



FOR IMMEDIATE RELEASE

**Media Contact**

Sabrina Sanchez  
Ventana Public Relations  
(925) 875-1968  
sabrina.sanchez@ventanapr.com

**MIMOSA SYSTEMS EXPERIENCES TRIPLE DIGIT GROWTH FOR 2007 AS DEMAND FOR BEST  
IN CLASS EMAIL ARCHIVING ACCELERATES WORLDWIDE**

***Over 370 Customers in Healthcare, Government and Financial Services Standardize on  
Mimosa NearPoint for Information Archiving, eDiscovery, Regulatory Compliance and  
Business Continuity***

**Santa Clara, Calif. – January 22, 2008** – Mimosa Systems™, a leader in Live Content Archiving solutions, today announced that the Company experienced triple digit growth for 2007 as demand for its premier email archiving software accelerated worldwide. More than 370 customers in healthcare, government, financial services and other verticals have standardized on Mimosa NearPoint™ for information archiving, eDiscovery, regulatory compliance, continuous data protection and disaster recovery.

In the last quarter of 2007, Mimosa closed a total of 98 transactions including a transaction with a large healthcare company that has purchased Mimosa™ NearPoint™ for records management, email management and recovery for an initial deployment of 87,000 users going up to 150,000 users.

The emerging market for archiving is expanding rapidly worldwide. According to IDC's Worldwide Quarterly Storage Software Tracker, the worldwide storage software market growth was driven by strong performance in both the archiving and data protection and recovery markets. The archiving market growth was driven by e-discovery, regulatory compliance, and overall storage optimization needs. According to IDC storage software spending is growing significantly faster than hardware spending, a trend that's expected to continue into 2008.

Since its inception, Mimosa Systems has demonstrated technology excellence with email archiving and eDiscovery products that address critical business challenges. Mimosa transformed the email archiving market with the unique Mimosa NearPoint architecture that provides unified email information management with a software platform and applications for archiving, eDiscovery, end user search, storage optimization and recovery. In 2005, Mimosa introduced an innovative approach for seamless and comprehensive capture and eDiscovery of content and metadata based on transaction log shipping that is supported in addition to traditional MAPI capture and journaling. In 2007, Mimosa raised the bar by delivering a grid-based archiving infrastructure, allowing for virtually unlimited scalability, availability and single-point management using commodity servers and storage across the largest of enterprise and hosting environments.

Mimosa continues to assert its position in the market as the leading pure-play archiving vendor. The company is capitalizing on its technology superiority to aggressively capture market share in key industries such as healthcare, insurance, local and state government, legal, and education verticals. With over 100 global channel partners, Mimosa expanded its footprint in 2007 with an international presence reaching across North America, Central Europe, Northern Europe, and Asia-Pacific.

## **2007 Achievements – A Year in Review**

Mimosa significantly exceeded 2007 forecasts achieving significant milestones on the corporate, customer, and partner fronts. Company highlights include:

- \$17 million Series C financing round
- Adds significant strength to its executive team with the addition of Christophe Culine, SVP of WW Sales, and Bob Kruger, SVP of Engineering
- Expands offices beyond North America and India to Germany and the UK
- Unveils Mimosa NearPoint 3.0 - industry's most scalable and cost-effective grid-based architecture for content archiving
- Delivers best-in-class application modules for eDiscovery, PST archiving and disaster recovery
- Localizes products to Japanese, German, and French
- Crosses the 375th customer landmark
- Extends Channel presence with over 100 global resellers
- Builds 24x7 worldwide support and services capabilities

In addition, Mimosa was recognized as a strong industry player in the content archiving market validated by leading analysts and technology publications.

- Mimosa positioned in the Visionaries Quadrant of the Gartner, Inc. "Magic Quadrant for E-Mail Active Archiving, 2007" report
- Network World Top 10 Product for 2007
- TechTarget's SearchExchange Archiving Product of the Year
- TechTarget's SearchExchange Backup Product of the Year
- CRN Top 5 "Storage Standouts" and a Top 50 Emerging Vendor
- Always On AO 100 Top Private Company
- ChannelWeb Top 10 Company to Watch for 2008
- Microsoft ISV Star Partner Award

## **2008 Mimosa Looks Ahead**

For 2008, Mimosa is focused on rapidly expanding revenue worldwide to take advantage of the growing market and enhancing productivity and predictability metrics as it prepares for its next phase. As part of its worldwide growth Mimosa is establishing a presence in Japan, China and Australia and will continue to add strategic partners worldwide. Mimosa Systems is expanding its product portfolio with best-in-class solutions that address multiple content types, support a variety of innovative content capture mechanisms, and will introduce new applications for content intelligence. Mimosa will continue to add product features for SaaS to enable partners to cost effectively deliver hosted services for content archiving and recovery. Mimosa is externalizing APIs and providing SDKs to integrate with third party Enterprise Content and Records Management solutions, indexing technologies, and specialized storage devices.

"Mimosa Systems is focused on delivering superior archiving solutions that transforms the way organizations access, manage and discover content across the enterprise," said T.M. Ravi, CEO of Mimosa Systems. "In 2008 we will continue to drive innovation to deliver the most powerful archiving solution that addresses critical customer requirements for information immediacy, eDiscovery, and continuity. As the leading pure-play content archiving vendor, Mimosa is capitalizing on its technology superiority to aggressively gain market share in this white-hot market."

## **Leadership Through Innovation – The Mimosa Difference**

Email has rapidly become the mission-critical application for today's businesses. Mimosa has revolutionized email archiving with the industry's most scalable grid architecture for Microsoft®

Exchange environments, scaling across hundreds of thousands of mailboxes. Mimosa has delivered the industry's strongest archiving-based platform with best-in-class applications that unify content archiving, eDiscovery, disaster recovery, and business continuity in a single offering to meet the demands of today's information-driven enterprise. It delivers maximum protection from risks associated with litigation and email failures, seamlessly scales to meet enterprise needs, and delivers a lower total cost of ownership than alternative solutions.

**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 Germany, the United Kingdom and India. For more information, see [www.MimosaSystems.com](http://www.MimosaSystems.com).

###

**Mimosa Systems**

3200 Coronado Drive, Santa Clara, California 95054  
408.970.9070

*Mimosa, Mimosa Systems, Mimosa NearPoint, and NearPoint are trademarks of Mimosa Systems. All other product and company names herein may be trademarks of their respective owners.*