

Leading Law Firm Courts Email Archive Management

Cassels Brock & Blackwell selects EAS for its email management

Toronto, Canada, January 15th, 2002 - EDUCOM TS Inc. announced today that its reseller, Techwell of Toronto, has signed a contract with the respected law firm Cassels Brock & Blackwell, LLP to license EDUCOM's Exchange Archive Solution (EAS) - innovative email archive management software.

Cassels Brock has 160 lawyers working in its Toronto offices. The firm is more than 100 years old, and helps clients in more than 30 areas of including securities, tax and trusts, commercial disputes and cross-border Canada-US business and trade issues. Beyond its traditional practice areas, over the past decade Cassels Brock developed a recognized expertise in technology, information and e-business.

This convergence of traditional and high-tech business prompted Cassels Brock to implement EAS in its corporate email environment. "While email is de rigueur for emerging business, nearly all of our clients in so-called 'old economy' companies rely heavily on it," says Glenn Zakaib, Cassels Brock's Technology Committee Chairman. "We selected EAS because we want to centrally archive, search, and manage the critical intellectual property contained within our email stores. EAS will enable centralized management of all law practice email so that it is safeguarded and easily accessed by firm lawyers regardless of where they are located."

In addition, EAS will enable "single instance storage" of the firm's electronic messages and thereby eliminate growing email storage concerns. "The growth of our email, both in terms of size and frequency, has increased beyond what we anticipated," says Dick Jensen, Cassels Brock's, Director, Information Technology. "EAS will eliminate redundant messages as well as compress each message in the archive. This should reduce the demand for email storage significantly."

Cassels Brock joins the growing list of organizations that have adopted EAS. "Cassels Brock is a firm that has a long-standing reputation in many areas of traditional law, yet is a forerunner in e-commerce and other technology related ventures," says EDUCOM CEO Andrew Moffat. "It is no surprise then that CB&B have been quick to recognize the importance of email as a corporate record. EAS will enable the firm to maximize the knowledge-value of their email, while at the same time saving time and money in storage and administration."

What is Exchange Archive Solution (EAS)?

EAS is intelligent storage management software developed to provide organizations with a better way to manage the life cycle of MS Exchange email records. With EAS, an organization will:

- Reduce server load on MS Exchange without limiting the use of email;
- Empower end-users to access, retrieve and restore mail that has been archived;
- Incorporate email as part of an enterprise records management strategy;
- Secure corporate intellectual property.

When organizations reduce the amount of email stored on production servers they increase production server performance and reduce administrative overhead. As a result, SAN or NAS storage can replace expensive production disk space, and organizations can do "more with less" by allowing existing servers and staff to support additional clients.

EAS ensures "single instance storage" when archiving across multiple MS Exchange email stores. A number of industry analysts estimate that there are, on average, three copies of every email message (and associated attachments) on corporate systems. Therefore, by using EAS,

organizations can recover two thirds of the space currently required to store email messages. EAS goes one step further by compressing archived messages by at least 50%. The potential savings in hardware alone are significant. When considering the added value of being able to quickly access and restore archived mail, perform compliance audits efficiently, protect email against virus attacks, ensure fault tolerance, and enable disaster recovery, most organizations find that there are ample savings to provide a quick return on the investment in all the components of an email archive solution.

About EDUCOM

EDUCOM TS Inc. is an Ottawa-based software development firm specializing in email management. EDUCOM products help clients protect corporate intellectual property, enhance user access to information, and reduce email server overload. Flagship products include Exchange Archive Solution (EAS), offering intelligent storage management for Microsoft Exchange mail stores; and EAS-Wireless, designed to manage the overwhelming quantity of email with which mobile users have to manage. EDUCOM has established strategic relationships with Auspex Systems, Essential Computing, Canada-Pacific Technologies, FreTech, Microsoft, AmikaNow!, and IBM. For more information, visit www.educomts.com.

Contact: Allan Jeffrey
Title: Sales Manager
Phone: 613-234-9950
Email: ajeffrey@educomts.com

About Cassels Brock

Cassels Brock is proud of its lengthy and distinguished history, its dynamic present, and its bright future. Founded in Toronto in the last century, the firm has grown to take a leading place in the new millennium. Nearly 150 lawyers are supported by a professional support staff, backed by state-of-the-art technology.

About Techwell

TechWell is an IT solution provider with offices in Markham, Ontario and Bridgewater, New Jersey. TechWell has provided IT services since 1991 and specializes in Wireless / LAN / WAN network design, installation, management, software consulting and e-business.

Contact: Michael Mao
Title: VP, Sales and Marketing
Phone: 905-475-7570
Email: mmao@techwell.com

**Written for EDUCOM by
Craine Communications Group
www.crainecommunicationsgroup.com**