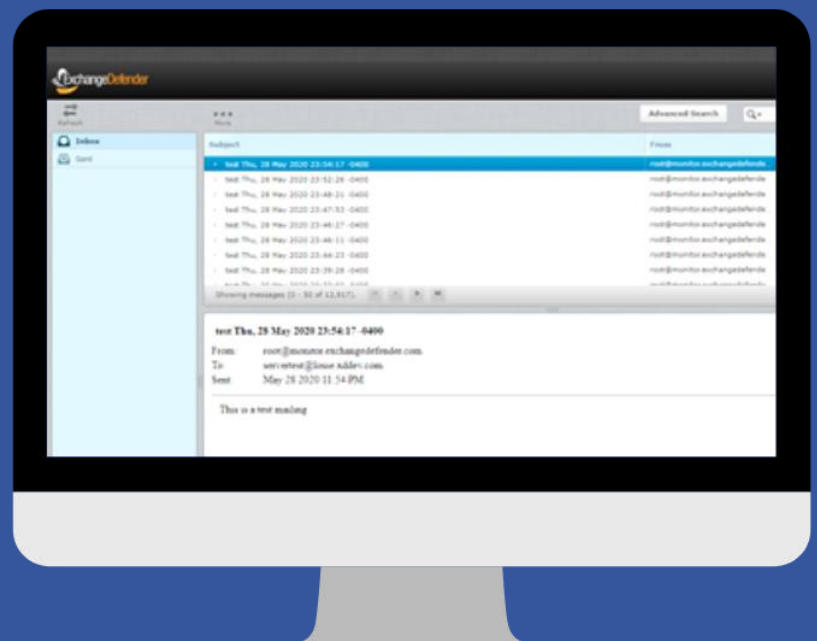


Welcome to the Compliance Archive Starter Kit for SMB Partners

Thank you for choosing us, we're excited to have you.

This kit includes useful information to help you learn about and start selling Compliance Archive.



How to use your Starter Kit

What's inside?

1 Understanding Compliance Archive

3 How to get technically ready

2 How to sell Compliance Archive

Sell with confidence

This starter kit was created to help you with the process of selling ExchangeDefender services and products. The information here is designed to help you get started, and to provide you with helpful links to key details for when you are ready to become an expert.

Get the key facts

1 Figure out what makes up Compliance Archive, and how it works!

Pre-Sales

Go deeper for expertise

2 Learn more about the real-world benefits that Compliance Archive offers your clients

Understand your selling opportunities

3 Identify how you can sell Compliance Archive, sell it as an individual solution or as a bundle with another service.

Find your target customer

4 Identify customers that need to secure their data, and how you can sell to them. Include links to key sales and marketing docs to support your sale.

How to sell

Completing the transaction

5 Understand what needs to be done to complete the deal. Navigate to the service manager to start adding new accounts and services.

