



Fortune 500 Financial Services Company Selects AXS-One Electronic Communications Archive for Operational Enhancement and Discovery

Company: A member of the S&P 500, Fortune 500 and Forbes 500, the company, through its subsidiaries, provides mortgage banking and diversified financial services in domestic and international markets. Mortgage banking business include loan production and servicing, including originating, purchasing, securitizing, selling and servicing primarily prime-quality loans. The company has more than 30,000 employees with over 500 offices globally.

Challenge: In today's electronic-driven workplace, an ever increasing percentage of corporate knowledge, intellectual property and legal information is stored within email systems, and as one leading *Fortune 500* Financial Services corporation recently realized, effectively managing this critical information, and keeping it from overrunning its existing technology infrastructure poses a daunting challenge. And with 35,000 email boxes to manage, the company realized in 2003 that it needed much more than a point archival tool to enhance its email servers; it required an industrial-strength electronic communications archival solution to meet its immediate need for improved operational efficiency and flexible and scalable enough to meet future archive needs that may include legal and regulatory guidelines.

Process: In mid-2003, the financial services firm launched its search for a new electronic communications archive solution, and after competitive side-by-side pilot implementations involving several leading vendors, it made its choice.

"We don't have data silos here therefore, the chosen solution had to allow us to archive the company's emails in one location for efficient storage and easy retrieval," said the company's Chief Technology Officer. "We put several top-rated archival solutions from some of the industry's largest vendors through a rigorous testing process, and we selected the AXS-One Email Management Platform on the merits of its overall performance, flexibility and scalability."

Solution: The company selected the AXS-One® Email Solution for operational email storage management as its corporate email archive standard, and implementation began in December 2003.

AXS-One's archive serves as a transparent operational storage management software platform at the company and manages Lotus Notes™ email documents its corporate email solution. The archive's policy engine automatically stores email from corporate email servers based on administrators' existing policies, and emails remain 100 percent accessible to end

users at all times. The email archival storage system from AXS-One links to the company's in-house portal and configuration infrastructure, ensuring the it dynamically adapts to future system upgrades.

Benefits: The AXS-One solution will help support and streamline the company's infrastructure operations and relieve strain on existing email servers. It will provide immediate, on-demand access to corporate-wide information, thus reducing capital and operational expenses incurred by the exploding use of email. The AXS-One solution also enhances the company's ability to execute core business communications initiatives, including increasing storage utilization, full-text indexing of email attachments, advanced searching capabilities, retrieval of data, legal discovery and integration with other key systems.

"An ever increasing percentage of corporate knowledge, intellectual property and legal information is stored within email systems, and organizations such as this Fortune 500 financial services company require a scalable, platform approach to effectively manage email communications for operational efficiency, legal and regulatory compliance purposes," said John Rade, Chief Executive Officer of AXS-One Inc. Rade continued "AXS-One's solution delivers operational storage management, as a component of a complete digital archival and business process management platform. Unlike the many point solutions that are available today, the AXS-One solution is highly flexible and scalable, making it very attractive from a total cost of ownership (TCO) perspective.

About AXS-One Email Archive Solution: Built on a solid foundation of market-archive and retrieval technologies, the AXS-One Email Archive solution is an enterprise-class solution that assists organizations meet ever-changing management and compliance mandates. By providing a single interface to disparate corporate content systems, it addresses the traditional requirements of managing long-term messaging content storage, while presents all information in original context – simplifying the needs of companies subject to compliance and oversight regulations. The management options for all archived data, content surveillance, security and audit trail capabilities and the storage of messages and attachments on tamper-resistant storage media. It is a single-source solution to help organizations meet the challenges of electronic communications management.



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