

Press Release

Graubard Miller Documents Success Using Proofpoint ARCHIVE

SaaS Email Archiving Solution Saving Law Firm \$100,000 in Mail Storage Alone; Improves eDiscovery Process

SUNNYVALE, Calif. – September 14, 2009 – Proofpoint, Inc., the leading provider of unified email security, email archiving and data loss prevention solutions, today announced that Graubard Miller, a New York law firm, has achieved successful business results while reducing email storage costs using [Proofpoint ARCHIVE™](#).

Proofpoint ARCHIVE, a Software-as-a-Service (SaaS) email archiving solution, addresses three key challenges facing every law firm today – email storage management, legal discovery and regulatory compliance – without the headaches of managing an email archive in-house. Proofpoint ARCHIVE securely stores encrypted email data in the cloud while an on-site appliance ensures security between Graubard Miller's local email server and Proofpoint's storage cloud.

"Proofpoint's on-demand solution is ideal for a firm the size of Graubard Miller because we weren't saddled with large upfront technology or staff investments," said Steven Heller, CTO of Graubard Miller. "Since using ARCHIVE, we have saved approximately \$100,000 by reducing our mail store. More importantly, our staff of lawyers are well equipped with search and discovery capabilities for email and are prepared to meet any legal discovery instance on behalf of clients."

Prior to deploying Proofpoint ARCHIVE, Graubard Miller's email server was failing due to the growing size of the mail store. Individual lawyers were keeping emails with large attachments in their inboxes, including one who stored 38 gigabytes. By automatically removing large attachments ("stubbing") and eliminating PST files - one of ARCHIVE's capabilities - Graubard Miller was able to decrease its entire mail store by 75 percent.

With eDiscovery becoming the rule, as opposed to the exception, lawyers are now included in the day-to-day tasks of archiving. Now, Graubard Miller lawyers can rapidly find relevant information within huge volumes of email, based on keyword searches. Proofpoint ARCHIVE not only enables the lawyers to quickly produce emails related to a particular case, but allows system administrators to easily create and maintain policies for email retention during the discovery phase of a legal action.

"In order to get the most out of an email archive system, it's absolutely critical that the system is easy to use and allows legal counsel to maintain the system. Proofpoint passes with flying colors," continued Heller.

"Graubard Miller was thinking about archiving and eDiscovery long before any of its competitor firms. If anything, they understood not whether they needed an archiving solution, but rather, when," said Andres Kohn, vice president & general manager for Proofpoint's email archiving business. "As one of the early adopters several years ago, they've achieved both business payback and financial returns as a result of the implementation."