

Archiving Competitor Overview



DESCRIPTION ▼

- » Commvault Email Archiving is deployed on premises or as a cloud-based SaaS solution.
- » Commvault sells its products through a direct sales force, as well as through distributors, resellers, computer manufacturers, and systems integrators.
- » Suitable for businesses with email archiving needs for 100+ users.
- » Commvault backup customers are the ones most likely to purchase Commvault Archiving.
- » Industries include financial services, healthcare, public sector, communication service providers.

ADVANTAGES ▼

- » Scales to meet largest enterprise performance requirements
- » Bundled with a backup sale; discount may apply
- » Well trained support
- » Market leader in providing data protection solutions worldwide
- » Listed on Gartner Magic Quadrant

DISADVANTAGES ▼

- » General archiving solution- no focus on regulatory compliance
- » No analytics, or policy management tools
- » Customers report many problems with product, unmet needs
- » General archiving uses MAPI and places large burden on Exchange CPU

PRICING ▼

- » The Email Archiving foundation package is priced per user.
- » Two major options are available;
 - EDiscovery and Compliance
 - Case Management
- » Email Archiving can be deployed on premises, hybrid or cloud.

COMPETITIVE POSITIONING ▼

- » Warn against the very bad reputation due to failed product roadmap; unhappy customers
- » Warn against the burden it places on Exchange Server using MAPI to implement archiving
- » We offer advanced archiving tools such as an Outlook plugin, legal hold management, tagging, advanced legal discovery searching – all as part of standard product. Commvault requires purchase of Add-on bundles.
- » We need to sell on high archiving value for compliance and storage management.