Archiving Competitor Overview

smarsh

DESCRIPTION ▼

- » Smarsh Email Archiving is a cloud solution for email archiving and compliance. The Email Archiver Solution is the "flagship" of the Smarsh email management suite.

- » The Company offers many other archiving and compliance solutions that are designed to work together. All solutions delivered via SaaS– Web-based Smarsh Management Console.

- » Industries include broker dealers, investment advisers, government, and enterprise.

- » Smarsh offers referral, reseller, and alliance partner programs.

PRICING ▼

- » Minimum of 25 users
- » Cost per user per month - $10.00
- » Scales down with volume to as low as $5
- » Focuses on 20- 1,000 users

ADVANTAGES ▼

- » Reliable customer service
- » Provides archiving solution for email, social media, web, IM, and mobile messaging
- » Focused on financial firms

DISADVANTAGES ▼

- » High cost to retrieve data at the end of your contact
- » Charges for every time a search is performed
- » Big issues with scaling
- » Many complaints about the time it takes to return search results
- » Designed for small Hedge funds and brokerage firms

COMPETITIVE POSITIONING ▼

- » We offer more flexible deployment options, Smarsh 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.