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**PINNACLE FINANCIAL REPORTS MIMOSA SYSTEMS' LIVE CONTENT ARCHIVING SOLUTION PROVIDES RAPID EDISCOVERY AND MESSAGE STORAGE OPTIMIZATION**

*Mimosa NearPoint Ensures Retention and Recovery of Critical Email Data and Improves Exchange Storage Efficiency for Major Mortgage Banking Firm*

**SANTA CLARA, Calif. – Jan. 15, 2008** – Mimosa Systems™, a leader in live content archiving solutions, announced today that Pinnacle Financial Corporation, which recently selected Mimosa Systems' advanced archiving solution, NearPoint™, to manage email accounts throughout its nationwide operations, reports that the solution has significantly enhanced its eDiscovery capabilities and message archiving.

Pinnacle Financial, headquartered in Orlando, Fla., has been in the home and commercial mortgage business for nearly 20 years. The company operates 35 offices, staffed by 300 employees across North America.

Rick Chin, Sr. VP of Information Technology at Pinnacle, said, "Email is critical to our organization because it is our fundamental communication tool and it is so closely tied to all our business applications."

Pinnacle was seeking to address two key issues when he learned about Mimosa at a Gartner storage event: email archiving, discovery and retrieval. Although Pinnacle is not a publicly traded company, Chin was looking for a reliable email archiving and retrieval solution to accommodate any future legal inquiries. "Although we're not subject to some of the regulations that apply to public companies, we have heard of instances in which companies have been sued because of their inability to produce email for litigation. We are not facing any pending lawsuits, but we wanted to be prepared should one ever arise," said Chin.

Chin noted that Pinnacle also sought to increase the efficiency of its email processes. The company's email environment is composed of Exchange 2003 SP2, Outlook 2003, and Outlook Web Access, all linked through a single server.

According to Chin, "When we looked into it, we learned that Mimosa™NearPoint™ email archiving performs all the email search functions for eDiscovery and manages the Exchange data for growth issues in the mailbox stores by removing attachments. This helps with mailbox size issues, and it also reduces backup times, which is an important issue because our tape backups of Exchange were taking too long to complete."

Chin characterized the NearPoint installation as very simple. "Mimosa performed a site survey and designed the total solution, including server and storage hardware. We got NearPoint up and running in less than two hours, and the process is so straightforward that we needed minimal help. Mimosa support was very responsive and kept in touch throughout the installation, but we rarely needed help."

Chin added, "We are a very lean IT shop supporting thousands of remote users. We need a tool that is easy to install and manage, and Mimosa delivered. I get many compliments from remote users on how easy Mimosa is to use and how it helps them find lost email freeing up valuable IT resources."

The Mimosa NearPoint™ archiving solution has rapidly delivered value to Pinnacle Financial in several ways, including:

- **Rapid eDiscovery:** Auditors and legal staff can quickly perform sophisticated search and discovery across multiple mailboxes.
- **Automated, application-intelligent disaster recovery:** NearPoint reliably protects Pinnacle's Exchange information through non-invasive, continuous application shadowing. This process preserves the consistency and integrity of Exchange data and enables one-click full email data and service recovery when needed.
- **Mailbox storage management:** With NearPoint, Pinnacle has reduced storage requirements on the Exchange Server significantly by migrating or extending attachments based on policies of age, document size, or mailbox size.
- **Self-service search of archived data:** Pinnacle employees have seamless self-service access to their archived data so they can find potentially lost or deleted messages without IT assistance.

"Organizations like Pinnacle Financial are seeking easy-to-implement, flexible, and highly efficient solutions to meet the many challenges of balancing business demands for discovery, recovery, and continuity with users' needs for information immediacy," said T.M. Ravi, CEO of Mimosa Systems. "Mimosa has and will continue to set the standard by which all other email archiving solutions are measured."

#### **About Mimosa NearPoint**

Mimosa™ NearPoint™ for Microsoft® Exchange Server addresses critical customer requirements around email information archiving, eDiscovery, regulatory compliance, business continuity, and storage optimization. Mimosa NearPoint provides legal search workflow, immediate mailbox and message recovery, disaster recovery, email archiving, and self-service search and access in one solution. By leveraging cost-effective storage, NearPoint also optimizes email storage and reduces overall infrastructure costs.

#### **About Mimosa**

Mimosa Systems, Inc. delivers next-generation information management solutions for information immediacy, discovery, and continuity. Mimosa NearPoint for Microsoft Exchange Server is the industry's most comprehensive information management software solution for Microsoft Exchange, unifying email archiving, recovery, and storage management. With options for eDiscovery and disaster recovery, NearPoint ensures litigation readiness and email continuity while leveraging cost-effective disk technologies to optimize email storage growth. Mimosa is a Microsoft Gold Certified Partner, recognized for its competencies in networking infrastructure solutions, ISV/software solutions, and advanced infrastructure solutions. Mimosa is a privately held company whose investors include August Capital, Clearstone Venture Partners, Dot Edu Ventures, JAFCO Ventures, and Mayfield Fund. Mimosa was founded in 2003 and is based in Santa Clara, California, with offices in Munich, Germany, and Pune, India. For more information, see [www.MimosaSystems.com](http://www.MimosaSystems.com).

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