

### **Situation Analysis – The Email Challenge**

Organizations of all sizes and across all industries have come to rely on email as their main communications vehicle, both within and outside the company. Yet despite its mission critical status, maintaining a comprehensive email infrastructure can pose an insurmountable challenge to IT organizations.

The difficulty, complexity and expense in creating and maintaining an effective enterprise-class email system stems from increasing file sizes, a growing community of users, dramatic traffic growth, and the proliferation of email-born viruses and malicious activities. To make matters worse, organizational demands for key features and services such as mobility support and archiving have outpaced organizations abilities to meet these needs, creating vulnerabilities and compromising security. The advent of Sarbanes-Oxley, GLBA and other regulations make this a precarious situation for most organizations.

To date, IT organizations have overcome these obstacles by piecing together emerging technology solutions designed to battle the latest email crisis. Unfortunately, this has often resulted in a complex, fragmented, multi-vendor “system” that is difficult to use, expensive to maintain and falls far short on the crucial requirements of reliability and security.

### **Company Overview – Simplified, Secure, Reliable Messaging from Mirapoint**

With more than 120 million mailboxes served and secured worldwide, Mirapoint is the market leader in Secure Messaging Infrastructures™ for enterprises, small to medium businesses, service providers and educational institutions. Mirapoint provides the industry’s only appliance-based communications solutions, integrating key functionality to simplify email services, lower total cost of ownership and ensure reliable and secure communication.

Mirapoint’s unique approach simplifies secure messaging by unencumbering the email application, operating system, hardware infrastructure, and storage resources. As a result, Mirapoint’s solution delivers 99.999% uptime and leading performance; fast deployment and simple management; a secure, hardened operating system with no known exploits; network-based software updates; and single vendor support. Mirapoint’s appliance solutions allow companies to build a complete Secure Messaging Infrastructure from the ground up or leverage existing communications systems to achieve enterprise-class functionality. Integrated together Mirapoint’s appliances provide a centrally managed messaging infrastructure that delivers security, reliability and compliance, while addressing new requirements like group collaboration, mobile access and instant messaging.

Companies across multiple industry segments and around the world have adopted Mirapoint solutions, including Toro, British Telecom, University of Georgia, Volkswagen, Cable and Wireless and STMicroelectronics. Founded in 1997, Mirapoint is headquartered in Sunnyvale, Calif., with offices throughout North America, Europe and Asia.

## **Solutions Overview – Speeding Deployment, Reducing Complexity, Lowering Cost**

Mirapoint offers messaging solutions that enable organization to quickly and easily implement a scalable Secure Messaging Infrastructure that meets the challenges of emerging security threats and regulatory compliance requirements. Customers can easily deploy an integrated Mirapoint solution to achieve enterprise-class communications across their entire community of users in the following key areas:

- Secure Messaging
- Disaster Recovery
- Regulatory Compliance
- Email Archival
- Email Encryption
- IM & P2P Security

## **Products Overview – Building Blocks for a Secure Messaging Infrastructure**

### **Mirapoint Message Server**

The Mirapoint Message Server provides 99.999% availability with exceptionally high performance. Users can access their email via Webmail from any desktop that has a browser, or via any standards based email client including Outlook. Mirapoint Message Server also offers mail support for many kinds of mobile client devices, allowing for mailbox accessibility from virtually anywhere. In addition to its email functionality, the Message Server also provides easy-to-use collaboration tools, including group calendaring, scheduling and address book.

### **RazorGate**

The Mirapoint RazorGate is an award-winning security appliance that incorporates everything you need to ensure the security of your network. It blocks spam, protects against viruses, and filters content for both inbound and outbound messages. RazorGate is also a powerful router that can be used as a front end to integrate heterogeneous email systems.

### **RazorSafe**

The RazorSafe, when functioning with the Mirapoint Message Server and RazorGate appliances, passively and discretely copies all messages and IM messages sent or received within an organization, indexes the messages and places them into a permanent archive. The message archive is backed up securely to tape and then deleted from the originating journal mailbox.

### **Mirapoint Directory Server**

Embedded into the Message Server and RazorGate, Mirapoint's purpose-built LDAP-based directory appliance provides a single point for user and system management of message networks. Capable of supporting tens of millions of entries, the Directory Server simplifies management of large multi-tier or distributed messaging environments. The Directory Server also integrates with other applications to provide centralized management and a single point of authentication.

### **Mirapoint Partners**

Mirapoint has partnered with leading market innovators to expand its product capabilities. Key Technology Partners include: BakBone Software, Brocade, Commtouch Software Ltd., Legato Systems, Inc., FaceTime Communications, F-Secure Inc., Intel Corporation, Network Appliance, Inc., Notify Technology Corporation, PGP Corporation, Sophos Anti-Virus, Symantec and VERITAS Software, Radware, and Tivoli.

## Key Company Highlights

Founded: 1997

### Management Team:

- Jeffrey Witous, Chief Executive Officer
- Frank Knifsend, Senior Vice President of Products and Operations
- Alan Elliot, Vice President of North America Sales
- Yoshi Yusa, President, Mirapoint Japan KK
- Andrew Richardson, Head of EMEA Sales
- Mike Ganley, Vice President of Engineering
- Vanessa Hanks, Vice President of Customer Services
- Rob Reynolds, Vice President of Operations
- Kevin "Flynn" Hood, Vice President of Technical Services

### Milestones, Awards & Accolades:

- Recipient, Most trusted Vendor Award China Computer Users Association for 2008
- Finalist, American Business Awards for 2007
- InfoSecurity Product Guide's 2006 Tomorrow's Technology Today Award
- Frost & Sullivan 2006 Technology Innovation of the Year Award
- Tolly Group Certified, Mirapoint Message Server
- PC Pro Recommended Award, Mirapoint Message Server M50
- Service Provider Weekly Award, Top 50 Vendors
- InfoWorld gives 'Excellent' rating to the RazorGate 100 with an overall spam detection rate of 97%
- NSS Group Approves Mirapoint RazorGate 300
- CRN Test Center Recommended 2004
- InfoWorld gives 'Very Good' rating to the RazorGate 300 with 96% spam catch rate and zero false positives
- Finalist, Computerworld's Top 100 Emerging Companies list for 2002
- Recipient, Upside Magazine's Hot 100 Private Companies List 2001
- Finalist, Network Computing's Well Connected Awards 2001
- Winner, Best of Show Award, Network + Interop 2000, Tokyo
- Finalist, Network Computing's Well Connected Awards 2000
- Winner, 1999 Best of the Tests, Network World

### Company Headquarters:

1215 Bordeaux Drive  
Sunnyvale, CA 94089 USA  
Sales: + 1 (800) 937-8118  
Support: +1 877 MIRAPOINT (647-2764)  
General: + 1 (408) 720-3700  
General Fax: + 1 (408) 720-3725  
Email: info@mirapoint.com