



## Content Archiving Market Trends, 2010-2013

### Report Focus

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This report focuses on demand drivers for content archiving and related technologies in the North American market. The research conducted for this report, as well as the report itself, are focused on the needs of vendors, investors and others who are interested in participating in the messaging archiving market in some way, whether as providers of the archiving systems, forensics services or other offerings. The information presented is designed to help these vendors and interested parties make informed decisions about the future opportunities available in this market.

The research was conducted and this report was written from an objective viewpoint, without any predisposition for or against a particular point of view. Because multiple vendors were involved in funding this report, no particular vendor's interests had an influence on shaping the research focus, although early subscribers to the report were given the opportunity to provide input to the research program conducted specifically for this report.

### Table of Contents

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<b>Chapter 1</b>	
Executive Summary .....	1
<b>Chapter 2</b>	
Background and Methodology .....	7
<b>Chapter 3</b>	
Current Content Management Practices .....	9
<b>Chapter 4</b>	
Problems in Current Content Management Practices .....	17
<b>Chapter 5</b>	
Corporate Perceptions About Archiving .....	23
<b>Chapter 6</b>	
Decision Factors About Content Archiving .....	25
<b>Chapter 7</b>	
Content Archiving Vendor Issues .....	37
<b>Chapter 8</b>	
Content Archiving Management and Budget Issues.....	41
<b>Chapter 9</b>	
Plans and Forecast for Content Archiving .....	45



## List of Figures

---

North American Market for Content Archiving, 2010-2013.....	2
North American Installed Base for Content Archiving, 2010-2013 .....	3
Demographics of Survey Sample.....	7
Growth in Email Storage, 2009-2010.....	9
“Does your organization have an email retention policy in place?” .....	10
Percentage of Users That are Fully and Not Fully Aware of the Email Retention Policy.....	11
Distribution of Electronic Content by Platform/Location .....	12
“Do any of your users store information in local message stores, such as on a local hard disk?” .....	13
Current Usage of Email as a Searchable Knowledge Store.....	14
Preferred Usage of Email as a Searchable Knowledge Store .....	15
Quotas Sizes for the Typical User.....	18
Methods for Ensuring That Users Do Not Delete Messaging System Content That is Important to Retain on a Long-Term Basis .....	19
Number of Searches Through Email and Electronic Documents, 2009 to 2010.....	21
Confidence in Various Capabilities Related to E-Discovery and Legal Holds.....	22
Organizational Views Toward Email Archiving .....	23
Utility of Various Content Archiving Capabilities.....	25
Preferred Methods for Integrated vs. Siloed Archiving Solutions .....	26
Desirability of Various Archiving Capabilities .....	27
Reasons That Organizations Might Consider Implementing a Content Archiving Solution.....	28
Views on the Importance of Email Archiving and Email Server Independence.....	30
Perceived Importance of Anti-Spam Capabilities Relative to Archiving Capabilities .....	31
Importance of Being Able to Filter Spam from Archived Search Results .....	32
Policies Regarding Archiving Spam.....	32
Proportion of 2010 IT Budget Devoted to Various Archiving and Data Management Tasks.....	41
IT Person-Hours Spent on Various Data Management Tasks .....	42
Plans for Deploying an Archiving System .....	45
Proportion of Users That Would Need Their Email and Other Electronic Content Archived in 2010 and 2011 .....	46
Percentage of Users That Have/Will Have Email and Other Electronic Content Archived by Delivery Model, 2010 and 2011 .....	47



## List of Tables

---

Distribution of Email Users by Platform in Survey Sample .....	8
Problems Related to Managing Email and Other Electronic Systems.....	17
Activities That Have Occurred Related to Legal and Regulatory Actions .....	20
Current and Preferred Methods for Managing Email Content .....	24
Importance of Various Factors When Evaluating the ROI for Content Archiving Solutions .....	29
Perceptions About On-Premise vs. Hosted Solutions.....	34
Desirability of Various Methods for Deploying and Managing a Content Archiving Solution.....	35
Perceptions of Various Archiving-Related Vendors.....	37
Current Anti-Spam Vendors in Use .....	38
Factors That Would Influence the Choice of an Archiving Vendor .....	39
Roles and Responsibilities for Specifying an Archiving Strategy .....	43
Roles and Responsibilities for Managing an Archiving Strategy .....	43
North American Market for Messaging Archiving, 2010-2013.....	48
North American Market for Messaging Archiving, 2010-2013.....	48



## About Osterman Research, Inc.

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Osterman Research, Inc. provides market research, cost modeling, benchmarking and related services to vendors of messaging and collaboration products and services.

We help vendors, IT departments and other organizations make better decisions through the acquisition and application of relevant, accurate and timely data on markets, market trends, products and technologies. We also help vendors of technology-oriented products and services to understand the needs of their current and prospective customers.

Part of what makes us unique is our market research panel: a large and growing group of IT professionals and end-users around the world with whom we conduct our research surveys. This allows us to conduct surveys quickly and accurately.

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