Archiving Competitor Overview

proofpoint

DESCRIPTION ▼

- » Proofpoint offers a high end managed service offering with a focus on security. They have created some specific security algorithms and charge a premium based on this approach.
- » They focus on financial, legal and other firms who need to store and manage emails for legal discovery and regulatory compliance.
- » Their sales model is to sell directly, but also have a network of managed service providers and resellers who sell their solutions.
- » Also offers spam filtering and security tools.

ADVANTAGES ▼

- » Double blind encryption
- » Claim 10x performance on searching
- » Strong legal discovery tools
- » Unlimited storage for subscribers

DISADVANTAGES ▼

- » Slightly higher pricing model
- » Only offers a cloud service
- » No tools for Outlook access by employees
- » Pure compliance/Discovery approach

PRICING ▼

Users	Annual Cost	Monthly Cost
100	$17,400	$14.50
500	$39,000	$6.50
1,000	$66,000	$5.50
2,000	$112,000	$4.70
5,000	$242,000	$4.00
10,000	$442,000	$3.70
20,000	$612,000	$2.60

COMPETITIVE POSITIONING ▼

- » We offer more flexible deployment options, Proofpoint is a managed service only. No onsite deployment options.
- » We offer advanced archiving tools such as an Outlook plugin, legal hold management, tagging, advanced legal discovery searching and much more.
- » We need to sell on high archiving value for compliance and storage management.
- » We do not mix our offering with security options. We sell best in class archiving only.

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