Archiving Competitor Overview

VERITAS™

DESCRIPTION ▼

- » Enterprise Vault is a complex software solution for email archiving and management.
- » The focus is on large business and enterprises of 1,000+ users.
- » Veritas sells its products through a direct sales force, as well as through distributors, resellers, computer manufacturers, and systems integrators.
- » Industries include financial services, healthcare, public sector, communication service providers.

ADVANTAGES ▼

- » Strong reputation in the market
- » Top businesses in every industry use them
- » Many integrated, add on solutions in their portfolio of products
- » Industry leader
- » Top of Gartner Quadrant

DISADVANTAGES ▼

- » Large company with multiple ownership changes
- » Very high priced product; targets the large enterprise market
- » Very high operating costs; dedicated system admins required
- » Costly training required to run system
- » Doesn't scale down to smaller user

PRICING ▼

- » Pricing is a software license model per user with annual maintenance of 20%. The cost per seat is estimated at over $100 and scales down with volume. In addition you need a SQL server, multiple servers and a SAN storage network. In most cases a dedicated person is assigned to run the environment.
- » Pricing is very high, but designed for large deployment with a substantial amount of data.

COMPETITIVE POSITIONING ▼

- » Warn against the very bad reputation due to multiple ownership changes.
- » We offer more flexible deployment options, EV on premises only. No cloud option.
- » We offer advanced archiving tools such as an Outlook plugin, legal hold management, tagging, and advanced legal discovery searching.
- » We compete well on price and functionality up to 5,000 users with average message volumes.
- » EV platform is complex and difficult to manage. Dedicated system admin required.
- » Customer must purchase HW and storage to provision EV.