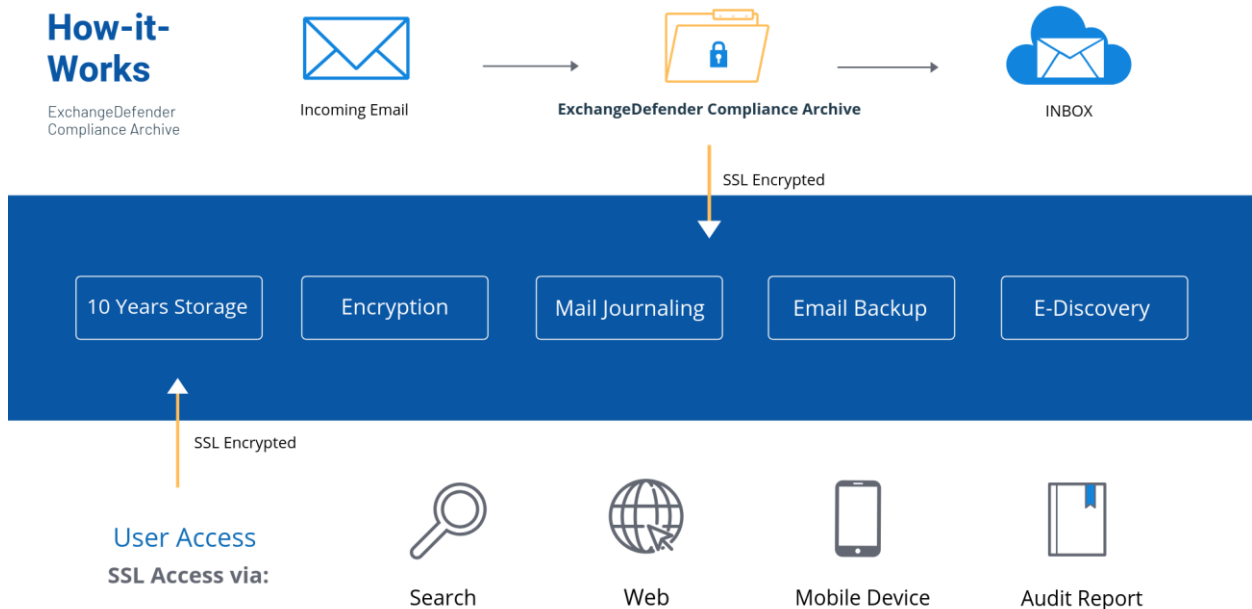
Deploy

Be a technical expert

6 Navigate to our documentation to find deep technical training and content to prepare yourself to deploy new customers.

Understanding Compliance Archive

ExchangeDefender Compliance Archive provides secure, long-term storage, recovery and eDiscovery system that assures compliance with regulatory requirements established by IRS, HIPAA, SOX and SEC. ExchangeDefender Email Archiving and Compliance helps organizations achieve email compliance using the latest technologies to archive, index and replicate company data safely and securely. The solution holds up to 10 years' worth of email for regulatory compliance, and messages are always accessible.



Noteworthy features

- Tamper-proof
- Encryption
- Admin Controls
- eDiscovery System
- Email Backup
- Outlook/Gmail integration
- 10+ years storage
- Audit Reporting
- Mail Journaling

Benefits of Compliance Archive

Achieve email compliance

ExchangeDefender Compliance Archive assures you that none of your messages have been tampered with, deleted or modified.

Save up to 60% email storage space

Compliance Archive provides a fast and secure environment in the cloud to store, process, and index your entire mailbox and keep it accessible for years.

Easily recall, review, and report

Compliance managers can create advanced supervision workflow, review queues, roles reporting, escalation, customizable policies, and more to exceed compliance obligations.

How to sell Compliance Archive

ExchangeDefender is a leading provider in email solutions for small businesses of 100 employees or less. Compliance Archive is proven to be most successful in the following industries: legal, healthcare, finance, real estate, and professional services.

Identify customers ready for Compliance Archive

Email Backup

Profile:

- Doesn't have a dedicated email backup strategy
- Uses Outlook or Gmail with no real support

What to look for:

- Customers that are email intensive to provide services/products
- Customers that requires their emails to be saved offsite, in the cloud.

Compliance

Profile:

- Doesn't think their email is compliant
- HIPAA/CCPA/GDPR customers
- Uses Google or Outlook

What to look for:

- Customers that work in industries heavy in sensitive information
- Does not have a compliance solutions/ is not compliant

Communication records

Profile:

- Uses business-grade email
- Thinks email is vital to their daily operations
- Loses money every time their email goes down

What to look for:

- Customers using Outlook and Gmail for business
- Customers with no protection or archiving for their email

Data retrieval

Profile:

- Self-service IT, wants the service to work automatically
- Emails often get lost/deleted
- Wants access/search to be seamless

What to look for:

- Customers who need 24/7 access to email
- Customers spending too much time on email search
- Customers who use Office 365/Gmail

Disaster Recovery

Profile:

- Emails records very important
- Does not have a DR plan
- Wants to make sure their email is always available

What to look for:

- Customers whose business relies heavily on email
- Customers in industries with confidential data like healthcare, legal, and finance.

