VERITAS™ The truth in information.

Smart Selling Tips: Veritas Enterprise Vault™
A Foundation for Information Archiving and Digital Compliance.

Veritas Enterprise Vault is a foundation for intelligent information lifecycle management. With flexible deployment on-premises, in the cloud or hybrid configurations, Enterprise Vault offers policy-driven retention, indexing and classification of over 80 content sources.

Benefits

- Archives 80+ content sources and classifies and indexes the content for easy retrieval
- Automates information retention policy
- Simplifies compliance and litigation-related eDiscovery
- Enables Supervision sampling of content to ensure compliance with regulations and internal policies
- Migrates older data to less expensive long-term storage

Why Veritas Enterprise Vault™?

- Ensure retention practices for regulated organizations comply with applicable laws & eDiscovery practices are defensible.
- Preserve email and other unstructured data by policy, as journaled records in a high-availability repository, protected against unauthorized or accidental deletion.
- Provide rapid search, legal hold, case management and eDiscovery workflow to reduce cost, and improve productivity of both IT and litigation support staff.
- Automate standardized, policy-driven data retention and demonstrate implemented retention measures for SOX, FINRA, SEC, GDPR, HIPAA and numerous other regulations
- Journal archive every message that passes through your organization's servers
- Capture all email metadata, so every message is accounted for, including all attachments, cc lists, bcc recipients, and other important message context
- Simplify finding & filtering collected information with advanced, iterative search capabilities to retrieve only what's needed
- Gain visibility, take action, and assume control over your data with a solution that's part of the broad Veritas Digital Compliance portfolio.

Target Customers

- Mid-Market to Enterprise customers in highly regulated industries (financial, healthcare)
- Organizations that need to keep their archive data on-premise (public sector, government, etc.)
- Organizations that have a fragmented environment with many different platforms and/or content sources
- Organizations that need to purchase via a traditional CAPEX cost model.

Qualifying and door-opener questions

- Are you prepared for data privacy regulations (example California Consumer Privacy Act, GDPR) that require the ability to communicate all content held on an individual?
- Can you respond to a Subject Access Request (request for content) in a timely manner?
- Do you have a good way to determine what data is important to keep, and what isn't?

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- How much time is spent on eDiscovery to support legal actions?
- Where will your archive data be located?
- How long are you required to keep your data?
- Who has access to it?
- Any plans to move to Microsoft Office 365?
- How would unlimited storage of archived data or predictable per-month expense impact your business?

Competitive Advantage:

- 86% of Fortune 500 companies rely on Veritas to protect and retain their data.
- Highly cost-competitive and easy to use – minimal IT staff required.
- Veritas has over 20 years of market leadership in Information Archiving.
- Provides an ideal solution for industries with strong compliance requirements such as GDPR, HIPAA, FINRA for finance, healthcare, and local government.

Objections and Responses

"I am moving some applications to the cloud."
- Enterprise Vault supports capture of O365 content either to on-premise or cloud base Enterprise Vault supports over 80 content sources including cloud bases communications and file repositories.
- Enterprise Vault supports cloud-based storage such as Amazon AWS, Azaure, Google Cloud and IBM.
- Together, Enterprise Vault and Enterprise Vault.cloud can support Hybrid cloud and on-premise architectures.

"We already have Office 365. Why do I need Enterprise Vault when Office 365 has built-in archiving?"
- Office 365's built-in archiving does not provide true journaling and may allow content to be deleted
- Enterprise Vault supports over 80 different content sources – not just Microsoft sources.
- Office 365 can't index large files, can't index images, and has sluggish search performance.
- Enterprise Vault is purpose-built for archiving, search, and eDiscovery and easily manages cases with 50,000 recipients or more.
- Enterprise Vault provides advanced supervision to ensure fast review of content to ensure compliance with internal and external regulations
- For a legal hold, you must place the entire mailbox on hold in Office 365. With Enterprise Vault, only the relevant items need to be placed on hold.

"We don't want an on-premise archiving solution."
- Enterprise Vault offers multiple deployment options, including the following:
  - On Premise: Highly Secure with Optional Secondary Cloud Storage
  - Self-Managed in the Cloud: Robust Archiving to a Cloud tenant of the customer's choice (AWS, Google, Azure, IBM)
  - EV Hosted in Azure: Hosted and Managed by Veritas (Single Tenant)
  - EV.cloud: Hosted and Managed by Veritas (Full SaaS solution)

Target Buyers/roles

Chief Data Officer, Chief Information Officer, Chief Compliance Officer, Legal / eDiscovery Department, Records Manager, Knowledge Manager, IT Director.

Key verticals

Financial industry customers, Public Sector customers, Healthcare customers, and all other customers in highly regulated industries.