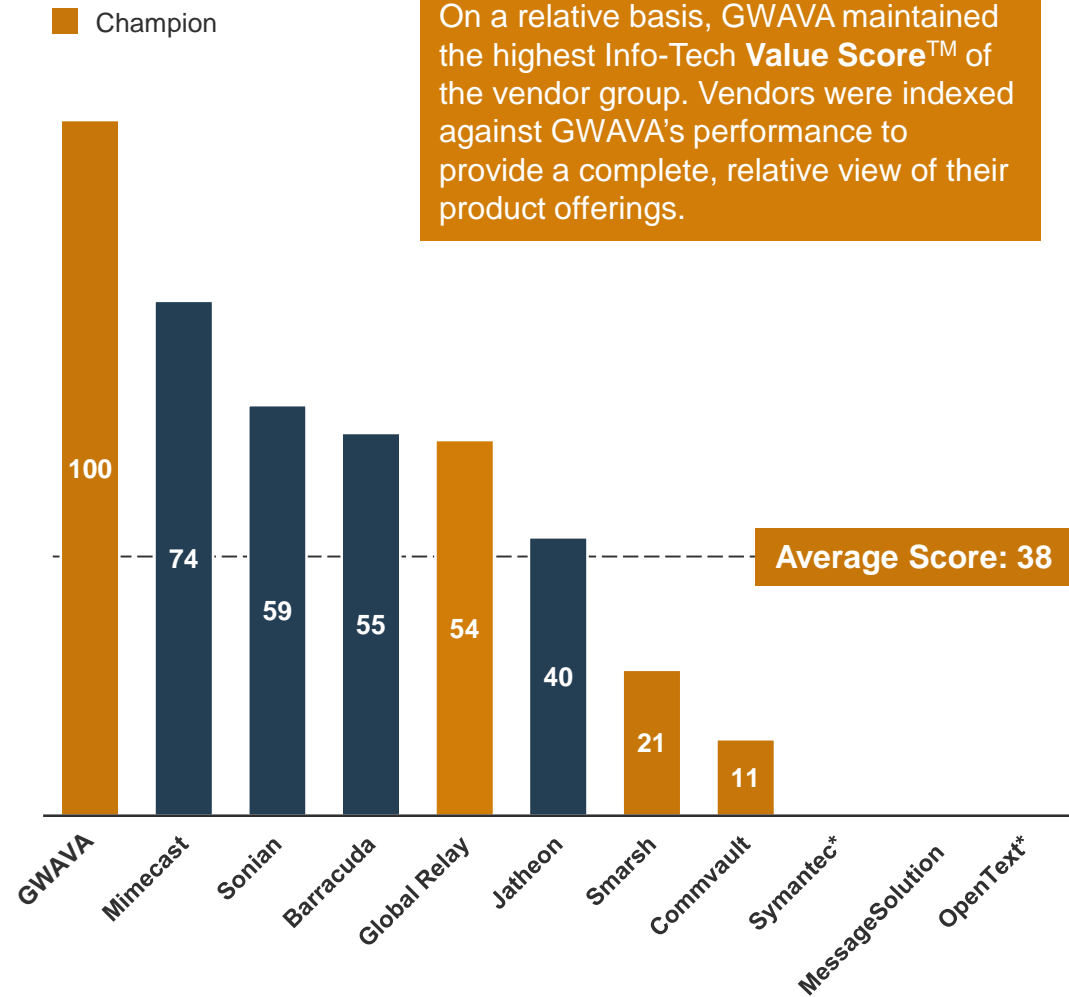
What is a Value Score?

The Value Score indexes each vendor's product offering and business strength **relative to their price point**. It **does not** indicate vendor ranking.

Vendors that score high offer more **bang-for-the-buck** (e.g. features, usability, stability, etc.) than the average vendor, while the inverse is true for those that score lower.

Price-conscious enterprises may wish to give the Value Score more consideration than those who are more focused on specific vendor/product attributes.

*The vendor declined to provide pricing and publicly available pricing could not be found



On a relative basis, GWAVA maintained the highest Info-Tech **Value Score™** of the vendor group. Vendors were indexed against GWAVA's performance to provide a complete, relative view of their product offerings.

For an explanation of how Price is determined, see [Information Presentation – Price Evaluation](#) in the Appendix.

For an explanation of how the Info-Tech Value Index is calculated, see [Information Presentation – Value Index](#) in the Appendix.

Table Stakes represent the minimum standard; without these, a product doesn't even get reviewed

The Table Stakes

Feature	What it is:
Exchange archiving	Journaling and the option to delete email from the database for Exchange on-premise.
Full email search	The ability to search email content, based on using full text search as well as MIME fields.
Additional content types	All products in this landscape have current or near-term products for at least social content.

What Does This Mean?

The products assessed in this Vendor Landscape™ meet, at the very least, the requirements outlined as Table Stakes.

Many of the vendors go above and beyond the outlined Table Stakes, some even do so in multiple categories. This section aims to highlight the products' capabilities **in excess** of the criteria listed here.

Info-Tech Insight

If Table Stakes are all you need from your content and email archive solution, focus on the email archive use-case scenario.

Advanced Features are the capabilities that allow for granular market differentiation

Scoring Methodology

Info-Tech scored each vendor's features offering as a summation of its individual scores across the listed advanced features. Vendors were given one point for each feature the product inherently provided.

All categories were scored based on the additive score of partial features that when combined present the complete advanced feature.

Advanced Features

Feature	What we looked for:
Complete file archiving	The ability to intelligently archive additional file types such as fileshares, social, and SharePoint.
Storage Management	Ability to manage additional off-site storage locations as part of the archive storage.
eDiscovery management	A portal that can be used by Compliance team to own and perform all aspects of eDiscovery.
Auto-classification	Granular control of email and content to control duplicates and access during eDiscovery.
File classification inheritance	The ability to take advantage of pre-existing metadata from standard metadata types.
Advanced search	The ability to perform full text search as part of a larger search-based ranking.
Application integration	The ability to enable a consolidated archive for typical applications (CRM, ECM, ERP, WCM).
Storage location control	The ability to tie the physical storage media to the age/value of the archive materials.
Content analytics	The incorporation of analytics of the archived content.
Structured data	The ability archive structured databases. The index-able data search using database fields.

For an explanation of how Advanced Features are determined, see [Information Presentation – Feature Ranks \(Stoplights\)](#) in the Appendix.

Focus on these vendors if you require an on-premise system; balance individual strengths to find your best fit

	Evaluated Features									
	Complete archiving	Storage mgmt.	eDiscovery	Auto-class.	Class. inheritance	Advanced search	Application integration	Storage location control	Content analytics	Structured data
Barracuda										
Commvault										
Jatheon										
Global Relay										
GWAVA										
OpenText										
Message-Solution										
Legend	=Feature fully present			=Feature partially present/pending			=Feature absent			

For an explanation of how Advanced Features are determined, see [Information Presentation – Feature Ranks \(Stoplights\)](#) in the Appendix.

Focus on these vendors if you are looking to off-load management

Evaluated Features											
	Complete archiving	Storage mgmt.	eDiscovery	Auto-class.	Class. inheritance	Advanced search	Application integration	Storage location control	Content analytics	Structured data	
Mimecast											
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Smarsh											
Legend	=Feature fully present				=Feature partially present/pending			=Feature absent			

For an explanation of how Advanced Features are determined, see [Information Presentation – Feature Ranks \(Stoplights\)](#) in the Appendix.

Email is still the dominant information source. These products focus on email and are priced appropriately

Organizations using Lotus or Groupwise have less options for full archiving. See vendors' second slide for those that have journaling capabilities.

1 Email archiving

2

3

4

Why Scenarios?

In reviewing the products included in each Vendor Landscape™, certain use cases come to the forefront. Whether those use cases are defined by applicability in certain locations, relevance for certain industries, or as strengths in delivering a specific capability, Info-Tech recognizes those use cases as Scenarios, and calls attention to them where they exist.

Lotus Notes

OPENTEXT



Groupwise



For an explanation of how Scenarios are determined, see [Information Presentation – Scenarios](#) in the Appendix.