Useful links

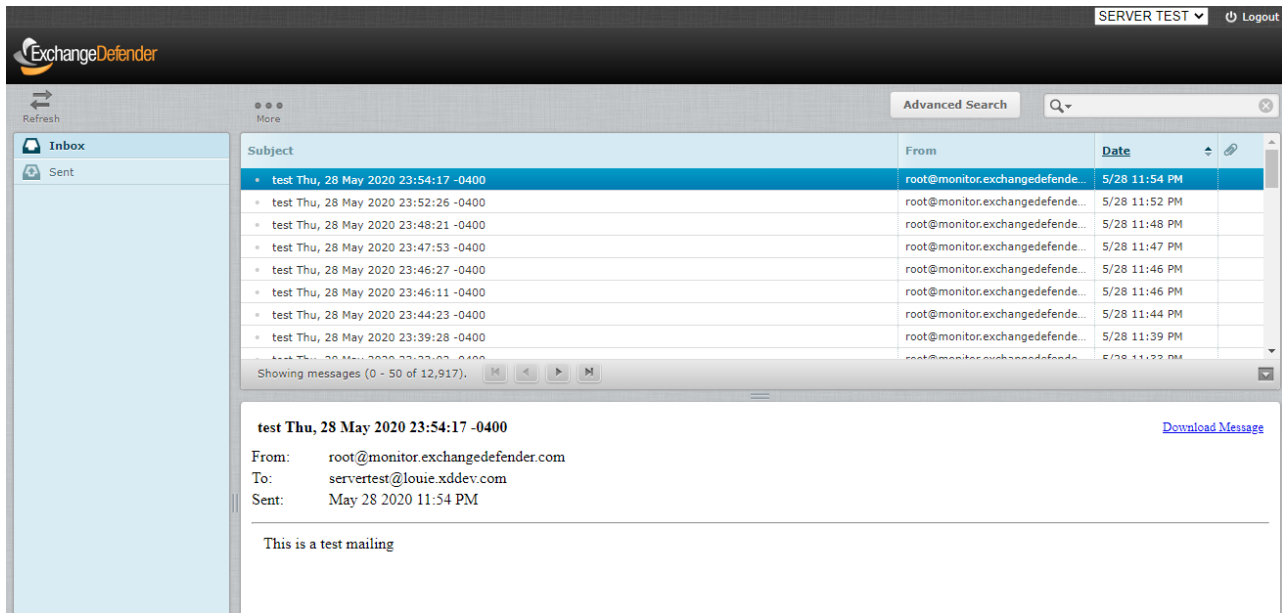
[Compliance Archive Product Page](#)

[Complimentary Branding Request](#)

[Compliance Archive Data sheet](#)

[Compliance Archive Features](#)

How to get technically ready



How to Access

ExchangeDefender clients can access compliance archive data securely at: <https://compliancearchive.exchangedefender.com>. Our friendly user interface enables users to quickly locate the message and print/download it.

Partner support for Compliance Archive

All ExchangeDefender services come equipped with access to our [support portal](#). Inside the portal you'll find our service manager, updated knowledgebase, and our NOC center for service checkups. You have the ability to submit a ticket with any technical questions or service issues you may have.

Compliance Notice:

ExchangeDefender Compliance Archive guarantees compliance requirements are being met while messages reside on our managed servers. Responsibility for maintaining compliance status and all necessary regulatory requirements after the download rests with the client.

Useful links for technical questions

Service Descriptions

Looking for answers to a complex question about Compliance Archive? Visit our features page that has [all features](#), and capabilities of the service.

Deployment / Management Guide

Take advantage of our [deployment guide](#) to properly deploy and manage the service. You can use the same documentation for end users.