



# News Release

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**POWERFILE AND NORTHSEAS PARTNER TO DELIVER E-MAIL ARCHIVE SOLUTION FOR SMALL-TO-MEDIUM BUSINESSES**

*Packaged Solution Streamlines Administration and Provides Data Permanence for Cost-Effective Regulatory Compliance of E-mail Records*

**SANTA CLARA, Calif., January 24, 2005** – PowerFile, Inc., the worldwide leader in online archive solutions for long-term storage of fixed digital content, today announced a strategic alliance with NorthSeas Advanced Messaging Technology (NorthSeas AMT) the pioneer of the e-mail archiving appliance. As a result of this alliance, the two companies are offering an affordable, compliance-ready, email-archiving solution for small-to-midsize businesses.

The announcement comes at a time when most organizations are facing IT efficiency challenges, amid tremendous growth in email data. Equipping them to meet the challenge, the joint PowerFile/NorthSeas solution will enable companies to easily capture, store, manage, and access an enormous volume of email-based corporate records. Setting it apart from other market offerings, this turnkey solution promises to deliver a winning combination of data permanence, flexible management, fast access, and low total cost of ownership (TCO) in one scalable and easy-to-configure package.

**EASY AND FLEXIBLE CONFIGURATION**

Without needing to install any services or clients on the email server, customers use a web-based management interface to seamlessly integrate the solution with existing systems. The solution is fully compatible with Microsoft Exchange, Lotus Domino and other systems.

Flexible configuration allows archiving of email either before or after it reaches the email server. Customers can preserve up to 17 terabytes of email-based corporate records in a non-rewritable, non-erasable WORM format on vendor-neutral DVD media that is stable and long-lasting with a lifespan of more than 50 years. Special features allow users to easily search for old messages and quickly respond to legal audits and formal inquiries.

### **DATA PERMANENCE, FAST ACCESS AND STREAMLINED MANAGEMENT**

“As the volume of email continues to explode in a company, tough compliance requirements are turning email messages into important corporate records,” said Kirk Dunn, President and CEO of PowerFile, Inc. “Sarbanes-Oxley, SEC, NASD, and FDA regulations are dictating the need to preserve email messages and attachments for several years. The timing couldn’t be better for bringing a next-generation email archiving solution to market. We’re pleased to be working with NorthSeas to deliver a solution that is scalable and also easy to install and operate.”

“Small-to-midsize businesses need a more cost-effective way to store email messages,” added Stephen P. Spence, President and CEO of NorthSeas, “They also need to feel secure in the knowledge that email messages will be permanently stored and can be easily retrieved at a moment’s notice. With our joint solution, they can now have all of this, while streamlining the day-to-day management of email.”

The bundled solution includes the NorthSeas Guard E/N (pronounced *Guardian*), or the rack-mount NorthSeas Gal E/N (pronounced *Galleon*); combined with the PowerFile SA2000 Permanent Storage Appliance. The solution is available today in the USA and can be purchased from Euroson America, [www.EurosonAmerica.com](http://www.EurosonAmerica.com), starting at MSRP \$12,499. The solution is also available from distributors in other global regions.

### **ABOUT NORTHSEAS AMT**

NorthSeas AMT was founded in 2003 to provide the global marketplace with simple and effective e-mail management solutions. NorthSeas has recently qualified for the Top Tech Companies 25 Up and Comers, a prestigious list of companies expected to be future technology leaders. NorthSeas products are sold through a network of authorized

resellers, distributors and OEM partners in fifteen countries, supporting North America, United Kingdom, continental Europe, Australia, Africa, and Asia-Pacific regions.

NorthSeas is based in Ottawa, the high-tech capital of Canada.

[www.NorthSeasAMT.com](http://www.NorthSeasAMT.com)

## **ABOUT POWERFILE**

PowerFile, Inc. is the worldwide leader in online archive solutions designed specifically for long-term storage of fixed digital content. PowerFile's award-winning solutions combine the speed of online access with the economy and integrity of traditional archives to empower organizations of all sizes to efficiently manage and preserve valuable digital assets. PowerFile product offering consists of intelligent storage management software and cost-effective, robust hardware.

PowerFile, Inc., 3350 Thomas Road, Santa Clara, CA 95054 USA; (866) 8-DVD NOW;  
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