

Archiving Competitor Overview

DESCRIPTION ▼

- » Global Relay is the leading provider of email archiving to hedge funds and broker dealers. The company is based in British Columbia and Canada, and provides a comprehensive offering for all types of electronic communications.
- » Communication types include email, Instant Messages, Bloomberg mail, Reuters and more.
- » In 2012, they expanded to cover the Pacific Rim region and have been endorsed by FINRA.

ADVANTAGES ▼

- » FINRA endorsement
- » Archiving of all message types
- » Strong supervision tools
- » Customer loyalty in niche FINRA market

DISADVANTAGES ▼

- » Reputation for slow system and search results
- » High cost to retrieve your own stored messages for searches and if you terminate your agreement – read agreement carefully
- » Focus is on smaller customers in hedge fund/Broker space
- » Only offer a managed cloud service
- » No technology advantage. It works, but not a good legal discovery

PRICING ▼

Users	Annual Cost	Monthly Cost
25	\$4,500	\$15.00
100	\$9,600	\$8.00
500	\$30,000	\$6.00
1,000	\$60,000	\$5.00

COMPETITIVE POSITIONING ▼

- » We offer more flexible deployment options, Global Relay is a managed service only. No onsite deployment options.
- » Our software has more advanced Search, Legal Discovery, policy management and data management tools..
- » Our Outlook plugin approach is very different. Our advantage is a more comprehensive search including attachments.
- » For reseller, we won't compete against our partners; Proofpoint has this reputation.