

arkivum

Bringing archived data to life

Arkivum Overview



01

Company Overview

02

Product Overview

03

Product Roadmap

04

Q&A

01

Company Introduction

What We Do

Trusted software and service partner
for long-term data lifecycle
management



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We Help Organisations

- Adhere to intensified regulation
- Cost effectively manage data growth
- Unleash the value of long-term data



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Who We Serve

Regulated, data-intensive markets
worldwide



COMPANY SNAPSHOT

 University of Colorado Boulder	 CANCER RESEARCH UK	 The Open University	 Royal Botanic Gardens Kew	 MoMA	 institutCurie	 UNIVERSITY OF CAMBRIDGE enterprise	 THE FRANCIS CRICK INSTITUTE	 TATE
>80%	~110	7 figure	95%	2032	5 Years			
CAGR	Customers	Annual Recurring Revenues	Renewal Rate	Longest contract	Average contract length			
9	>11	0	44	2011	3			
GTM Partners	PB under management	Bits lost	Staff	Founded	Supporting investors			



ARKIVUM FOCUSES ON THREE TECH DISCIPLINES

**SAFEGUARDING
DATA**



100% data integrity guaranteed
Storage/archive vendor agnostic
Digital preservation technology

**UNDERSTANDING
DATA**



Metadata enrichment
Powerful search and discovery
Recordkeeping

**SCALABLE, NxG
ARCHITECTURE**

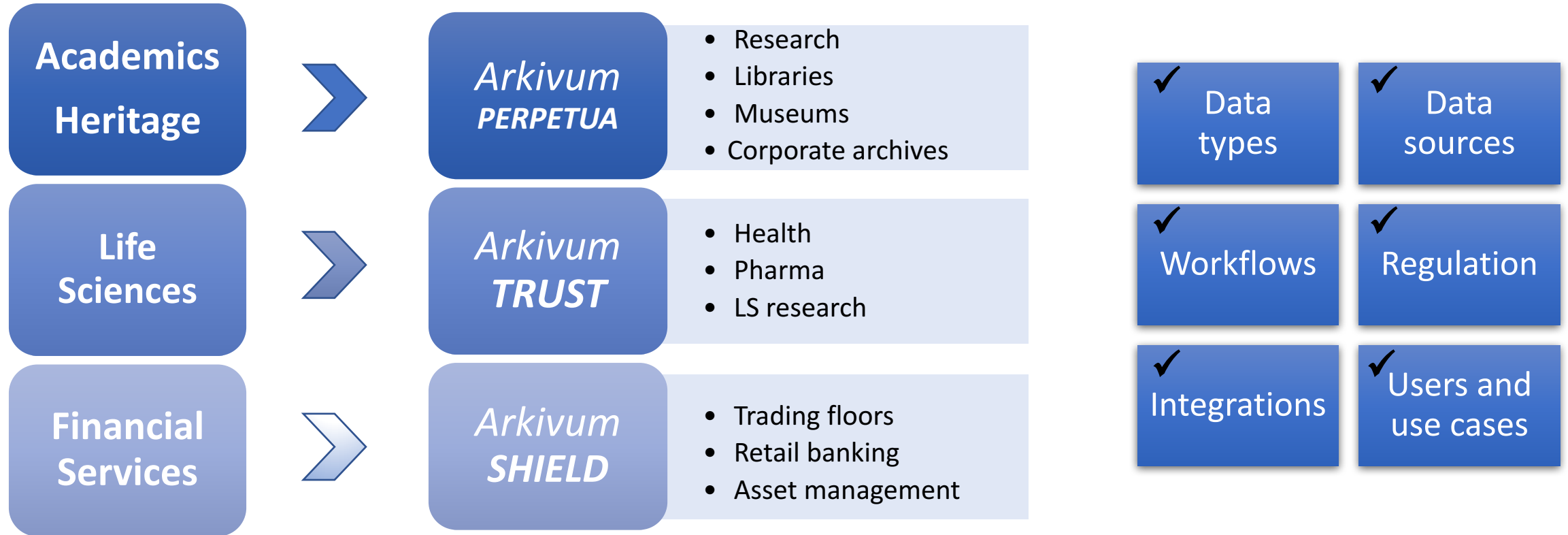


Modern architecture
Utilises open source / open standards
Pre-integrated to data sources

Delivered as a managed service in various deployment models

ARKIVUM FOCUSES ON THREE VERTICALS

Markets where adherence to compliance, high intrinsic value of data and long-term retention periods are critical to the business



Built on a single platform and architecture

MARKET SIZE AND TRENDS

Large addressable market of \$6Bn at 10% CAGR

Cloud providers to lead growth

Low cost cloud storage pushes vendors to elevate messaging/offering



The archiving software market continues to expand, growing 6.7% to \$1.6 billion in 2016. Growth is driven by cloud and SaaS. Market is quickly reaching an inflection point where public cloud and SaaS revenue will account for more than 50% of total market share.

