



## Why SAAS makes sense: The benefits of Cloud Computing for Email Archiving



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## About Gradian Systems Ltd.

Gradian Systems Ltd. is a leading supplier of IT security services, providing quality security solutions, which come tailored with excellent service and support. Gradian enables organisations to secure the information that's of vital importance to themselves, and its customers.

Gradian supplies products and services to nearly 200 companies across the UK and Europe with its largest customers exchanging data with over 50 million individuals.

The company has been structured to provide a complimentary suite of consultancy, products and support services which address business issues across four core business strategies:

1. Encryption – of data in transit and situ
2. Authentication – of identities and transactions
3. Email – from email hygiene through to full email management
4. Estate Wide Management – cost effectively managing the end-points

Our approach delivers valuable commercial and operational benefits to organisations, enabling them to:

- Optimise internal resource allocation through leveraging 'trusted' external resources
- Understand, assess and develop strategies in the short, medium and long term
- Enhance and streamline business processes through the use of 'smart' technology
- Adopt and extend sustainable and cost effective policy management frameworks

We pride ourselves on being easy to do business with and embrace every customer and opportunity with an open, honest and can-do attitude.

For more information, please visit <http://www.gradian.co.uk/index.php>



## *Introduction*

As Software-as-a-Service (SaaS) continues to grow in both awareness and popularity, many organisations are considering SaaS for a range of applications. While not all solutions are suited to being deployed “in the cloud”, the Proofpoint Email Archiving solution is an ideal place to start. No upfront capital investment and predictable costs.

### [When does SAAS make sense?](#)

As a general rule, applications that differentiate a business and impact customer purchase decisions (“core” applications) are usually best maintained in-house, where a high degree of control and customisation can be applied. Other applications – those that are required to keep the business running, but don’t have a direct impact on the bottom line (“context” applications) – are ideal for SaaS deployments.

By outsourcing context applications such as email archiving to a SaaS provider, the burden on internal resources can be relieved, allowing them to focus on core systems and strategic activities. At the same time, the customer benefits from the constant upgrades and high level of service that a SaaS provider such as Proofpoint Email Archiving can offer.

### [Why SAAS is the best option model for Email archiving](#)

As a storage-intensive application, an email archive takes a significant amount of time and effort on the part of IT to manage. More importantly, the resources required – including both infrastructure and IT staff – continue to increase as the data archive grows over time. In fact, the monitoring, provisioning of storage and backing up of an archive can often become extremely time-consuming after accumulating just a couple of years’ worth of data.

Proofpoint SaaS Email Archive was built on a grid infrastructure to be completely scalable. Unlike on-premise solutions that can experience serious search degradation and require ongoing hardware upgrades as the archive grows, Proofpoint provides access to hundreds of servers on-demand. Since the cost of search performance is shared between customers, access to real time search remains cost-effective regardless of how large the archive grows or how often searches are required. This is achieved using parallel search technology similar to that used by major search engines.



## *The benefits of Proofpoint's SAAS solution*

### **1. Fast, Easy Implementation**

With no underlying infrastructure to purchase and install, and minimal customisation required, Proofpoint can often be deployed in under a day.

### **2. No Upfront Capital Investment**

An on-premise email archive requires significant storage infrastructure purchases upfront. With Proofpoint, this investment is unnecessary, and capacity can be incrementally increased without having to buy big blocks of storage.

### **3. Lower TCO**

Proofpoint SaaS solution takes advantage of a multi-tenant architecture model. This means that you benefit from lower costs because of the physical back-end hardware infrastructure is shared among many different customers.

### **4. Reduced Burden on IT**

With Proofpoint managing everything, your IT staffs do not have to worry about monitoring, provisioning storage, or backing up your archive. This frees up their time to focus on more strategic, mission critical tasks.

### **5. Guaranteed Performance with Scalable, Redundant Storage**

By sharing computing resources among customers, Proofpoint also offers unparalleled performance for search, regardless of how large the archive grows or how frequently you access it. Customers get on-demand access to a redundant storage infrastructure that scales with their growing needs, along with copies of every archived message in multiple data centres, continuous data validation, expert staff monitoring and adding storage capacity on an ongoing basis.

### **6. Customer Service & Support**

Proofpoint promise unsurpassed customer service and protection from unexpected service disruptions. We also guarantee that technical support calls will be responded within 30 minutes, 24/7/365, and all issues with hardware and appliances will be managed by Proofpoint. Finally, you benefit from ongoing product enhancements and upgrades at no extra cost.



## 7. Integration with Exchange & Active Directory

Many IT departments are hesitant to give up control over the archiving process. Proofpoint overcomes this issue by providing an appliance which resides within the corporate network, and provides tight integration with the customer's existing messaging infrastructure. This guarantees that messages are never lost, and allows Proofpoint to leverage data from Active Directory, resulting in greatly simplified management.

## 8. Guaranteed Data Security

Proofpoint uses DoubleBlind Encryption™ technology to guarantee the security of your data, ensuring that no one outside your organisation can access your archived data. Data can never be viewed without access to both your Proofpoint appliance (within your network) and the Proofpoint datacenters. Not even Proofpoint's own staff can access the content of archived data.

### About Proofpoint, Inc.

Proofpoint secures and improves enterprise email infrastructure with solutions for email security, archiving, encryption and data loss prevention. Proofpoint solutions defend against spam and viruses, prevent leaks of confidential and private information, encrypt sensitive emails and archive messages for retention, e-discovery and easier mailbox management. Proofpoint solutions can be deployed on-demand (SaaS), on-premises (appliance), or in a hybrid architecture for maximum flexibility and scalability. For more information, please visit <http://www.proofpoint.com>.

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To speak with a product specialist contact Gradian now on:

Tel : +44 (0) 1420 540700

email: [sales@gradian.co.uk](mailto:sales@gradian.co.uk)

web: [www.gradian.co.uk](http://www.gradian.co.uk)