High growth rate industries need tools that are focused on separating and disposing of low value content

The value of these products is their ability to automate disposition.

1

2 **Storage control**

3

4

Why Scenarios?

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The starting point

COMMVAULT 

Commvault provides a wide set of tools focused on storage management. These allow clients to appropriately store information based on its use and value to the organization.

 **Symantec™**

Symantec provides one of the most robust platforms for control of storage across on-premise systems.

 Barracuda

The de-duplication and single instance storage provide very good tools for controlling the growth of attachments.

For an explanation of how Scenarios are determined, see [Information Presentation – Scenarios](#) in the Appendix.

If you perform transactions through email, websites, or ECM, you need to manage the change from communication to record

Information can quickly change from file to record; these products handle those situations.

1

2

3 Records management

4

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Email disposition



SharePoint and file share cleaning



Website archiving



For an explanation of how Scenarios are determined, see [Information Presentation – Scenarios](#) in the Appendix.

The fit of compliance tools needs to meet the key concerns

Discovery comes in many different flavors; pick the product that best meets your discovery needs.

1

2

3

4 eDiscovery

Why Scenarios?

In reviewing the products included in each Vendor Landscape™, certain use cases come to the forefront. Whether those use cases are defined by applicability in certain locations, relevance for certain industries, or as strengths in delivering a specific capability, Info-Tech recognizes those use cases as Scenarios, and calls attention to them where they exist.

Regular or high volume requests



File and email aggregation

OPENTEXT



Control of attachment versioning

COMMVault 

For an explanation of how Scenarios are determined, see [Information Presentation – Scenarios](#) in the Appendix.

OpenText brings a complete information management platform to the archive landscape

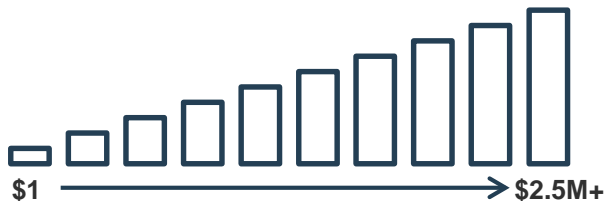


Champion

Product: Content Suite Platform
Employees: 8,500
Headquarters: Waterloo, ON
Website: opentext.com
Founded: 1991
Presence: NASDAQ: OTEX; TSX: OTC

OPENTEXT

The vendor declined to provide pricing, and publicly available pricing could not be found



Overview

- OpenText is a premium enterprise information management platform.
- Content Server has long contained archive functionality, and this archive module is now a standalone archive product.

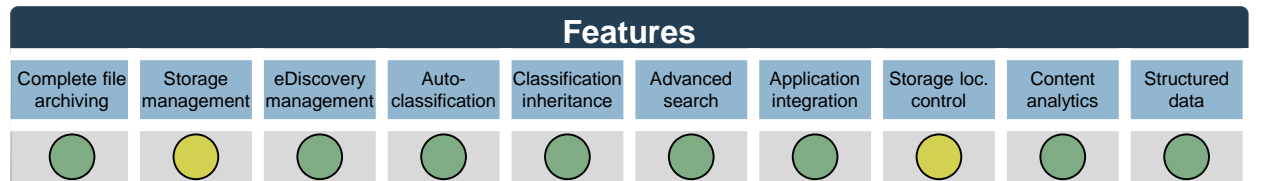
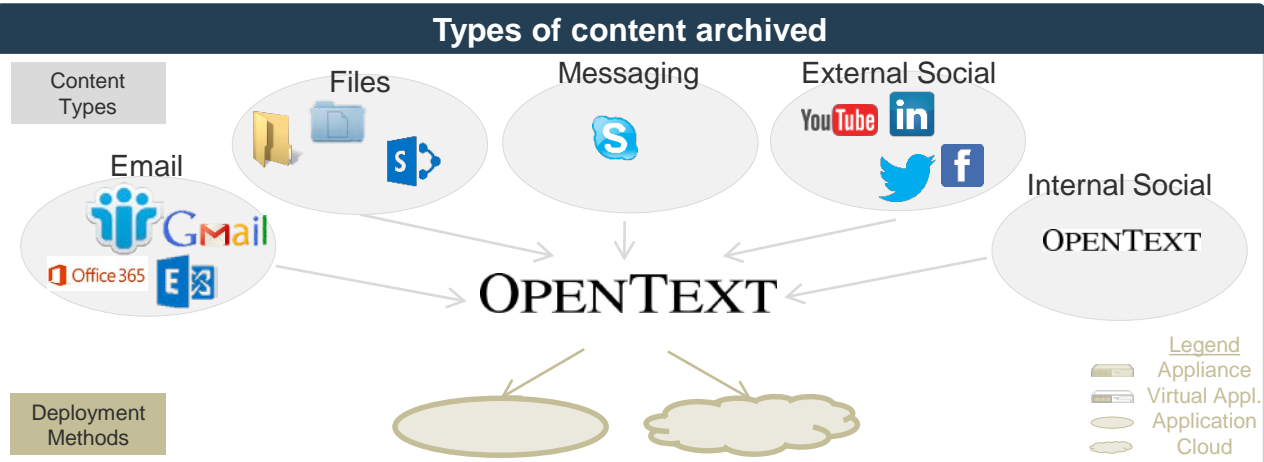
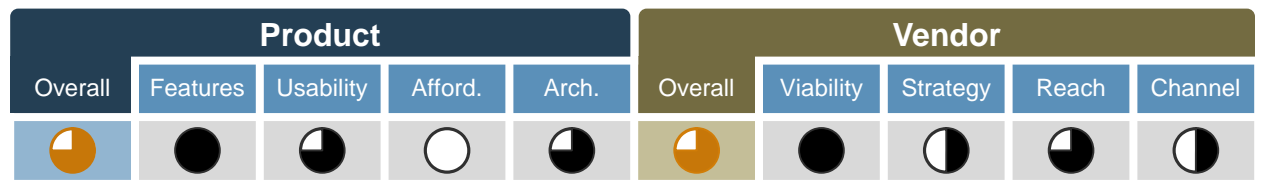
Strengths

- Most comprehensive solution in the landscape due largely to the traditional content management strengths of the vendor.
- Content Server provides a wide set of archive and compliance tools to reduce the storage and risk profile of information.
- A wide set of deployment and management settings to deal with complex data sovereignty and compliance issues.

Challenges

- The biggest challenge will be for mid-size organizations with a lean IT structure to learn and maintain the on-premise archive.
- Full value of the OpenText platform requires a mature information governance strategy.

OpenText provides holistic archive and records management



Info-Tech Recommends:

Large enterprises should include OpenText and evaluate their need for a single EIM platform.

Commvault provides a balanced set of tools for storage and information management

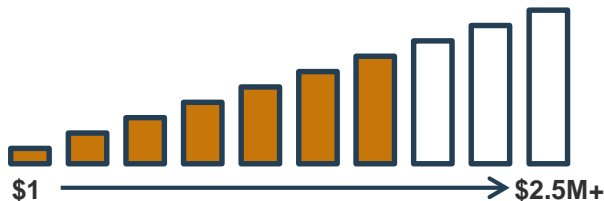


Champion

Product: Commvault Simpana 11
Employees: 2,287
Headquarters: Tinton Falls, NJ
Website: commvault.com
Founded: 1996
Presence: NASDAQ: CVLT



3 year TCO for this solution falls into pricing tier 7, between \$250,000 and \$500,000



Pricing provided by vendor

Overview

- Commvault is a pioneer in the archiving space. Simpana is now in its eleventh edition.