However, increasing adoption of low-cost cloud storage puts pressure on archiving vendors to elevate their messaging and redefine their value proposition



Critical Capabilities for Enterprise Information Archiving

Enterprise information archiving products provide governance, archiving and retrieval of enterprise digital information. I&O leaders should review suitability of the 16 EIA products evaluated here, based on the ability to support four use cases and seven critical capabilities.

“The Enterprise Information Archiving Market Size Is Expected to Grow from USD 4.31 Billion in 2015 to USD 7.55 Billion in 2020”

“North America estimated to contribute the largest market share during the forecast period”

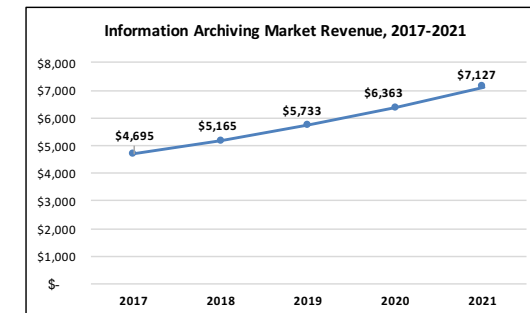


Figure 2: Worldwide Information Archiving Revenue, 2017-2021

...And Enabling Significant Cost Savings

Next Generation Long-Term Data Vault

Arkivum's solution enables significant cost savings in money, time and resources!

Compliance Cost

Reduce fines for non-compliance

- Reduce unwanted legal/compliance inquiries

Audit Cost

Enable trade reconstruction in minutes instead of weeks

Accurate results in a fraction of the time

Storage Cost

Optimization between hot, warm and cold storage

Footprint reduction due to record deletion after retention period

SW Licensing Cost

SaaS model enables "pay as you grow" model

Leveraging open source infrastructure

Operational Cost

Reduce legacy storage technology footprint and consolidate archive infrastructure globally

Fully managed service
No vendor lock in

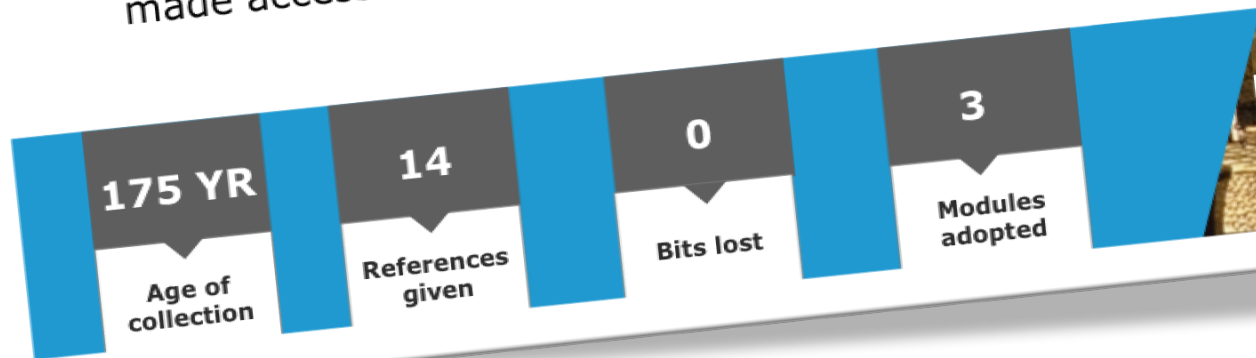
Data Center Cost

Flexible deployment options on-prem, private, hybrid or public cloud

UNIVERSITY OF WESTMINSTER

Founded in 1800's, the oldest polytechnic institution in the UK

- ✓ Hybrid solution; on-premise and hosted
- ✓ Full Perpetua suite adopted module by module
- ✓ Highly valuable collections data and institutional records
- ✓ Digitised and born-digital data secured, preserved and made accessible



UNIVERSITY OF WESTMINSTER





BIRMINGHAM CITY UNIVERSITY

Established in 1843

- ✓ Student and researcher led access and discovery platform
- ✓ Fundamental to BCU's innovative Learning Resource Strategy
- ✓ Replaces a high-risk, unsupported incumbent solution
- ✓ Fully hosted and integrated with CRM platform

90%

Research Impact (REF 2014)

