

**ZANTAZ, Inc.**  
Pleasanton, CA

**ZANTAZ Digital Safe**

➤ Email Archiving Compliance and Electronic Discovery Solution



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**CUSTOMERS AT WORK**

Two global banks and two small broker-dealers served as reference customers for ZANTAZ. Common strategic objectives included:

- Responding quickly and accurately to requests for electronic records due to regulatory audit, litigation or investigation
- Meeting SEC 17a-3 and 17a-4, NASD 30-10, NYSE 342, and other regulations for archiving email and instant messages
- Creating an environment of regulatory compliance and litigation readiness
- Avoiding cost and complexity

**WHY ZANTAZ DIGITAL SAFE?**

ZANTAZ provides compliance and electronic discovery solutions to clients in financial services, government and other regulated industries. ZANTAZ helps clients comply efficiently with industry regulations, respond to urgent litigation and regulatory audits, and mitigate the risks associated with today's complex legal and regulatory environment. Through proven digital archiving, supervision and electronic discovery systems, scalable technology and records management expertise, ZANTAZ delivers customer-driven solutions with a high level of security and confidentiality. These solutions enable companies to manage business risk, reduce costs and strengthen regulatory compliance and industry best practices.

**COMPANY INFO**

ZANTAZ is a private company with about 200 employees.

☎ +1.925.598.3000

www.zantaz.com

**BUSINESS IMPACT**

*Near-term value:* Reference customers have achieved regulatory compliance by using ZANTAZ Digital Safe to archive email and instant messages in a non-tamperable way. The hosted solution frees them to concentrate resources on core business activities.

*Enterprise innovation:* Litigation readiness is becoming a necessary core competency in today's financial services industry. Customers are using ZANTAZ Digital Safe not only to respond to electronic discovery requests, but also to prevent problems and to deal proactively with litigation when it does occur. To help foster a climate of regulatory compliance, customers are using ZANTAZ Digital Supervisor to enable supervision of email and instant messages, and to report that supervision activity to regulators. For litigation readiness, one reference customer is turning to the ZANTAZ Audit Center to package information for electronic discovery. Two reference customers are using ZANTAZ Data Restoration Services to restore three years of email from backup tapes into the Digital Safe.

*Technology gains:* A business service delivered over the Web, ZANTAZ Digital Safe was implemented quickly and operates smoothly. ZANTAZ's strategic alliance with IBM Global Services provides additional comfort for certain customers.

**SUCCESS FACTORS**

*Project strategy:* In the planning phases, leverage ZANTAZ's knowledge of how regulations are actually implemented. But drive your own boat when it comes to deciding exactly how the mail repository will be configured. The search capabilities are a function of the design. Accordingly, legal and compliance staff should take their time to understand, via a pilot, how they will use the search features before the design is finalized. Implementing the Digital Supervisor will also involve a pilot, this time to assess how well the lexicons are working to identify potentially problematic email.

*Resources:* Because it requires minimal internal IT resources and completely avoids the peak-load scheduling problems of litigation and regulatory response, large and small financial institutions agree that the ZANTAZ Digital Safe is a slam-dunk to justify.

*Skills:* The straightforward ZANTAZ Digital Safe interface requires minimal training, even for occasional users such as auditors.

*Fit:* Customers recommend ZANTAZ Digital Safe to others in the financial services industry, and ZANTAZ technology to other companies for which litigation readiness is important.

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**ABOUT THE CROSSROADS A-LIST AWARDS**

The Crossroads A-List identifies the best newly proven IT products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.