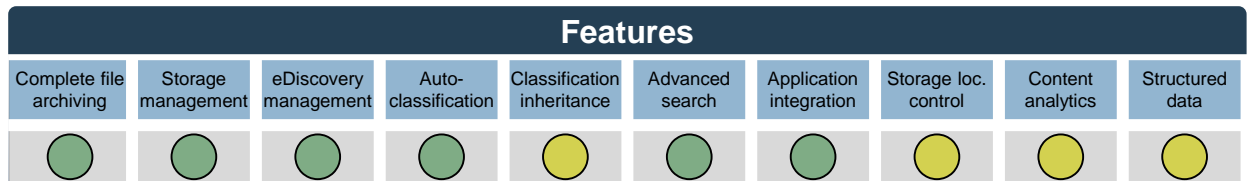
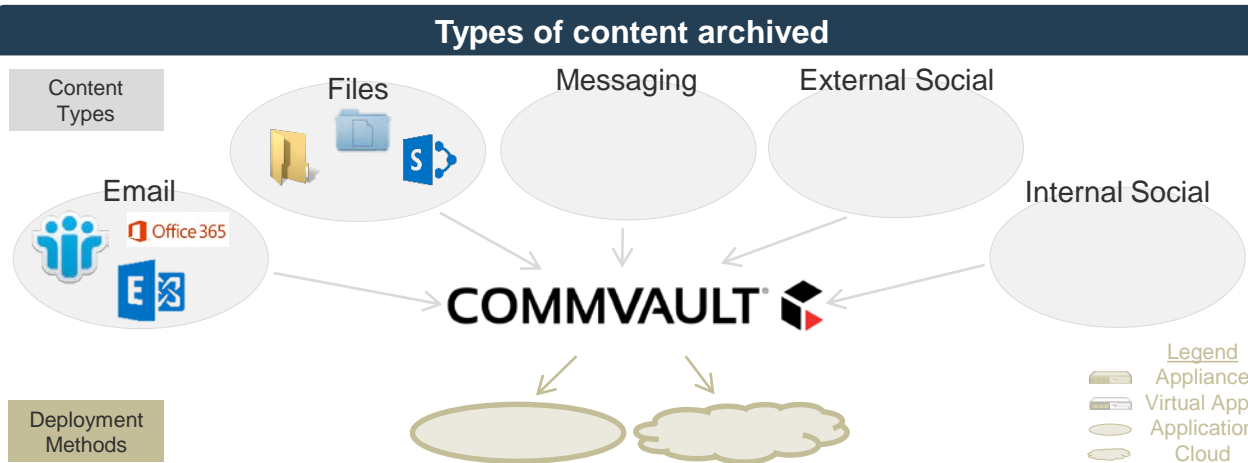
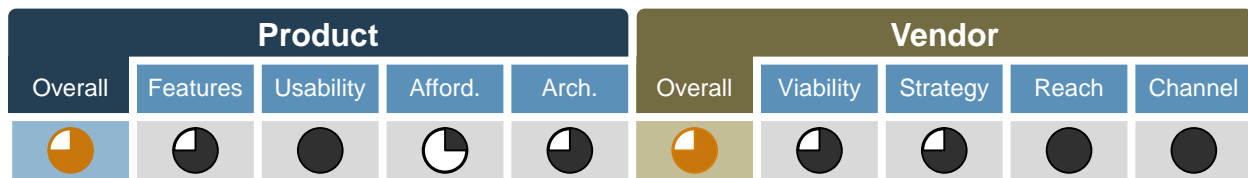
Strengths

- Simpana provides a variety of file and email search tools to end users. This allows low use items to be moved to the archive and still be available to end users.
- The additional products, such as OnePass and Edge, provide additional capabilities to manage content in a device agnostic manner.
- The wide variety of classification tools provides IT with next generation storage management tools.

Challenges

- The separation of discovery from day-to-day management of information is better, but it is not a key differentiator from competitors.
- Commvault retains possession of encryption keys for client data.

The combined storage and archive product provides an excellent platform for information management



Info-Tech Recommends:

Commvault provides the right product for organizations that have both storage needs and some compliance concerns.

Global Relay offers an innovative platform that focuses on governance tools for compliance

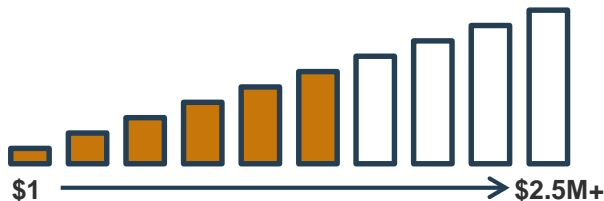


Champion

Product: Global Relay Archive
Employees: 380
Headquarters: Vancouver, BC
Website: globalrelay.com
Founded: 1999
Presence: Privately held



3 year TCO for this solution falls into pricing tier 6, between \$100,000 and \$250,000



Pricing provided by vendor

Overview

- Global Relay provides a SaaS-based archiving solution for the highly regulated enterprise. Its long history of supporting clients through regulatory audits provides them with a unique insight into managing compliance and risk issues.

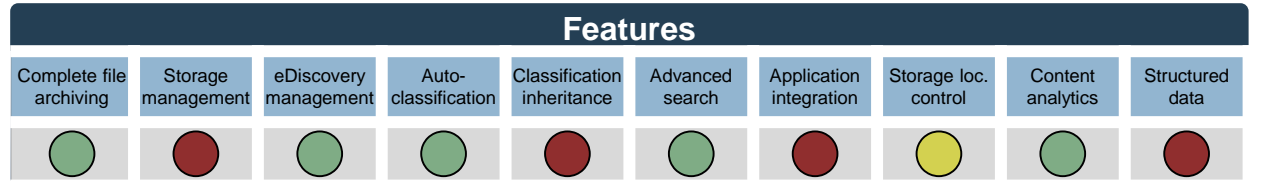
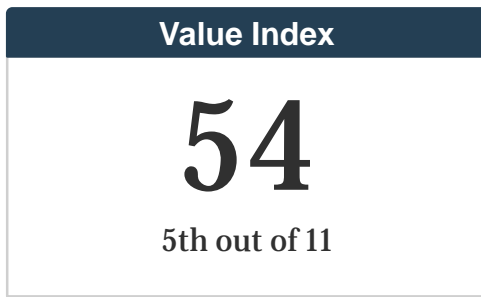
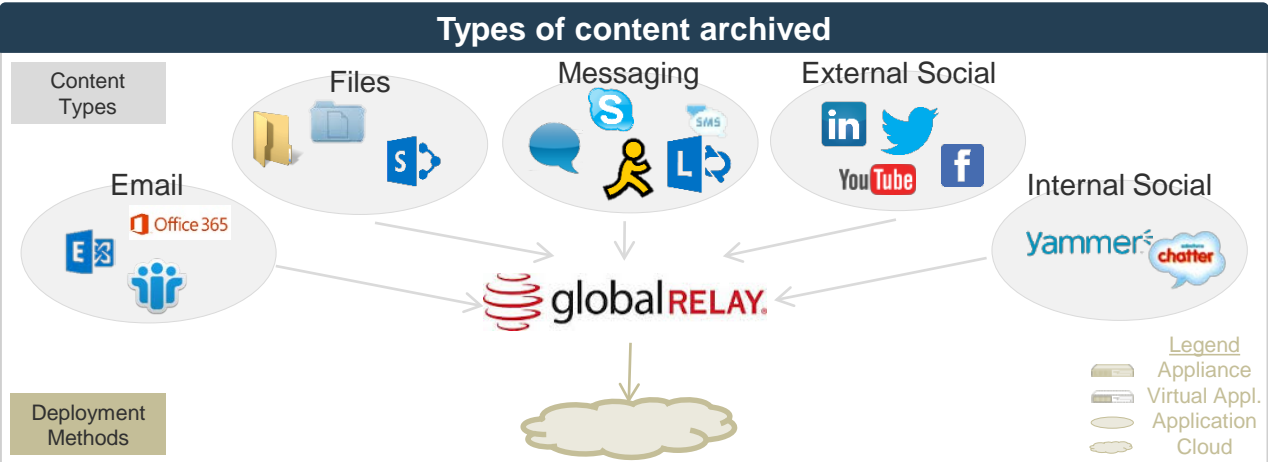
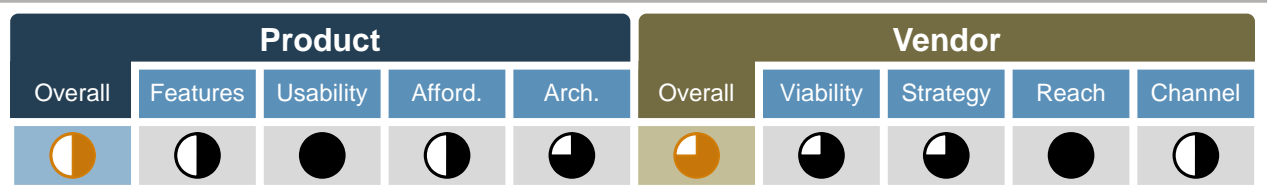
Strengths

- Global Relay archives and classifies data from multiple communication types across all device types. This reduces the need for additional management tools such as EMM.
- Provides easy-to-use eDiscovery and search features that can be deployed based on the end user's role in the organization.