£260m

Invested into the local economy

>7,000

Documents preserved

3

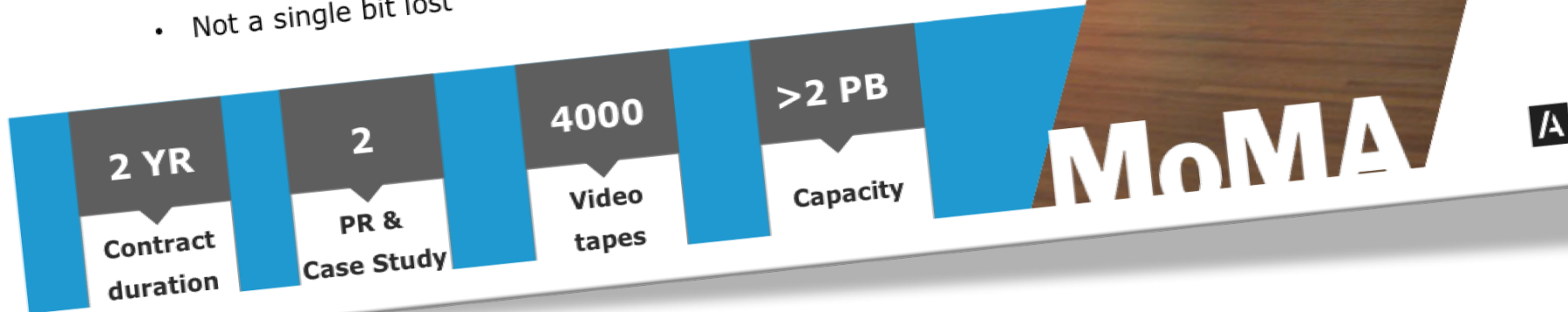
Copies of their data protected



CASE STUDY: MoMA

The New York Museum of Modern Art
One of the world's most prestigious museums

- ✓ Arkivum PERPETUA in an On-premise deployment
- ✓ End-to-end solution: remotely manage, safeguard and replicate digital assets within MoMA's on-site digital repository
- ✓ Very high customer satisfaction:
 - MoMA pro-actively generates opportunities to Arkivum
 - **Two** renewals since initial contract
 - Not a single bit lost

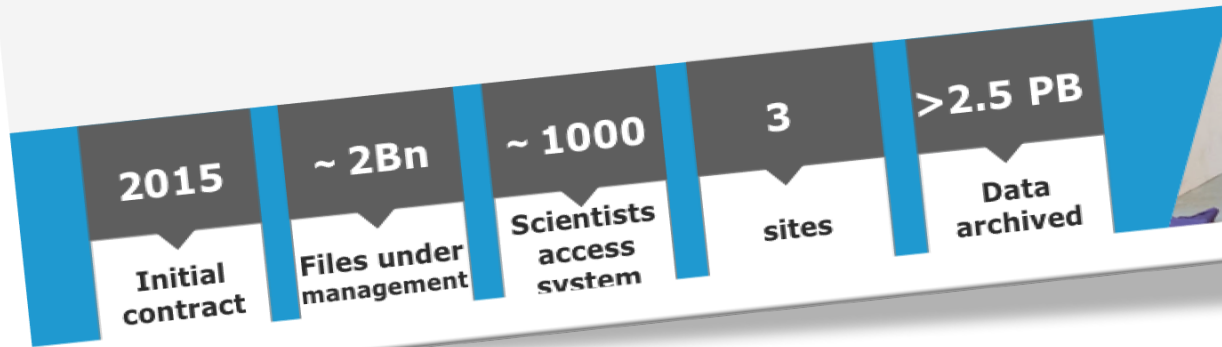


CASE STUDY: Francis Crick Institute

One of the world's leading biomedical research centres

Formed in 2015 as a partnership between Cancer Research UK, Medical Research UK and Medical Research Council

