

AXS-One goes on demand with EDS

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AXS-One [AXO], a Rutherford, New Jersey based provider of records compliance management made some news this week with the announcement of a deal with **EDS** where the latter will host the AXS-One Compliance platform. Before we get started on the details of the announcement, it is important to examine records compliance management and the benefits it serves in today's world.

Records compliance management is the technology that enables long term retention of email, instant messages, desktop documents, reports, ERP data and files to support regulatory requirements, corporate governance, discovery and litigation support and privacy issues. It is significant due to the proliferation of all types of data in the enterprise; the threat of litigation and the need to retain information for potential legal issues; and the requirements of regulatory compliance.

One factoid that AXS-One provided in our briefing was that the amount of storage capacity is doubling every 10 months and that timeline is compressing. With the proliferation of data, outsourcing to an expert sounds like a no-brainer. The key to the AXS-One solution is that it provides a way to manage compliance through a record's lifecycle.

Now the company is making a bigger splash because of its partnership with EDS for back-end infrastructure. AXS-One is going for the gusto with this move, targeting companies with 20,000 employees and above and the capability to roll out standard configurations for 10, 20 and up to 200,000 users (the target customer segment are companies with more than 2,000 employees). In the past AXS-One used ASP partners to sell a hosted solution, but the company found that the concern around data security and increasing storage capacity led them to look for a partner with a strong background in security and footprint. EDS is providing secure facilities, SLAs and predictable monthly costs – all hot buttons for AXS-One and its customers. It is important to note that this solution will be sold directly by the AXS-One sales team with all deals quoted with an option for hosting. Also the company's partners have access to wholesale pricing for the hosted solution.

T1R dug into the details on selecting EDS as a provider and one word stood out loud and clear – Security with a capital S. It is all about the integrity and security of the data and AXS went for a provider that demonstrates such. In our conversation, the fact that EDS holds data for many government agencies was the tipping point that made the solution work.

Although the relationship is not exclusive, T1R believes AXS-One's choice of EDS to provide hosting services for this new solution makes a lot of sense. EDS has a strong reputation in the space, which we believe will be a strong selling point as AXS-One talks to CIO's about the offering. Reliability and security will always be issues that need to be addressed when selling any hosting solution. We feel having EDS as part of the pitch will make addressing these issues much easier.

Another reason the choice makes a lot of sense is the lack of overlap between the companies' businesses. Going with **IBM**, for example, would have

provided arguably the same level of security and reputation around reliability, but may have resulted in a conflict on the software side. EDS has been working with **Cisco** and other partners to build a secure networking infrastructure, connecting EDS's computing resources worldwide. The Global Services Network (GSN) runs MultiProtocol Label Switching (MPLS) throughout the Internet Protocol (IP)-based infrastructure, making it possible to run other types of traffic, such as frame relay or ATM, on an IP network, and making it easier to manage such capabilities as quality of service and traffic prioritization. T1R expects to see the GSN woven into EDS' marketing throughout the year as the company moves customers onto the network, which should indirectly benefit AXS-One.