Challenges

- Although the toolset is comprehensive, the UI is dated when compared to the competitors in this landscape.
- Given the level of expertise within Global Relay, the lack of best-practice workflows out of the box is disappointing.

Comprehensive enough for any highly regulated company



Info-Tech Recommends:

Global Relay is focused on key compliance verticals with mature compliance teams that can handle the vast tool set.

GWAVA provides an innovative platform that focuses on governance tools for compliance

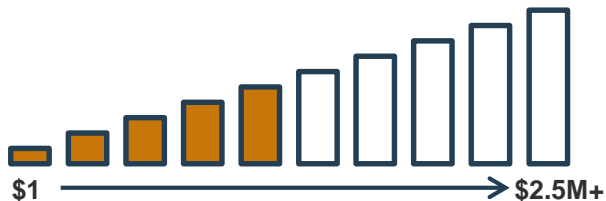


Champion

Product: Retain
Employees: 150
Headquarters: Montreal, QC
Website: GWAVA.com
Founded: 2001
Presence: Privately held



3 year TCO for this solution falls into pricing tier 5, between \$50,000 and \$100,000



Pricing provided by vendor

Overview

- GWAVA provides a wide range of communication security and archiving products through the Retain and GWAVA Messaging Security products.

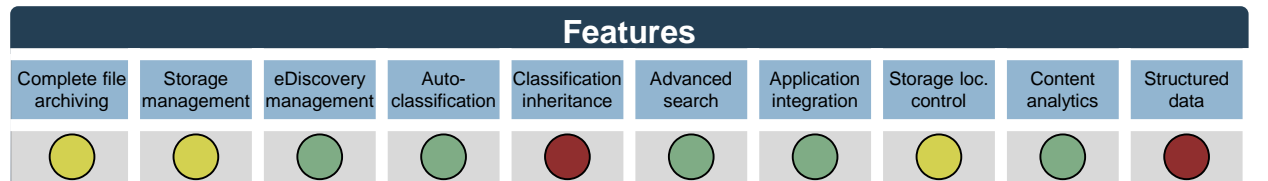
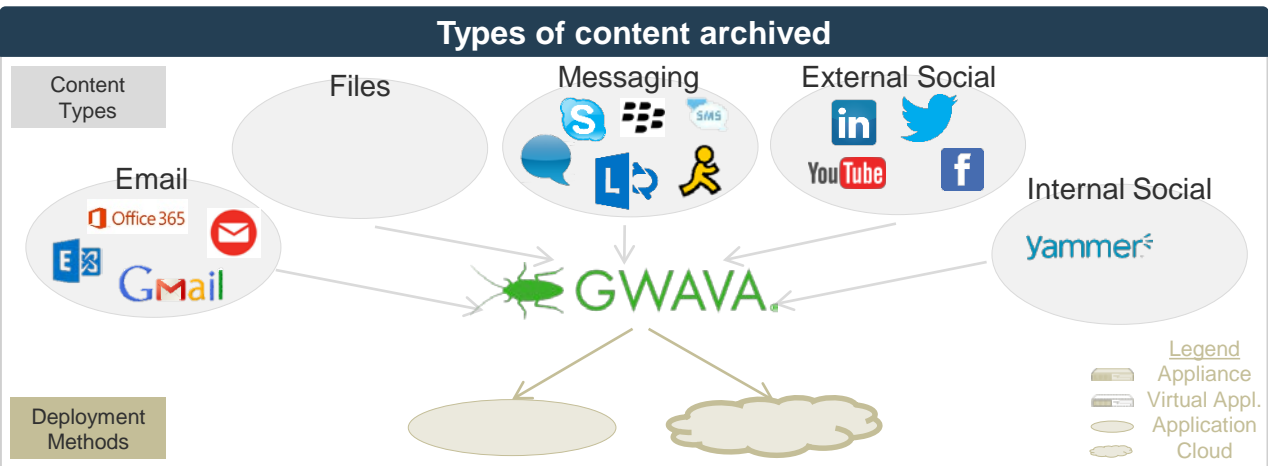
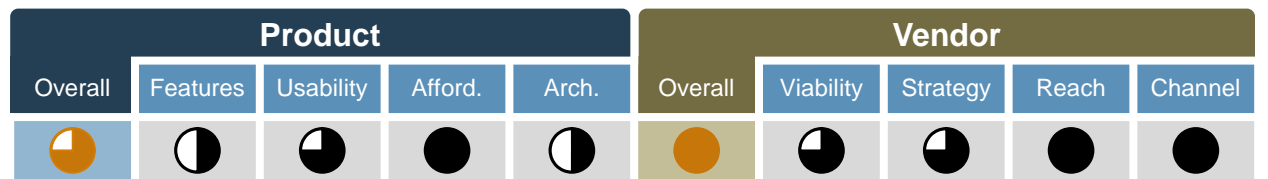
Strengths

- Retain provides a wide set of tools that protects information as well as extending discovery to social media, search and mobile devices.
- GWAVA has the best value for highly regulated enterprises through the best practices information for financial and healthcare.
- Has a wide variety of mobile and ECM relationships to extend clients protection past their core offering.

Challenges

- The Retain product is in the middle of a much needed upgrade to the UI.
- The lack of workflow may increase the cost through the need for third party applications.

GWAVA provides complete communication archiving for any sized organization



Info-Tech Recommends:

GWAVA is the first choice for organizations using GroupWise.

Innovative platform that focuses on governance tools for compliance

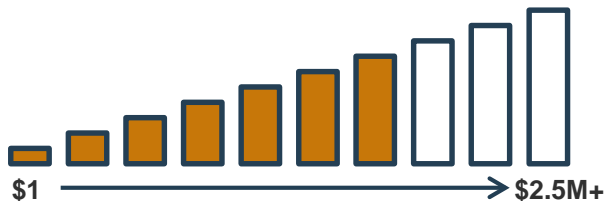


Champion

Product: Archiving platform
Employees: 225
Headquarters: Portland, OR
Website: smarsh.com
Founded: 2001
Presence: Privately held



3 year TCO for this solution falls into pricing tier 7, between \$250,000 and \$500,000



Pricing provided by vendor

Overview

- Smarsh provides a SaaS-based archiving solution for highly regulated enterprises. The recent update has allowed Smarsh to expand the product offering to ease supervision by regulators across other vendors' products.