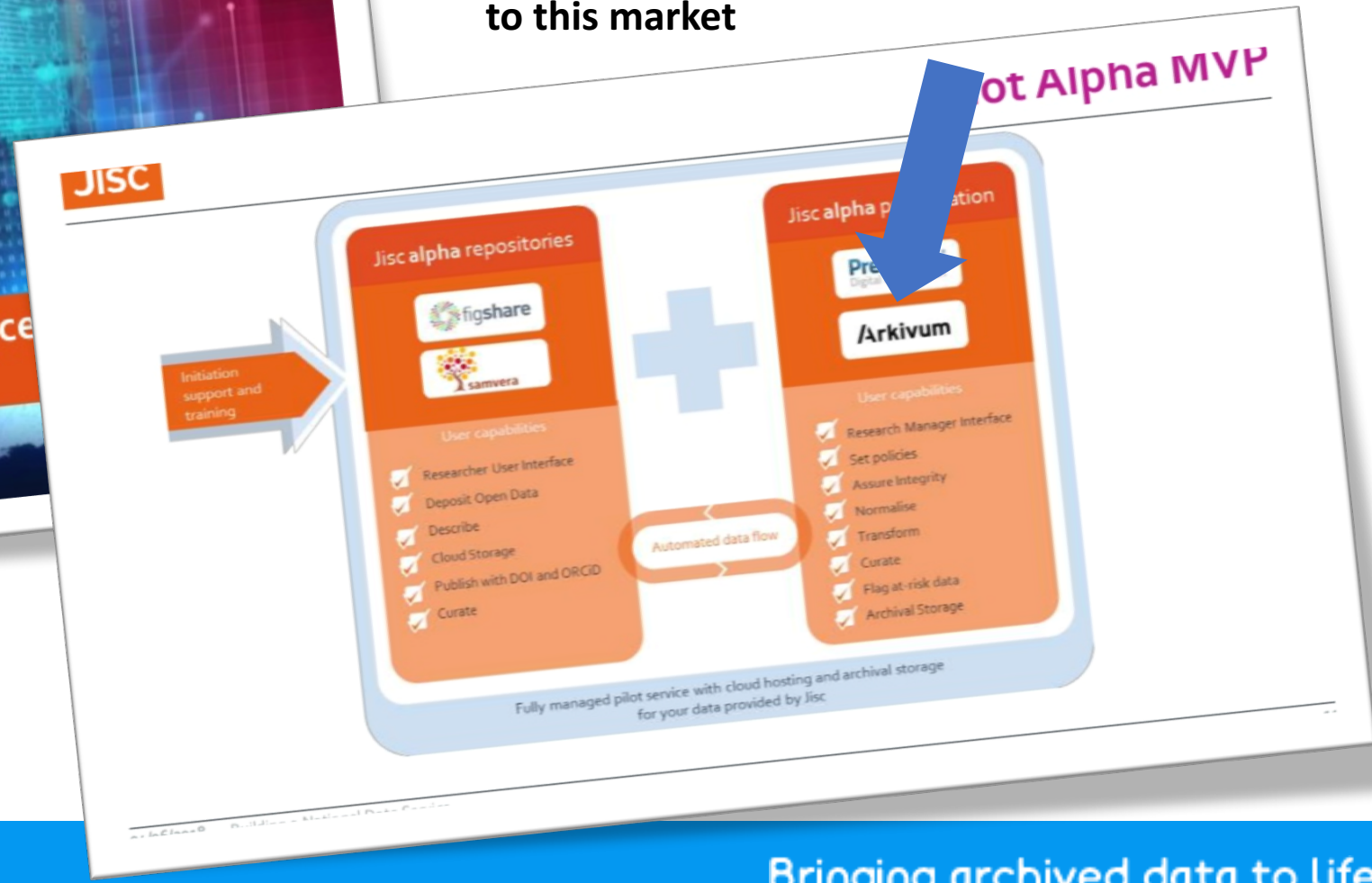
- ✓ Arkivum TRUST ensures the institute's data is fully protected and usable for decades to come
- ✓ Multi site solution
- ✓ Very large file sizes



JOINT COLLABORATION WITH JISC IN THE UK



Jisc is the UK's not-for-Profit Organisation financed by the HEI sector. Delivering Information Services to this market



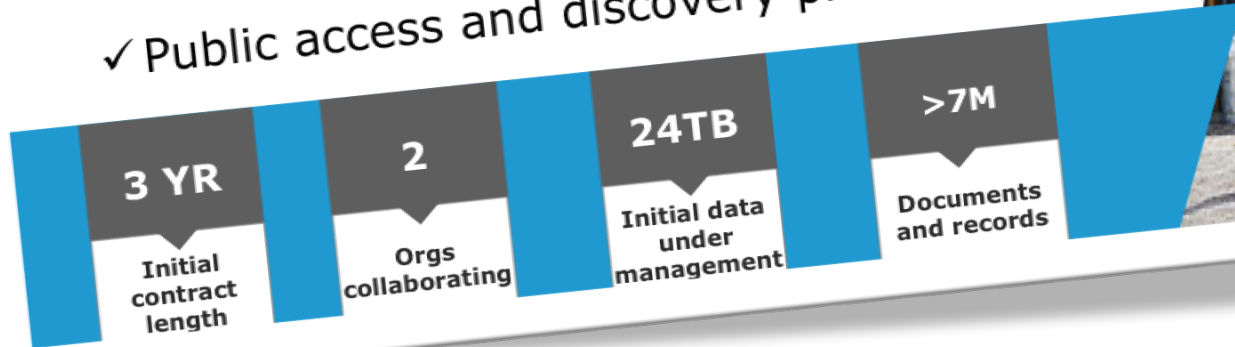
not Alpha MVP



SOUTH WEST HERITAGE TRUST

Part of the council regional library

- ✓ Key part of IT Transformation Initiative
- ✓ Integration with SharePoint, CALM
- ✓ Fully hosted, SaaS model
- ✓ Service extended to museums
- ✓ Public access and discovery platform



Arkivum for Higher Education: Case Study Loughborough University Data Archiving and Discovery System

Loughborough University has deployed the Arkivum Service as part of a collaborative solution to long-term research data archiving and discovery in a campus-wide initiative.

Loughborough University has taken an innovative approach to making academic research more efficient by using the Figshare data discovery solution as a front-end to the Arkivum long-term and large-scale data archiving service. The solution embraces the open access to research movement and provides a user-friendly system for their researchers.

