

# Mimosa NearPoint for Service Providers

## Mimosa Systems for Service Providers Provides Full Email Capture and Archiving, eDiscovery, Storage Management, and Exchange Disaster Recovery

Mimosa Systems for Service Providers is designed for hosted service providers who wish to install the Mimosa NearPoint™ email archiving solution in their hosted Exchange environment. Because Mimosa NearPoint installs no agents on Exchange Server and desktops, it offers the fastest return on investment of all email archival solutions.

### NearPoint Benefits

- NearPoint's Continuous Application Shadowing™ captures complete Exchange information without requiring Exchange journaling or heavy use of MAPI, both of which increase the load on Exchange by up to 50 percent.
- NearPoint's end user interface allows users to seamlessly access email in Microsoft Outlook (and OWA). NearPoint also supports Blackberry® and Windows Mobile as standard.
- The NearPoint end user interface installs instantly and does not require any local agents or plug-ins.
- Using NearPoint, end users can search individual mailboxes and auditors can search the entire archive for legal discovery with no involvement necessary from the hosted provider.
- NearPoint's group policy settings allow discrete policy definition for each tenant and when new users are added, they inherit existing policies.
- The NearPoint archive is a true single instance archive and maintains a single copy of all email and attachments regardless of tenant.
- NearPoint delivers full Exchange data protection and supports fast, one-click disk-based recovery of email messages, folders, mailboxes, and complete Exchange Storage Groups.
- NearPoint manages all Exchange data in its secure archive and maintains data integrity by leveraging existing Active Directory security groups and Windows file security.
- NearPoint supports both single-tenant and multi-tenant Exchange installations.
- Mimosa's Professional Services will install NearPoint and enable service providers to have it operating within hours, with no disruption to existing Exchange services.

Mimosa NearPoint delivers multiple high-value features for your customers, including self-service mailbox discovery for legal search and internal investigations that your customers will pay extra for. For combating Exchange storage growth, NearPoint

supports Exchange server storage reduction while giving users limitless mailbox capacity. And NearPoint gives you fast Exchange recovery allowing you to offer higher Exchange SLAs. NearPoint offers all of this with instant user deployment, easy installation, and no impact on the Exchange Server.

Mimosa Systems offers you the best way to increase value to your existing Exchange clients, reduce client turnover, and increase per user revenue.

Mimosa Systems is your partner for hosted Exchange.

### Hosted Service Business Terms

Mimosa Systems recognizes the risk involved when you install email archiving in your hosted Exchange environment. There is no guarantee how quickly users will adopt new mailbox archival functions. To make the introduction of Mimosa NearPoint as risk-free as possible, from a financial point-of-view, Mimosa offers a monthly subscription package that allows you to pay only for the number of mailboxes being archived. This way you can begin with as little as 100 mailboxes and only add mailboxes as your end users register for the new mailbox archival services.

Basic business terms for hosted subscription pricing:

- Two-year subscription period with monthly payments
- 100 mailbox minimum
- Self-described mailbox count ( You tell us how many mailboxes you used the previous month)
- Monthly mailbox count can increase or decrease as necessary
- Built-in per user cost reduction as you move to higher bands
- Full NearPoint software site license (Base, PST, DR, eD, CMO, TSO)
- Premium maintenance and support included
- Installation quoted separately
- Hardware provided by customer

Archiving/Storage Management

eDiscovery

Recovery

### CUSTOMER SPOTLIGHT

*“When Mimosa entered the email archive market, NearPoint’s unique, flexible architecture brought a new approach to protecting and archive Exchange environments. NearPoint’s self-service eDiscovery, message level recovery, and mailbox storage optimization capabilities deliver significant benefits to all Exchange customers. There is no question that Exchange hosting providers can leverage Mimosa NearPoint to improve service offerings for new and existing customers.”*

— **Brian Babineau**,  
Senior Analyst,  
Enterprise Strategy Group





#### ABOUT MIMOSA SYSTEMS

Mimosa Systems, Inc. delivers next-generation content archiving solutions for information immediacy, discovery, and continuity. Mimosa NearPoint is the industry's most comprehensive unstructured information management software solution for email, files, and instant messages, enabling archiving, eDiscovery, storage management, and recovery in a unified solution.

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