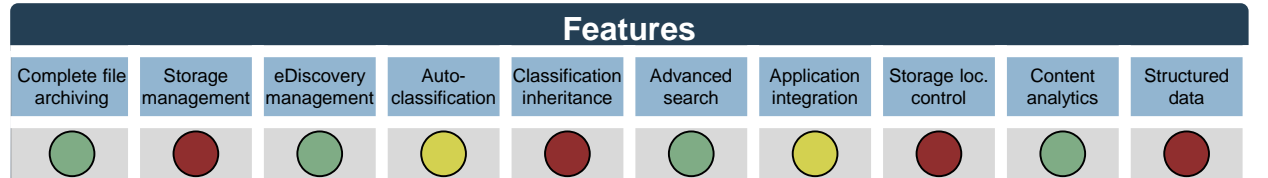
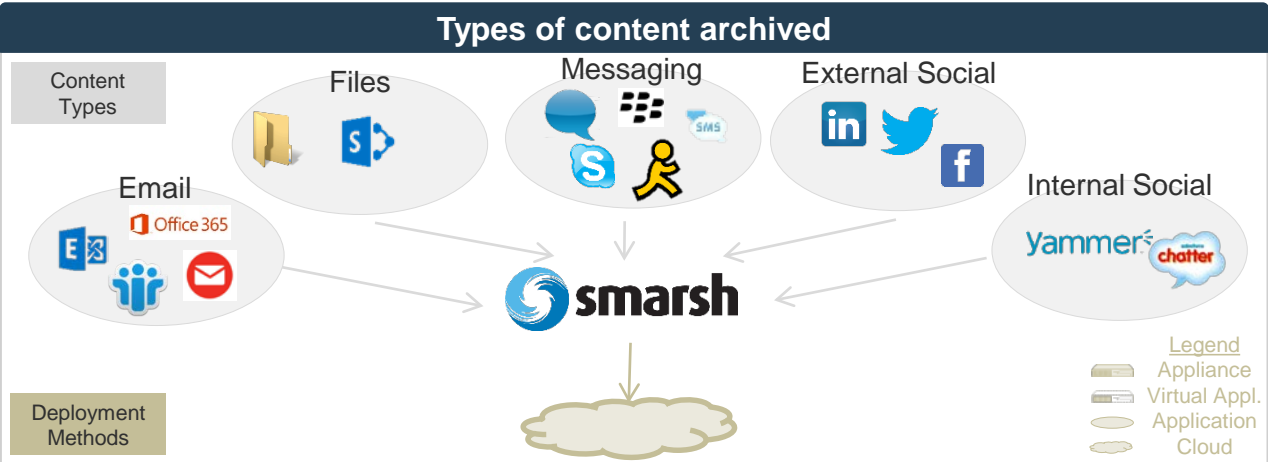
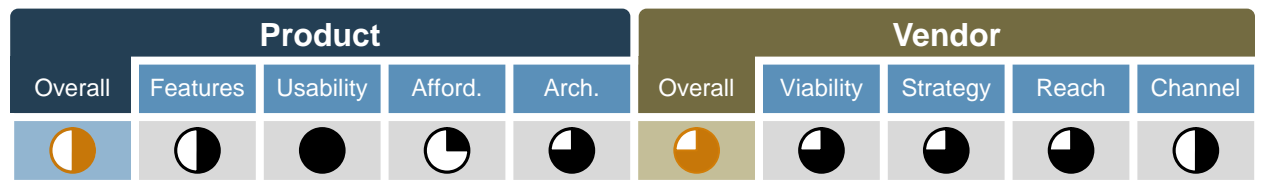
Strengths

- Highly granular control of every role and GUI provides end users with the exact amount of product for their job.
- Clean, simple supervision module that eases the training and need for senior compliance officers to control day-to-day tasks.
- The use of policies as the basis for "pre-Discovery" regular search and surveillance reduces the need for time-consuming internal audits.

Challenges

- The SaaS model may not appeal to all of its core clients.
- The need for in-depth understanding of compliance and policies that affect an organization may increase the time required for implementation of Smarsh.

Excellent product for not only financial, but any customer-facing industry



Info-Tech Recommends:

Smarsh is designed for mature compliance teams that can handle the requirements gathering that is needed to maximize the full value of the platform.

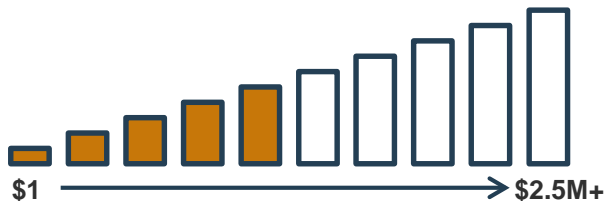
Simple intuitive product that allows anywhere access to email for both end users and compliance

Market Pillar

Product: Mimecast Unified Email Management (UEM)
Employees: 500
Headquarters: London, England
Website: mimecast.com
Founded: 2004
Presence: Privately held



3 year TCO for this solution falls into pricing tier 5, between \$50,000 and \$100,000



Pricing provided by vendor

Overview

- Mimecast is a SaaS company that provides a variety of services focused on email and messaging control.

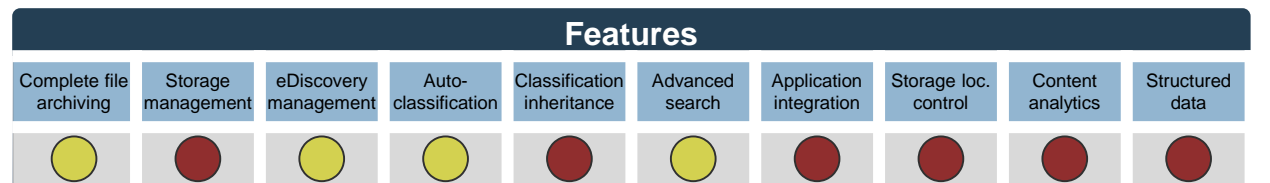
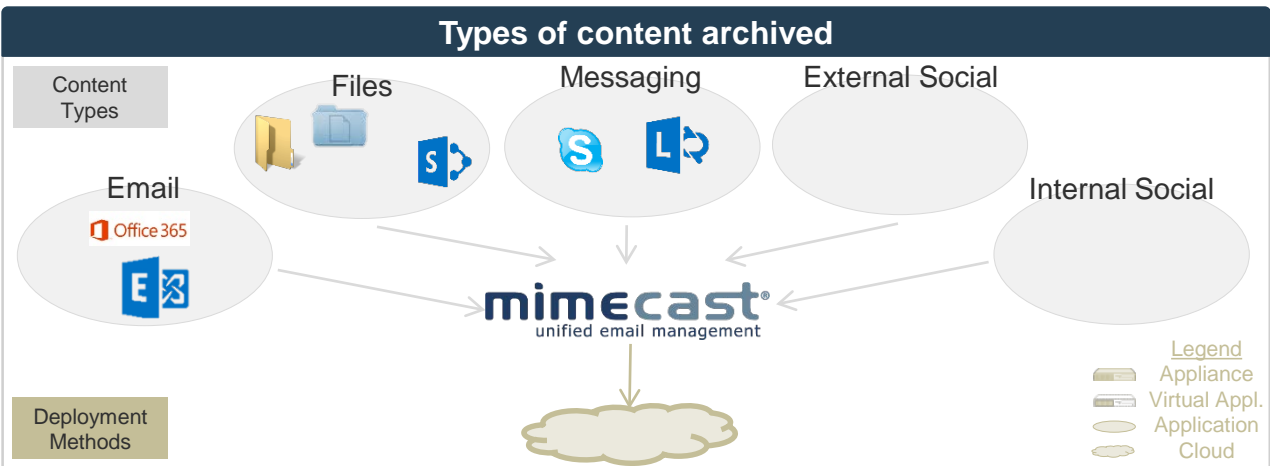
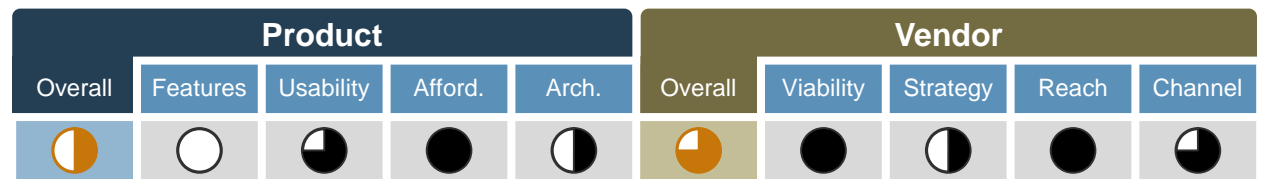
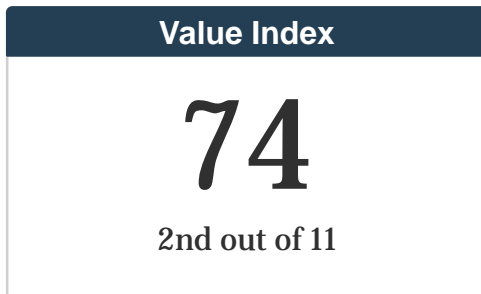
Strengths

- Offers a wide spectrum of archivable content types including Lync (Skype for Business) and is expanding to include additional compliance tools in the future.
- Mimecast offers several tools to control attachments for storage.
- The end-user and discovery UIs are simple and intuitive for either Outlook or Mimecast app users across multiple mobile platforms.

