

Archiving Competitor Overview

DESCRIPTION ▼

- » The Sonian Archive is a software-as-a-service offering for email archiving with no hardware or software investment.
- » It is an enterprise-class, cloud powered storage and search archiving platform.
- » Sonian sells both directly to end users and through most major distributors and resellers in many countries.
- » Sonian works with the solution providers and other third-party companies to support users.

ADVANTAGES ▼

- » Unlimited storage and scalability
- » Quick deployment
- » No equipment maintenance fees
- » Low cost

DISADVANTAGES ▼

- » No hardware appliance or VM software, only cloud.
- » Some mail servers may be more challenging to setup than others
- » User roles are somewhat difficult to follow
- » No strong focus on compliance. More of a general archiving solution
- » No analytics or real-time alerts

PRICING ▼

- » Pricing is based on a per user basis. Pricing currently starts with a per user per month model, at which a discount may be available based on volume and/or industry. Customers also pay an initial one-time fee to import legacy data into the archive.
- » **1-250 Mailboxes - \$60/mbox /year (\$5)**
- » **251-1000 Mailboxes - \$48/mbox /year (\$4)**
- » **1001-2500 Mailboxes - \$36/mbox /year (\$3)**
- » **> 2501 Mailboxes – Call**

COMPETITIVE POSITIONING ▼

- » We offer more flexible deployment options, Sonian is a managed service only. No onsite deployment options.
- » We offer advanced archiving tools such as an Outlook plugin, legal hold management, tagging, advanced legal discovery searching and much more.
- » We need to sell on high archiving value for compliance and storage management.
- » We do not mix our offering with security options. We sell best in class archiving only.