

Document
Management
Buyer's Guide



Lessons for Purchasing
the Right Document
Management System

Download
Now!

3 Key Questions for Enterprise Archiving Vendors

By Marisa Peacock (@marisacp51) Apr 17, 2009

[Document Management eBook: Steps to Success \(Download Now\)](#)

Sometimes it is easier to figure out why things fail, rather than trying to figure out why things succeed. Maybe because hindsight is 20/20 or because it is hard to predict where the saturation point meets the tipping point. Whatever the reason, we can't help but delve deeper into the psyche of failure in an effort to capitalize and reap success.

In today's installment of *Why Things Fail*, we take a closer look at the [enterprise archiving](#) and three key questions you need to ask before choosing a solution to implement.

eRecords Management Growing At a Fast Pace

eRecords management, for all our nit picking and analysis, is still a fairly new process. It's large, kind of awkward and growing rapidly. Trying to manage it is hard enough, but in order to be effective it needs to be flexible enough to accommodate the evolving archiving demands, including [regulatory compliance](#), [search and discovery](#) and be able to scale itself to manage, store and search thousands of documents very quickly.



Because every company is different — some are big, some small; some are proactive in their approach to managing data, some reactive — it's hard to know what strategy will be effective and successful.

Three Key Questions to Ask

In fact, [ZL Technologies](#), an enterprise archiving solutions company, estimates that **90% of large enterprise archiving projects fail**.

So what can we do? First, learn the breaking points of enterprise archiving. Knowing the right questions to ask, as well understanding the right answers is key.

Storage is only one component of archiving. Finding what is stored is more important. To assess the search capabilities of archiving solution, here are three key questions ZL Technologies recommends you ask vendors:

1. How fast is the search across all mailboxes?

The demands of [eDiscovery](#) and the rapid growth of that industry have made the ability to search across mailboxes quickly and effectively critical to the search and discovery process. Limited custodian searches can hinder the approach and miss crucial

information.

Look for **search-all-mailboxes** capability, which can search emails and related documents more in-depth and help reduce the chances of inadvertent waiver of privilege.

2. How accurate is the search?

Speedy searches are only successful if they discover useful information. Search capabilities such as [proximity search](#) (finding a word within n words of another) are critically important to reduce false positives.

3. Does the archive's search engine have a future?

The life of a search engine plays a critical factor in the success of the archive. [Data migration](#) is a costly and time-consuming endeavor. Make sure that the search engine used has enough power and flexibility to sustain itself.

Don't Forget Cost and Support

ZL Technologies recommends asking these questions, but it's just as important to assess the cost of ownership and quality of support of a solution, as well.

Choosing the archiving solution that makes sense for your size, structure and situation is a fail-safe way to avoid the pitfalls of enterprise archiving.

Tweet 0

0

Share



[0 Comments and 0 Reactions](#)

0 comments

★ ◀ 0

Comments for this thread are now closed.

Discussion

Community

My Disqus 3

Share

#

ALSO ON CMSWIRE.COM

What's this? ✕

CMIS and SharePoint 2013: Native Support for Better Interoperability

1 comment • 6 hours ago

**Jay Brown** — On the subject of SP 2013 and CMIS. Chapter 9 of Manning's 'CMIS and Apache Chemistry in Action' boo...**Prediction for 2013 and Beyond: Big Data Finds its Andy Warhol**

9 comments • 23 days ago

**Gregory Piatetsky** — Is Nate Silver the Andy Warhol type you are looking for?**2013 Prediction: Social Business Tech will Stop Blaming Culture for Failure**

9 comments • a month ago

**jonhusband** — Brilliant quote, Deb. Thanks so much for bringing it to my attention !**Social Business in 2013: A Challenge, An Opportunity, A Commitment**

4 comments • 13 days ago

**Luis Suarez** — Fascinating follow-up, indeed! It made me think that if that's the case then, that is, sales, market...

r Comment feed m Subscribe via email

[Related Articles](#)[Top Articles](#)[Recent Comments](#)

- [2013: Enterprise Content Management Comes Full Circle](#)
- [Information Management 2012: Enterprise CMS Market Struggles, Cloud, Social Are Top Trends](#)
- [From Clunky to Cool - EMC IIG \(Documentum\) Exceeds Expectations in 2012](#)

ABOUT US

CMSWire is a popular web magazine published by Simpler Media Group. We focus on intelligent information management, digital customer experience management, and the emergence of social business tools and practices. Read more about us or learn how to advertise here.

STAY IN THE LOOP



Subscribe to RSS Feed



Join us on Facebook



Follow Via Twitter



Get Our Weekly Newsletter

MOST POPULAR ARTICLES

2013 Predictions: Smartphones and Tablets, What Would an iPhone 6 or Galaxy S4 Look Like?

1 Comment and 20 Reactions

Microsoft Windows 8: How Bad Could it Be?

20 Comments and 43 Reactions

Google Offers Office Access for iPad, CloudOn Offers Office Support for iPhone

0 Comments and 25 Reactions

Microsoft Tightens Outlook.com Security, 'Encourages' Hotmail Users To Upgrade

0 Comments and 27 Reactions

A Look Back at Customer Experience in 2012

0 Comments and 0 Reactions

A Look Back at Content Management 2012

0 Comments and 32 Reactions

2013 Global E-Commerce Trends: More Personal, More Mobile, More Channels

0 Comments and 77 Reactions