LEADERSHIP TEAM

An experienced team with a track record of delivering customer value



Guy Yaniv

Chief Executive Officer

20 years experience in leading small and large high tech businesses



Dr Matthew Addis

**Co-Founder and CTO
Digital Preservation Sector Lead**

Digital preservation subject matter expert. IT architecture and Technology



Andy Conway

Chief Operating Officer

Decades of experience in overseeing complex managed services IT solutions



Yaron Naor

**General Manager, Americas
Financial Services Sector Lead**

Over 20 years experience at Board level in high growth technology businesses



Daniel Hickmore

VP Life Sciences & Pharma

A wealth of domain expertise in the life sciences, pharmaceutical and health sector



Sinéad McKeown

VP Product

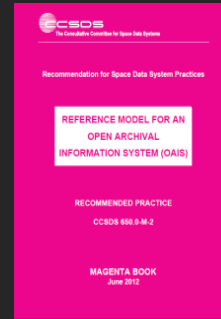
Specializing in enterprise SaaS solutions in the global marketplace

02

Product Overview

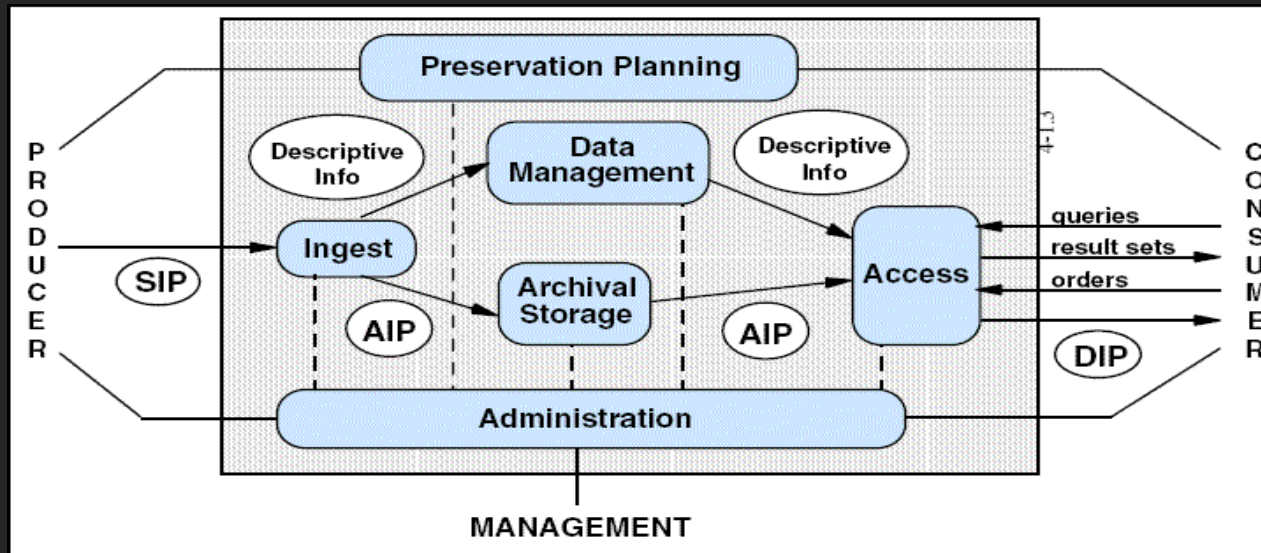
Based on the recognized and accepted standards

ISO 14721:2012 Framework for all digital preservation solutions: Open Archival Information Systems (OAIS)

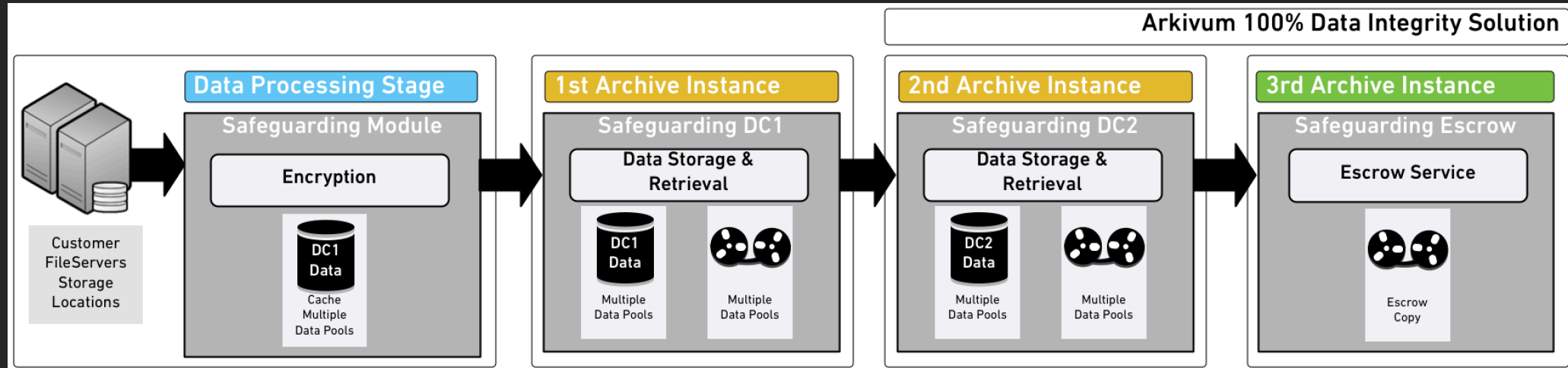


ISO/DIS 16363 – Audit and certification of trustworthy digital repositories (TDR)

ISO/DIS 16919 – Requirements for bodies providing audit and certification of candidate trustworthy digital repositories.



