

## PRODUCT FLASH

### StoredIQ Addresses Information Management Opportunity Around SharePoint Content

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#### IN THIS PRODUCT FLASH

This IDC Flash provides an overview of StoredIQ and highlights the January 31, 2011, announcement of the company's extended integration with Microsoft SharePoint.

#### SITUATION OVERVIEW

StoredIQ, founded in 2001, provides a family of information management and eDiscovery solutions. The technology is encapsulated in the StoredIQ Information Intelligence Platform, an enterprise-class, software-based appliance designed to manage the functional intersection of eDiscovery, information management, and compliance. Packaged as an appliance, the solution provides an assessment of unstructured data across the enterprise, giving organizations such as legal, compliance, HR, and IT visibility into and control over their business content. The visibility provided leads to more informed decisions about the management, retention, and disposition of their data. The StoredIQ Platform discovers, assesses, and manages unstructured and semistructured data across a range of data sources, including storage, email, archiving, content, document, and record management systems. Layered on top of the platform are applications such as StoredIQ eDiscovery*Manager* and the StoredIQ Desktop Agent. eDiscovery*Manager* is an application used by legal stakeholders to accelerate the eDiscovery process by providing dashboards that help with ECA and first-pass review — these capabilities are performed prior to collection of data where it natively resides. The Desktop Agent is used to filter and retrieve potentially responsive data, silently, from geographically distributed or mobile compute assets.

Today, StoredIQ has over 110 direct commercial and government accounts including Blue Cross and Blue Shield, MGM, Raytheon, the Department of Homeland Security, Discovery, American Express, Duke Energy, and Transocean. In 4Q10, the company won several very large seven-figure deals associated with the BP oil spill and PII Compliance. (ASPs are \$500,000.) The company is benefiting from more recent OEM and strategy partnerships with Symantec, Dell, and Huron Consulting. Symantec currently OEMs the StoredIQ technology under its Discovery Collector brand, and this partnership is starting to lead to material business. With Dell's recent OEM of the Caringo object storage technology (being sold as Dell DXi), Dell is also launching the availability of StoredIQ technology as part of the company's eDiscovery solution offering. Huron Consulting is now leveraging the StoredIQ technology as an optional component of its Sp3ctrum offering.

One of the many challenges with SharePoint is the lack of IT visibility into the number and locations of SharePoint sites as well as the myriad of SharePoint objects. Hence, when investigations, pending litigation, or compliance audits arise, this means companies must scramble to identify not only SharePoint repositories but also the information within them. Recent IDC research highlights that shared file servers and SharePoint repositories are sources targeted for preservation and collection. However, the reality is that IT cannot easily collect data by specified custodians across these shared systems. It is difficult to collect data only on specified custodians without collecting all the data due to the intermingled, distributed nature of data placement.

On January 31, 2011, StoredIQ announced its expanded support for Microsoft SharePoint. The StoredIQ SharePoint solution has been extended to support user profiles and versioning. StoredIQ's SharePoint integration includes not only document libraries (and a subset of metadata) but also all core SharePoint object types (and metadata) including blogs, wikis, comments, discussion boards, calendars, tasks, contacts, issue trackers, announcements, surveys, links, project tasks, picture libraries, and records center. With this announcement, StoredIQ's SharePoint solution not only allows users to view user profiles but also consolidates the user's document library, blog, note board, and colleagues into a single interface. StoredIQ also announced that the solution can distinguish between multiple versions of documents. When a SharePoint user updates a wiki page, a blog post, or other item, SharePoint considers this a new version of the given object. StoredIQ now has the capability to search through this version history and show which items are responsive to a query and which are not. Users can also choose what data gets collected or exported by StoredIQ — just responsive versions or the complete version history for an object.

The StoredIQ solution for SharePoint, when collecting data from a SharePoint repository, will create an MHTML object that is self-referencing. This means the object itself has the information in order for the StoredIQ solution to reconstitute a wiki or a blog, for example, and apply the appropriate metadata in a what-you-see-is-what-you-get (WYSIWYG) manner. And with the versioning support now added, for a blog that changes every day, the StoredIQ solution now incrementally creates snaps of HTML-materialized view of objects, rather than recollecting and reconstituting the entire blog again every night, which would introduce processing, time, and capacity overhead.

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## FUTURE OUTLOOK

The current landscape of IT solutions positioned at the eDiscovery problem continues to morph and change. However, increasingly companies are looking for solutions to help them gain cost and risk control over SharePoint sites, which have grown virally across an enterprise. Sites deployed for collaboration, in an ad hoc manner outside of centralized IT control, have reached a scale that now requires attention. With user demand for SharePoint growing, more companies are taking a proactive and embracing approach to SharePoint, either supporting it as a system of record or providing templates and self-service provisioning. Technology suppliers must increasingly support a company's objectives to gain control of SharePoint content, and the StoredIQ solution is well positioned to address this opportunity.