Challenges

- Does not have the breadth of archivable content types that many of its competitors have.
- UEM has a limited ability to control storage outside of Exchange.

Mimecast is well positioned to provide archiving services for Office 365



Info-Tech Recommends:

Organizations looking to consolidate their Microsoft content in a single archive will be pleased with Mimecast.

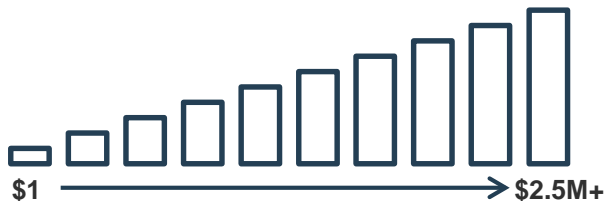
Symantec offers a complete product for large, distributed organizations

Market Pillar

Product: Symantec Enterprise Vault
Employees: 17,000+
Headquarters: Mountain View, CA
Website: symantec.com
Founded: 1982
Presence: NASDAQ: SYMC



The vendor declined to provide pricing, and publicly available pricing could not be found



Overview

- Symantec provides a variety of email and storage services for large enterprise clients.

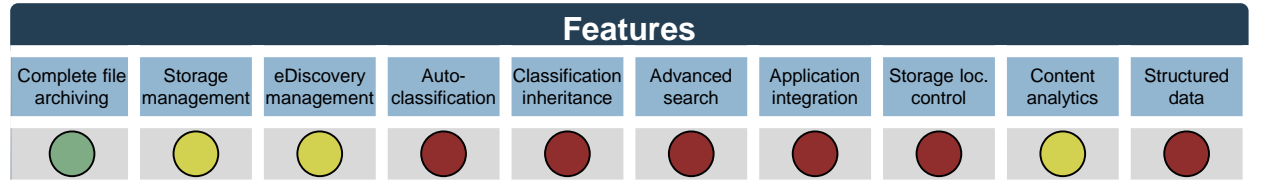
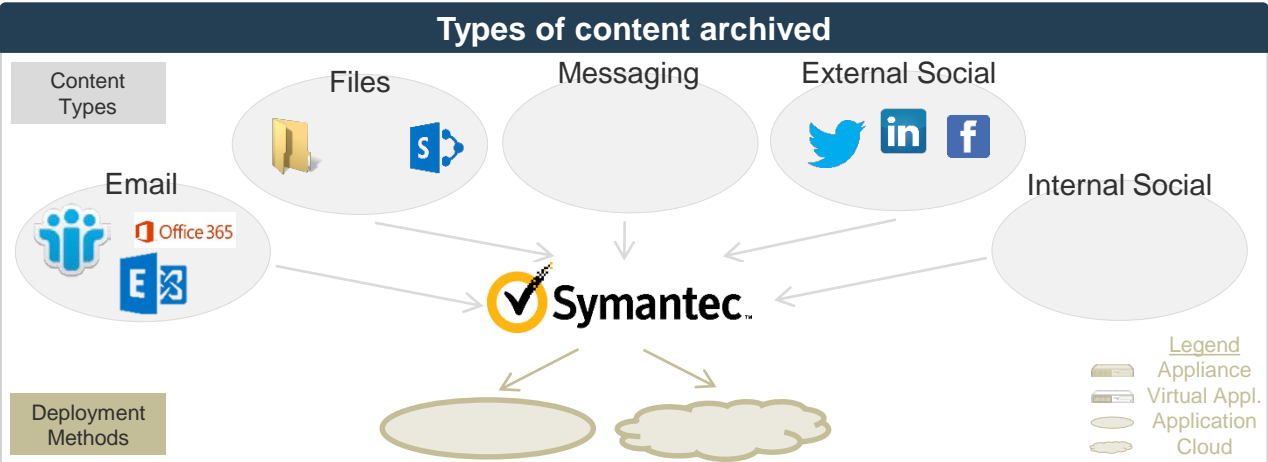
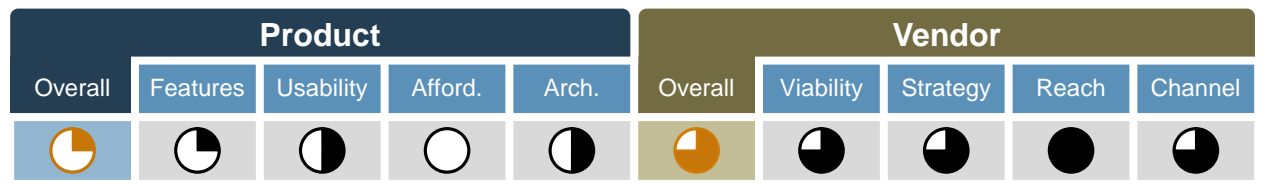
Strengths

- Product requires very little maintenance once deployed. Many clients see storage savings out of the box.
- The modular design can provide clients with cost control as well as a large enterprise focused product.
- The integration with popular email security and storage back-up products can provide a powerful platform to control content and email growth.

Challenges

- The full archiving advanced features require several add-on modules unlike many of its competitors.
- Mid-sized clients report that support from Symantec is not as responsive as they had expected based on their investment.

Expansive product with an expensive price point; best suited for organizations with additional Symantec products



Info-Tech Recommends:

The scalability and related products make Symantec a strong competitor in the large enterprise space.

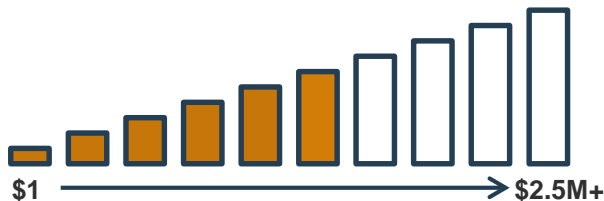
Excellent platform for highly regulated mid-market organizations

Innovator

Product: Ergo
Employees: 20
Headquarters: Toronto, ON
Website: jatheon.com
Founded: 2004
Presence: Privately held



3 year TCO for this solution falls into pricing tier 6, between \$100,000 and \$250,000



Pricing provided by vendor

Overview

- Jatheon is a mid-market-focused company specializing in robust encryption and classification of information sources to appropriately monitor and govern the communication and usage of high risk information.