Innovation and Leadership



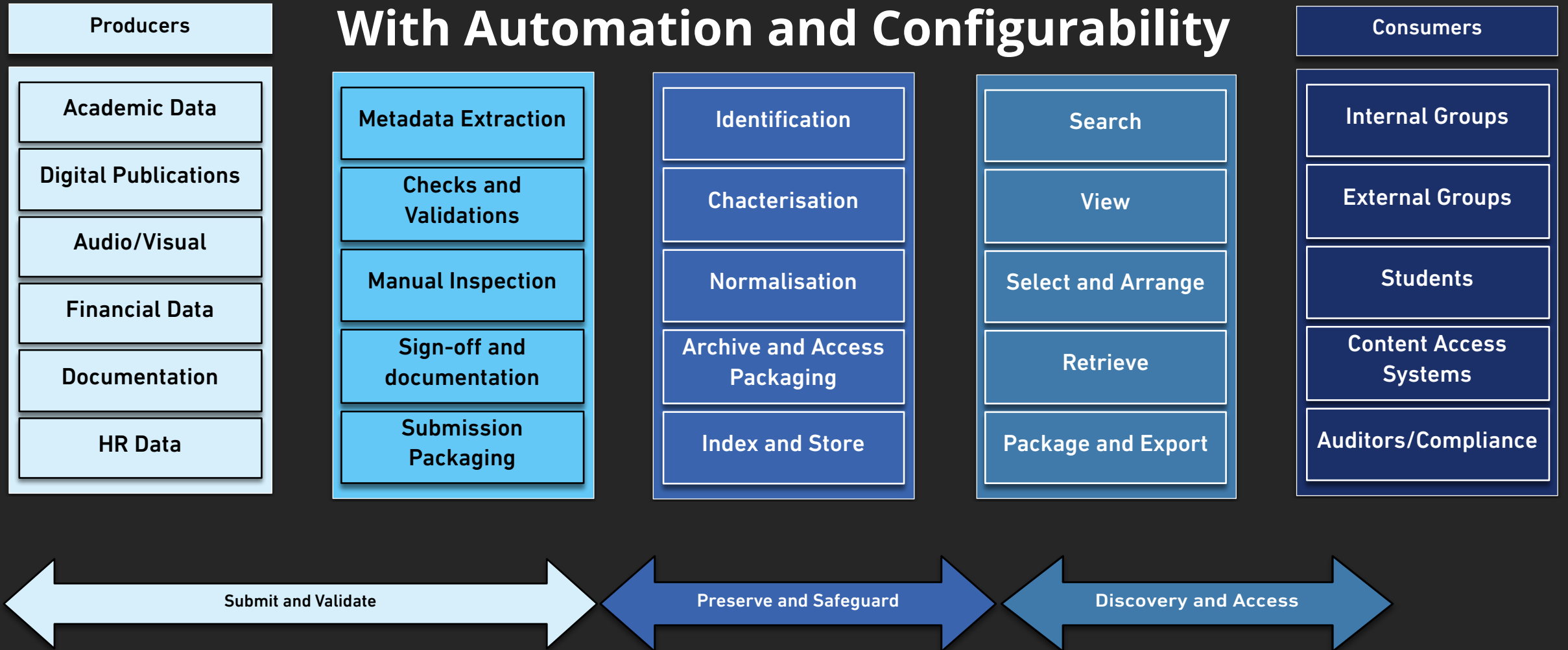
Arkivum provides the subject matter expertise to develop and implement the digital preservation storage “good practices”

