



## Content Archiving Market Trends, 2010-2013

### Report Focus

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This report focuses on demand drivers for content archiving and related technologies in the North American market. The research conducted for this report, as well as the report itself, are focused on the needs of vendors, investors and others who are interested in participating in the messaging archiving market in some way, whether as providers of the archiving systems, forensics services or other offerings. The information presented is designed to help these vendors and interested parties make informed decisions about the future opportunities available in this market.

The research was conducted and this report was written from an objective viewpoint, without any predisposition for or against a particular point of view. Because multiple vendors were involved in funding this report, no particular vendor's interests had an influence on shaping the research focus, although early subscribers to the report were given the opportunity to provide input to the research program conducted specifically for this report.

### Key Findings and Trends Discussed in this Report

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## About Osterman Research, Inc.

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Osterman Research, Inc. provides market research, cost modeling, benchmarking and related services to vendors of messaging and collaboration products and services.

We help vendors, IT departments and other organizations make better decisions through the acquisition and application of relevant, accurate and timely data on markets, market trends, products and technologies. We also help vendors of technology-oriented products and services to understand the needs of their current and prospective customers.

Part of what makes us unique is our market research panel: a large and growing group of IT professionals and end-users around the world with whom we conduct our research surveys. This allows us to conduct surveys quickly and accurately.

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