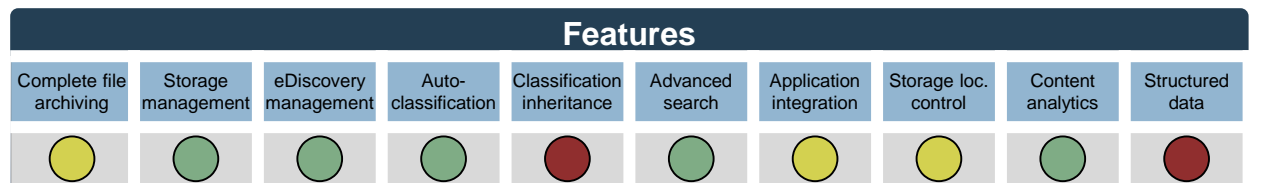
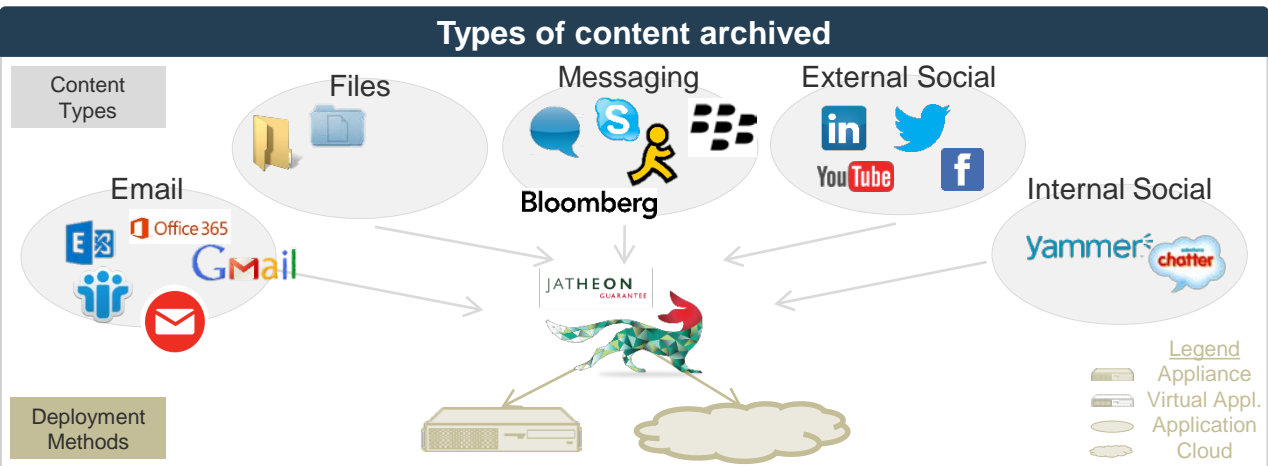
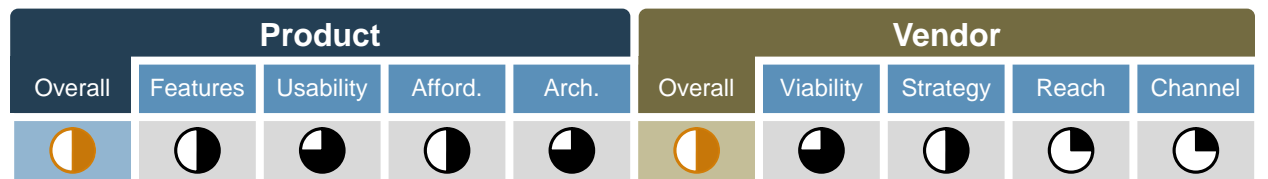
Strengths

- Jatheon's recently re-invented interface, Ergo, is clean and straightforward for compliance and legal to administer core tasks.
- Ergo provides several search and management tools to perform early case assessment within the Ergo system. This includes user search, a unique feature in this landscape.
- Provides a program which allows customers to replace hardware every four years at no additional charge.
- Jatheon also captures, controls, monitors and archives searches on Google, Bing, Yahoo and Wikipedia.

Challenges

- The current deployment options: appliance, Jatheon hosted, or public cloud, all have infrastructure limitations for the core mid-market.
- The end-user search and mobile options are limited with respect to the other vendors in this landscape.
- File management including classification inheritance is on its roadmap and will be in beta by end of 2016 Q1.

Jatheon is building an end-to-end solution for all unstructured data to simplify governance



Info-Tech Recommends:

True mid-market organizations with email, files, social, and IM archiving needs can benefit greatly from Jatheon.

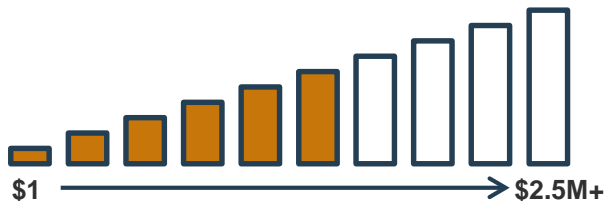
Barracuda is an email archiving focused vendor for any sized organization

Innovator

Product: Barracuda Message Archiver
Employees: 1,300
Headquarters: Campbell, CA
Website: barracuda.com
Founded: 2003
Presence: NYSE: CUDA



3 year TCO for this solution falls into pricing tier 6, between \$100,000 and \$250,000



Pricing provided by vendor

Overview

- Barracuda has a long history of email handling, spanning spam filtering to message archiving. Recent acquisitions and developments have expanded its archiving and information management portfolio.

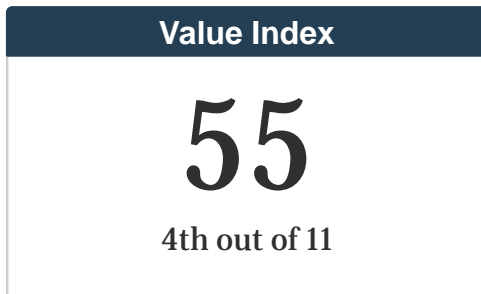
Strengths

- Barracuda has the ability to journal from Exchange Online and Gmail.
- One of the few vendors that has disposition as the default.
- Simple search-based model to build retention policies based on search history. This provides organizations that have highly repeated search, based on request, the ability to automate the process.
- Barracuda can also be accessed from a native iOS or Android app.

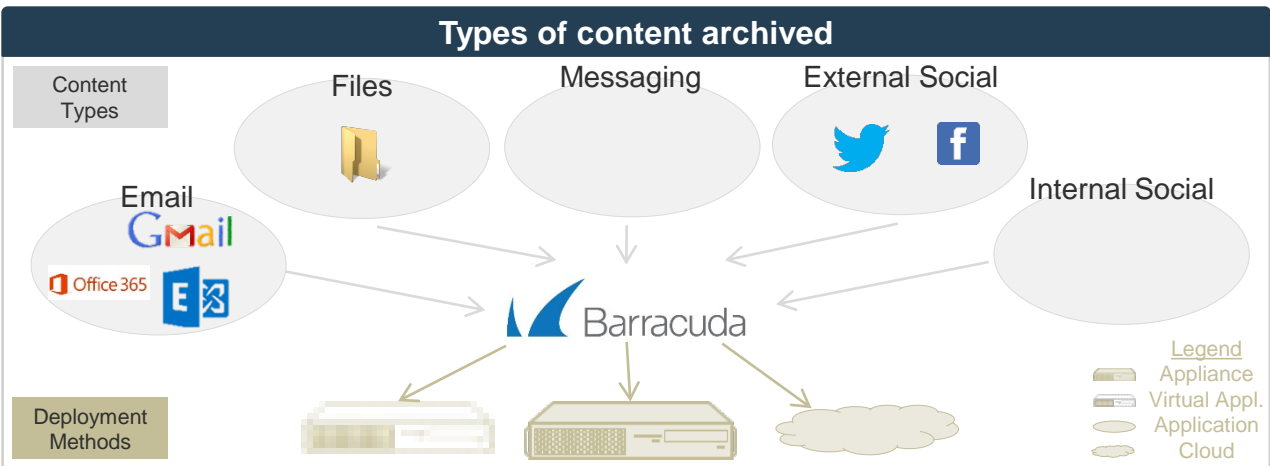
Challenges

- Web filtering and email security require secondary appliances.
- The current product portfolio of archive products is not fully integrated yet. As connectors for Archive One and PST Enterprise become out of the box for Message Archiver, the value of Barracuda will be maximized.

Message Archiver is effective for email archiving, but consider Archive One for a larger information archive issues



Product					Vendor				
Overall	Features	Usability	Afford.	Arch.	Overall	Viability	Strategy	Reach	Channel



Features

Complete file archiving	Storage management	eDiscovery management	Auto-classification	Classification inheritance	Advanced search	Application integration	Storage loc. control	Content analytics	Structured data

Info-Tech Recommends:

Evaluate the larger Barracuda portfolio when deciding if Barracuda is right for your company.

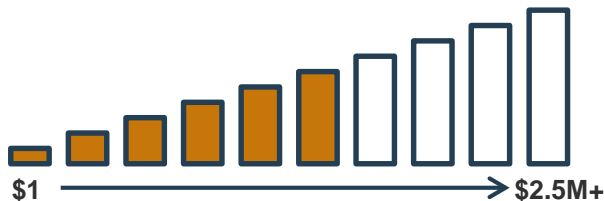
Sonian provides a very good product for controlling all types of communications

Emerging Player

Product: Sonian Cloud Archiving
Employees: ~60
Headquarters: Dedham, MA
Website: sonian.com
Founded: 2007
Presence: Privately held



3 year TCO for this solution falls into pricing tier 6, between \$100,000 and \$250,000



Pricing solicited from public sources

Overview

- Sonian's cloud-powered archive is focused on providing enterprises with a secure, scalable, and highly available platform for data preservation and discovery.