Multiple copies, geographically separated

There is a 100% data integrity guarantee and the best “no lock-in” approach

Vital Steps

With Automation and Configurability



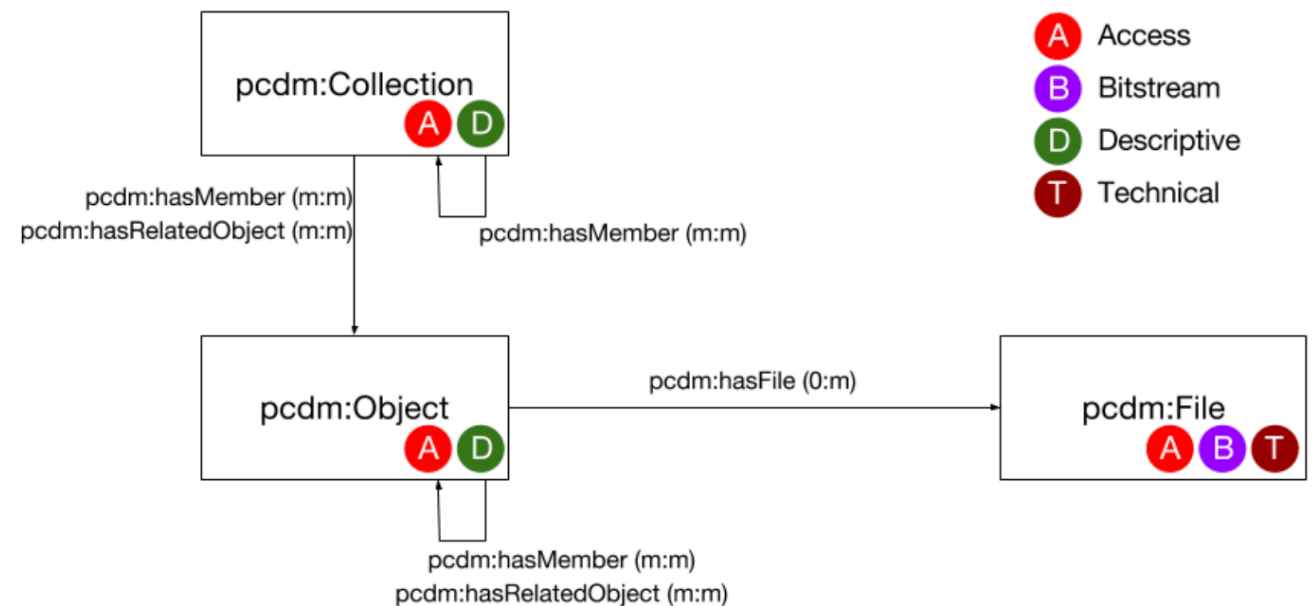
A LOT of our functionality expands on our use of PCDM...

The Portland Common Data Model (PCDM) is a flexible, extensible domain model that is intended to underlie a wide array of repository and DAMS applications.

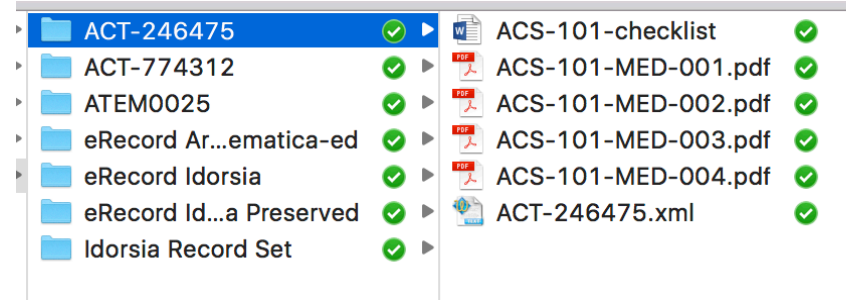
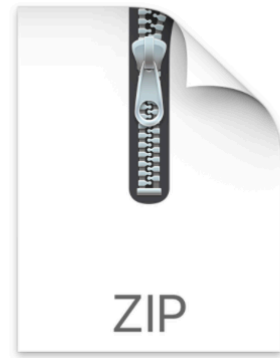
<https://github.com/duraspace/pcdm/wiki>

- ✓ A file belongs to 1 Object
- ✓ An object CAN be linked to 1 or more objects
- ✓ An object CAN belong to 1 or more collections
- ✓ A collection CAN be linked to 1 or more collections

Domain Model



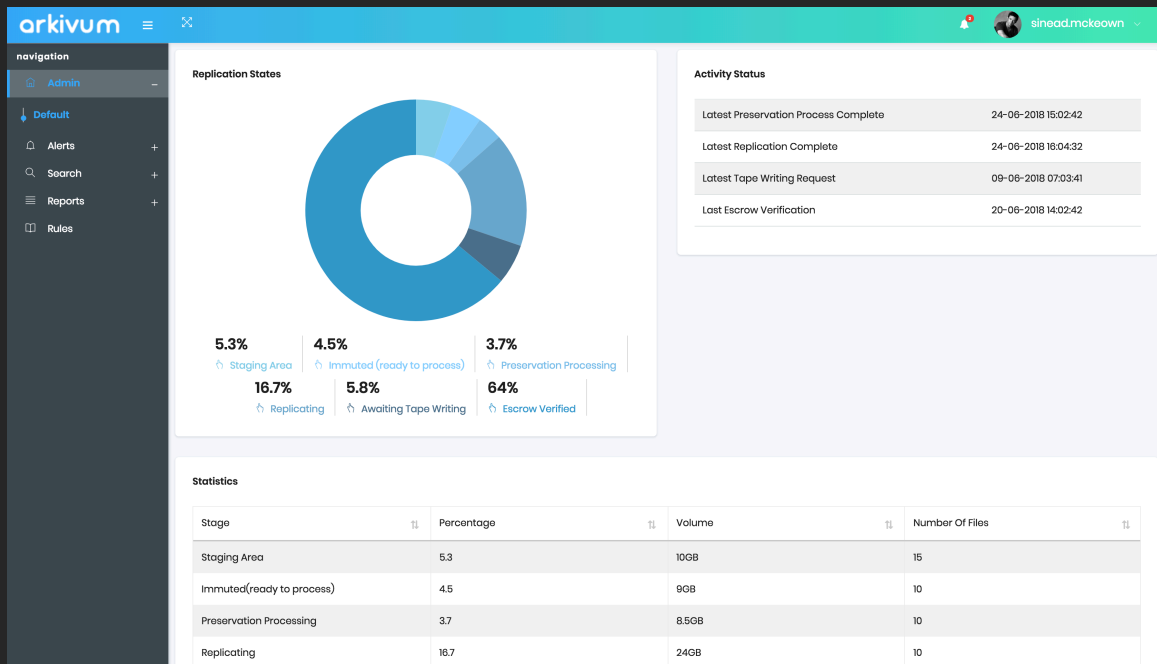
Content Management Package Ingest (v5.0)



