

Archiving Competitor Overview



DESCRIPTION ▾

- » The Barracuda Message Archiver is an appliance which is advertised as scaling from 100 users to over 10,000 users. The appliance models are designed to archive all emails in a single device.
- » Barracuda sells both directly to users, and through most major distributors and resellers in many countries.
- » Barracuda offers other spam filtering and network security related products.
- » Publicly traded company.

ADVANTAGES ▾

- » Low server cost due to their high volume and other server based products
- » Good reputation in the market
- » Listed on Gartner Quadrant

COMPETITIVE POSITIONING ▾

- » Barracuda's appliances are underpowered with low CPU/RAM.
- » Low amount of storage per user. May force upgrade in a short number of years.
- » Support is always quoted separately. Be aware of this when looking at pricing.
- » For resellers, we won't compete against our partners; Barracuda has a reputation for doing this.
- » Arcserve® UDP Archiving is a Next-Gen purpose-built archiving product as opposed to a traditional email archiving product like Barracuda Message Archiver.
- » UDP Archiving has a simple & easy-to-use UI as opposed to a task-based traditional interface.
- » UDP Archiving has a use-case centered design catering to all of email archiving use cases, as opposed to a collection of features making up a product.
- » Barracuda uses an archaic stubbing process (quite famous during the HSM era). The stubbing process, by its very nature, is error-prone, and not very helpful in the current scenario. UDP Archiving handles the need for stubbing with advanced & optimized search.
- » Some process that might read the disk (Ex. Backup product) would try to retrieve the data when they touch the stubs. Imagine unnecessary integration needs to avoid such scenarios, setting up exceptions etc.
- » Stubbing might be okay when the managed items are in 1000s, but we are talking about millions of records here. Imagine leaving behind even 1 or 2K stubs all over the place!
- » UDP Archiving with its robust search options returns the needed records, including email attachments, within seconds. Search speed is a unique differentiator that helps avoid the need for stubbing. With the tags and notes features, users find it very easy to search for any archived record.
- » The Outlook plug-in from UDP Archiving makes archived email access very easy for end-users. This is a great advantage compared to traditional solutions like Barracuda who rely on stubs instead of taking advantage of advanced search options like UDP Archiving provides.
- » Storage management and adding additional storage is just a few clicks away with UDP Archiving. Barracuda requires forklift upgrades for their appliances.
- » UDP Archiving offers greatly simplified methods to ingest historical data via its import and migration functionality. Barracuda seems to have some ways to ingest historical data, but there are limits (~100MB file limits etc.). UDP Archiving has no such limits.