

Migrate email archiving to the cloud to lower TCO and reduce time spent on archive management



The customer's challenge

Polycom has 4,500 users globally, and they generate 100 gigabytes of messages each week that need to be archived. Over six years, this resulted in 50 terabytes of archived messages, and the company had only six weeks of archive capacity left. A substantial upgrade was needed.

DataEndure understood that companies with aging infrastructure, on-premise archiving, and limited staff can experience substantial savings by moving their email archive to the cloud. Polycom met these characteristics and was new to email archiving as well. They wanted a worry-free approach to archiving and sufficient headroom for archive capacity.

How DataEndure helped

DataEndure recommended that Polycom migrate from on-premise Symantec Enterprise Vault to Symantec Enterprise Vault.cloud. Enterprise Vault.cloud is a cloud-based archiving service that requires no hardware, software, or client plug-ins on premises. DataEndure showed Polycom that the move would save \$2.5 million in total cost of ownership (TCO) over five years, a reduction of 50%.

DataEndure's expertise regarding a wide variety of information management solutions helped Polycom find the perfect fit for their needs. Polycom experienced millions of dollars in savings along with immediate productivity and management benefits as well. The user experience within Polycom was also improved as users experienced faster upgrade and replications, leading to less downtime.

CHALLENGE

Polycom had six weeks of archive capacity left and needed to upgrade their email archiving solution immediately.

APPROACH

DataEndure recommended a migration to the cloud that went beyond just lowering TCO to simplify archive management.

BENEFITS

- \$2.5M saved over five years
- Faster email replication and new email disaster recovery
- IT had more time to focus on more valuable work
- Better overall user experience due to faster upgrades and replications

How did the customer benefit?

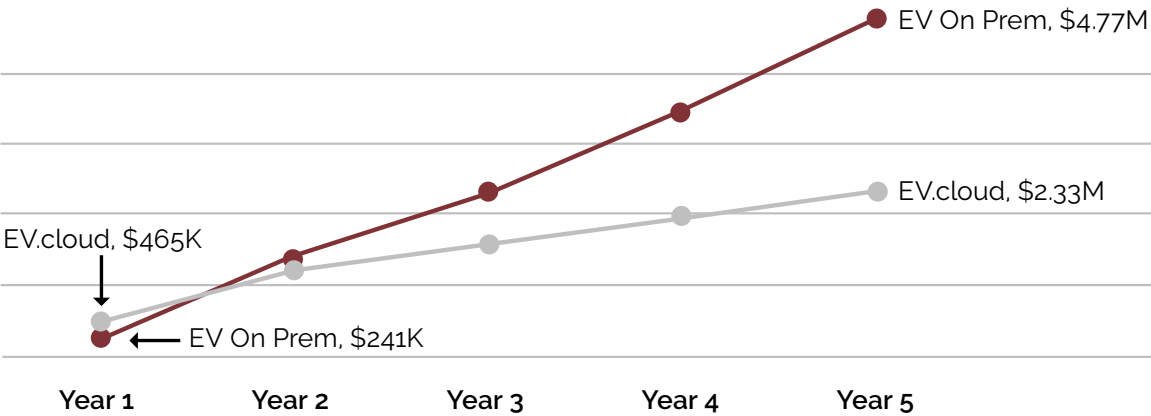
By partnering with DataEndure, Polycom achieved far more than just a reduced total cost of ownership. With their new cloud solution, Polycom experienced faster upgrades and replications that led to a better overall user experience.

DataEndure went a step further and showed Polycom that with the money they saved they could take advantage of additional cloud services. Solutions like Symantec Email Continuity.cloud brought Polycom an affordable standby email failover system. Symantec Email Security.cloud filters unwanted messages and protects mailboxes from targeted attacks. Finally, Symantec Enterprise Vault Discovery.cloud provided Polycom's legal team and outside counsel with role-based access to archived information to expedite the eDiscovery process.

- 50%** reduction in TCO—\$2.5M saved over five years
- 67%** reduction in archive management—freed up two IT staff members for more valuable work
- Relief from the need to process, store, or back up 50 to 60 terabytes of email data
- Faster Exchange upgrades, email replication, and backups

Enterprise Vault.cloud cuts TCO in half over five years

Companies with on-premise archiving solutions, limited staff, and aging infrastructure can experience the same types of savings by switching to a cloud-based email archiving solution.



How can you experience the same benefits?

If you're interested in what DataEndure can do for you, give us a call at **1-800-969-4268** and see how our relationships with the right vendors and knowledge of cutting-edge technology can help you meet your goals and more.

DataEndure helps companies build digital resilience so that their critical information assets are protected and available to the right people, at the right time. We take a holistic approach in architecting and delivering a data management and protection strategy designed to simplify enterprise environments and accomplish specific customer goals.