ACT-246475.zip

- ✓ Ingest files and metadata
- ✓ Including PCDM flexible structure for Record Management
- ✓ Allows e.g. eTMF metadata load

Demo



gardener, well up in
again of patients and
lands for the quarter,
the healthy island
at local levels. A
total abstinence pro
character of application
the strictest invest
taking provisions
and how long in
to be made. Dismiss

THE TEAM ASSIGNED TO SUPPORT PARTNERSHIP



VP, Heritage, Libraries and Higher Education

Experienced, strategic Library and Information Specialist



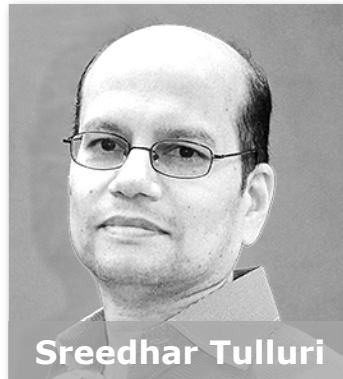
Associate VP Arkivum Americas

Long-standing IT background and leading up to these roles in the digital preservation community



General Manager, Americas

Over 20 years experience at Board level in high growth technology businesses



Solution Architect & Technical Director

20+ years of technology leadership in highly complex electronic systems, IT architecture & operations



Global Account Director

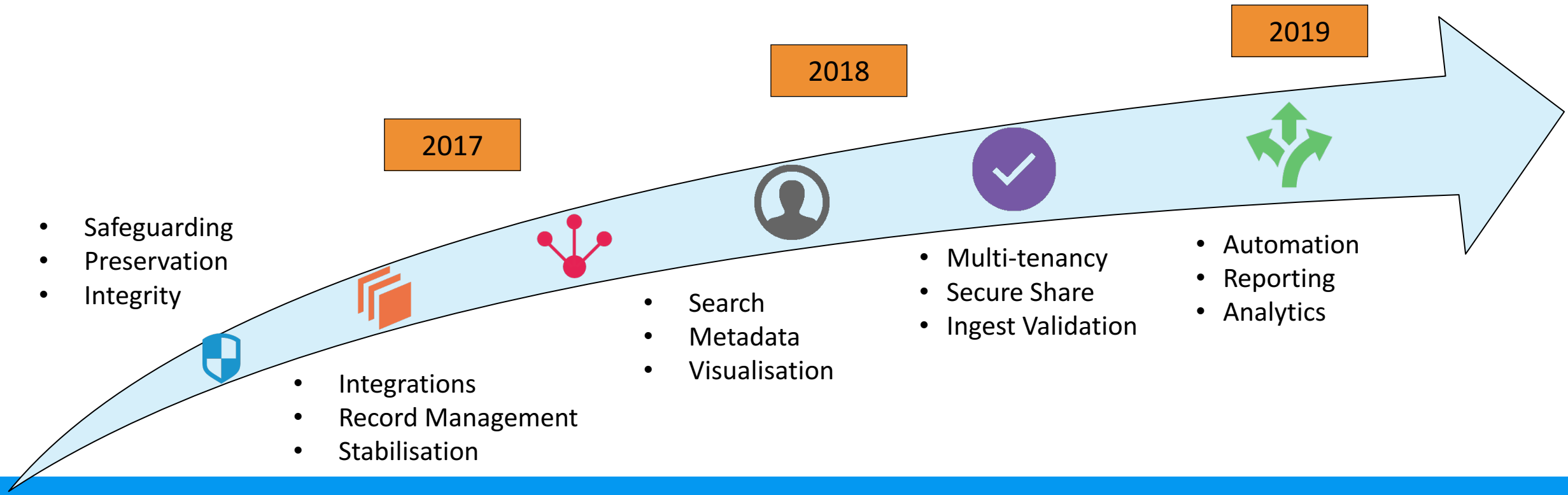
10+ years experience, graduated with a masters in Information Systems from LSE

03

**Product Direction and
Roadmap**

Arkivum Product Direction

An Enterprise-ready, Usable Archive



Arkivum Release Plan 2018



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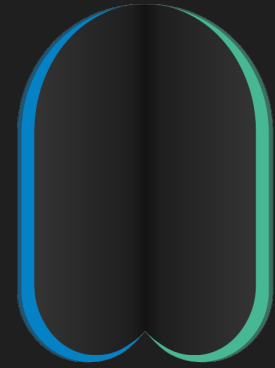
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