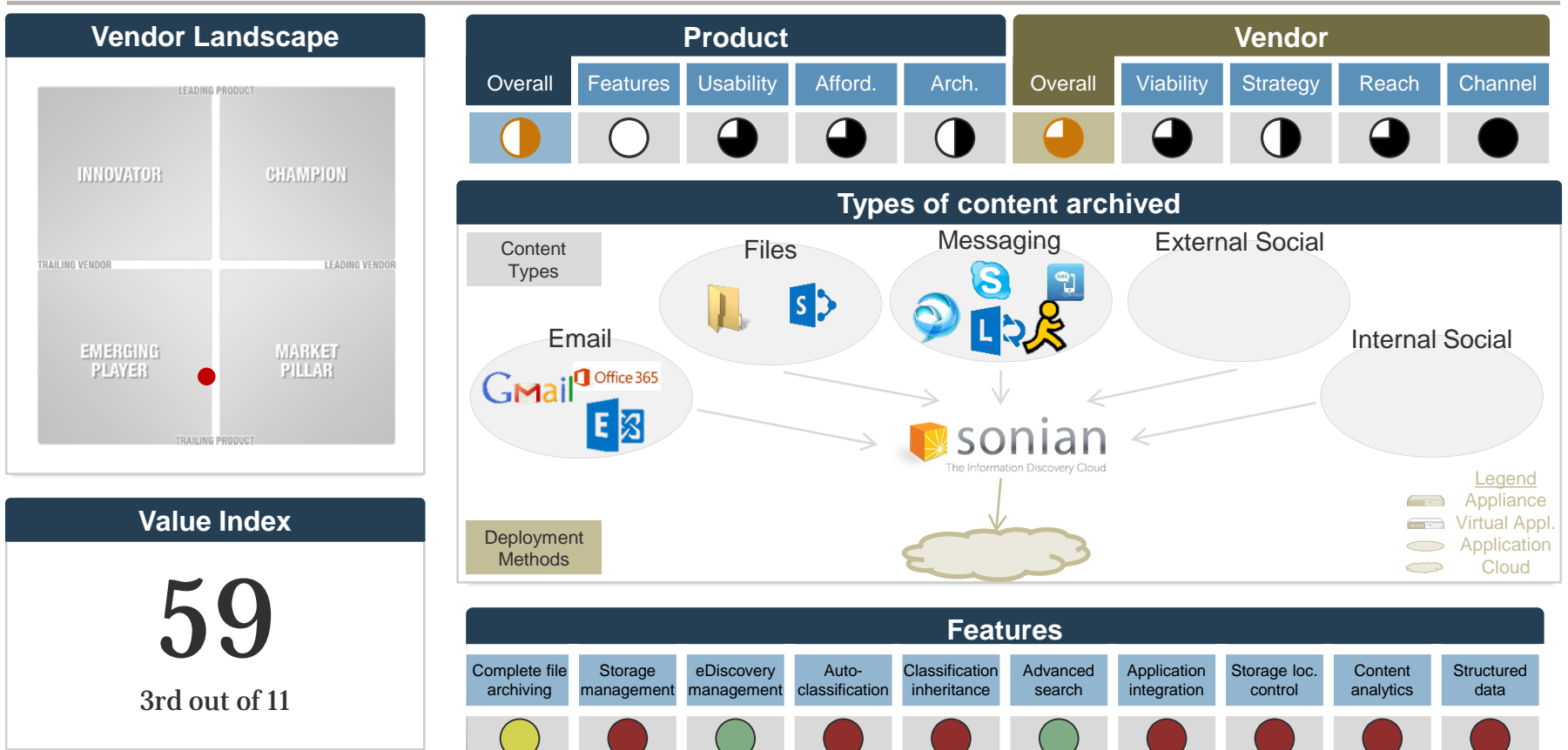
Strengths

- Sonian can archive any email and instant messaging communication types that are covered by the major US regulators.
- Sonian is available on all of the major public clouds, including AWS, Rackspace, IBM Softlayer, Microsoft Azure, and EMC.
- A very comprehensive and responsive set of management analytics for monitoring the performance of the archive.

Challenges

- A limited set of tools for discovery when compared to competitors.
- The lack of user tools for self-archiving on mobile devices is disappointing.

Cloud-based communication archiving company



Info-Tech Recommends:

Organizations heavily invested in cloud services will find a very good fit in Sonian.

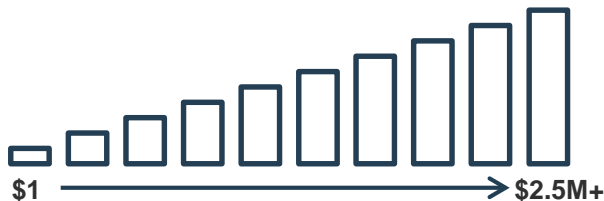
MessageSolution provides archiving across the core information types that enterprises need to track

Emerging Player

Product: Enterprise Email Archiving
Employees: N/A
Headquarters: Milpitas, CA
Website: messagesolution.com
Founded: 2002
Presence: Privately held



The vendor declined to provide pricing, and publicly available pricing could not be found



Overview

- MessageSolution has grown from email archiving and migration to a complete communications archiving product.

Strengths

- MessageSolution has out-of-the-box workflow for eDiscovery processes to enable organizations to speed their maturity.
- Clients report that Enterprise Email Archiving is straightforward and easy to use.
- MessageSolution provides metrics and target goals to allow customers to judge the value of the product.

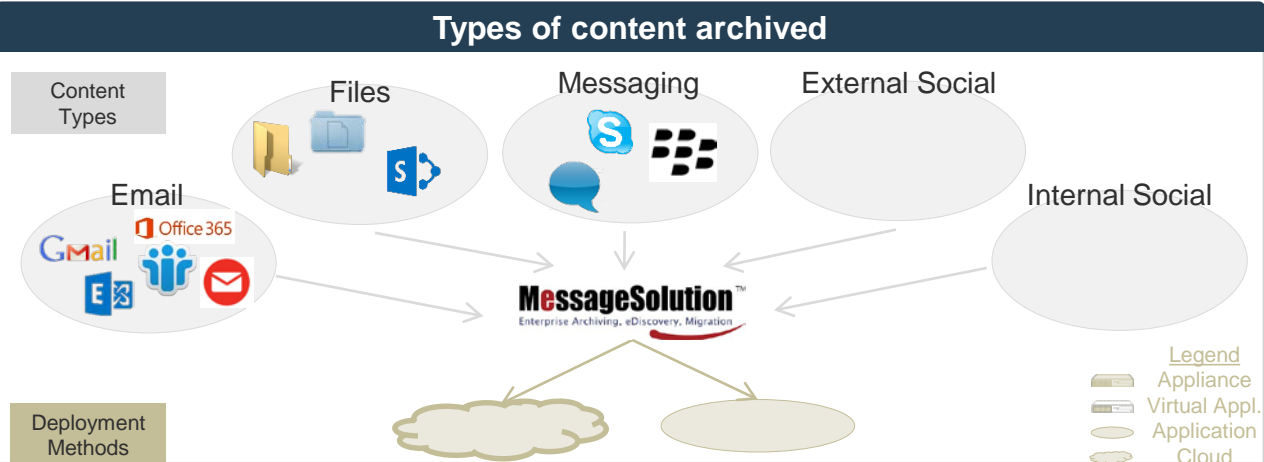
Challenges

- For organizations that want more than email archiving, they will require multiple products that need to be implemented on-premise.
- The Cloud Archiving product is not the exact same as the on-premise systems, complicating the choice between deployment options.

MessageSolution provides a good set of tools to manage information



Product					Vendor				
Overall	Features	Usability	Afford.	Arch.	Overall	Viability	Strategy	Reach	Channel



Value Index

N/A

The vendor declined to provide pricing, and publicly available pricing could not be found

Features

Complete file archiving	Storage management	eDiscovery management	Auto-classification	Classification inheritance	Advanced search	Application integration	Storage loc. control	Content analytics	Structured data

Info-Tech Recommends:

Organizations looking for a single tool for eDiscovery and archiving should include MessageSolution in the RFP process.