

arkivum

Bringing archived data to life

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# Arkivum Overview

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# **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	 Kew	 MoMA	 institutCurie	 UNIVERSITY OF CAMBRIDGE enterprise	 THE FRANCIS CRICK INSTITUTE	 TATE
<b>&gt;80%</b>	<b>~110</b>	<b>7 figure</b>	<b>95%</b>	<b>2032</b>	<b>5 Years</b>			
<b>CAGR</b>	<b>Customers</b>	<b>Annual Recurring Revenues</b>	<b>Renewal Rate</b>	<b>Longest contract</b>	<b>Average contract length</b>			
<b>9</b>	<b>&gt;11</b>	<b>0</b>	<b>44</b>	<b>2011</b>	<b>3</b>			
<b>GTM Partners</b>	<b>PB under management</b>	<b>Bits lost</b>	<b>Staff</b>	<b>Founded</b>	<b>Supporting investors</b>			



# 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”

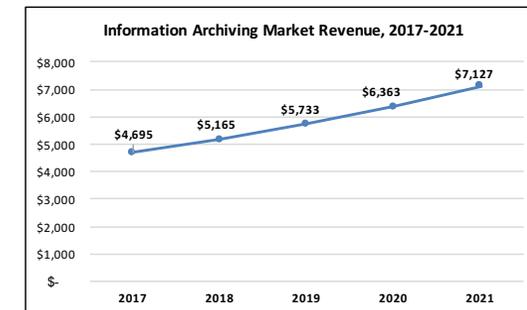


Figure 2: Worldwide Information Archiving Revenue, 2017-2021

# ...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

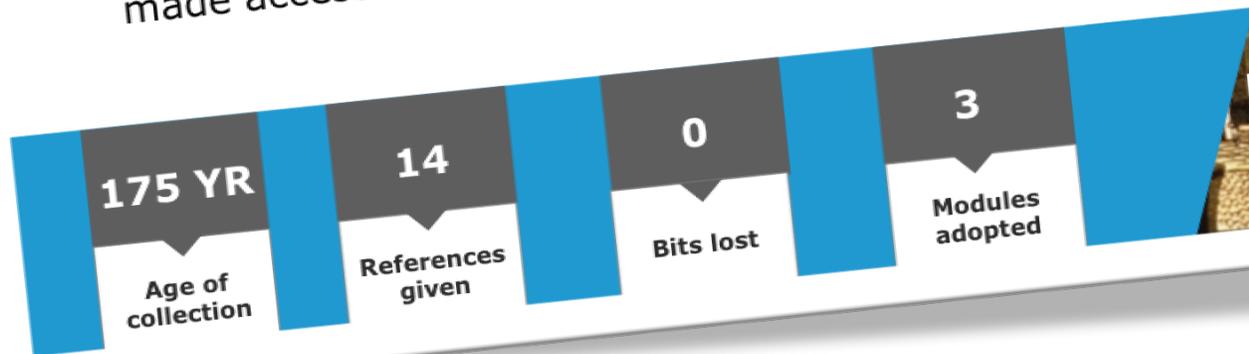
### Data Center Cost

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

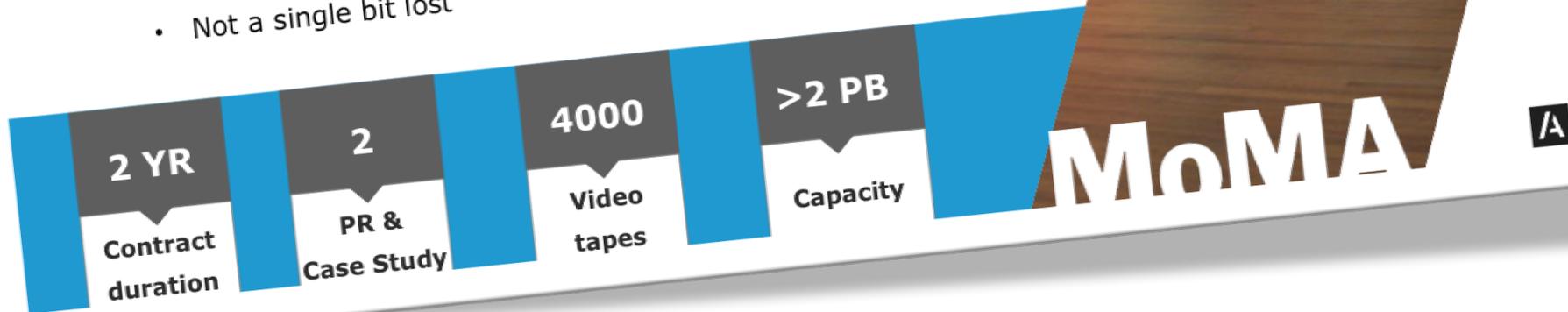
Copies of their data protected



# 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

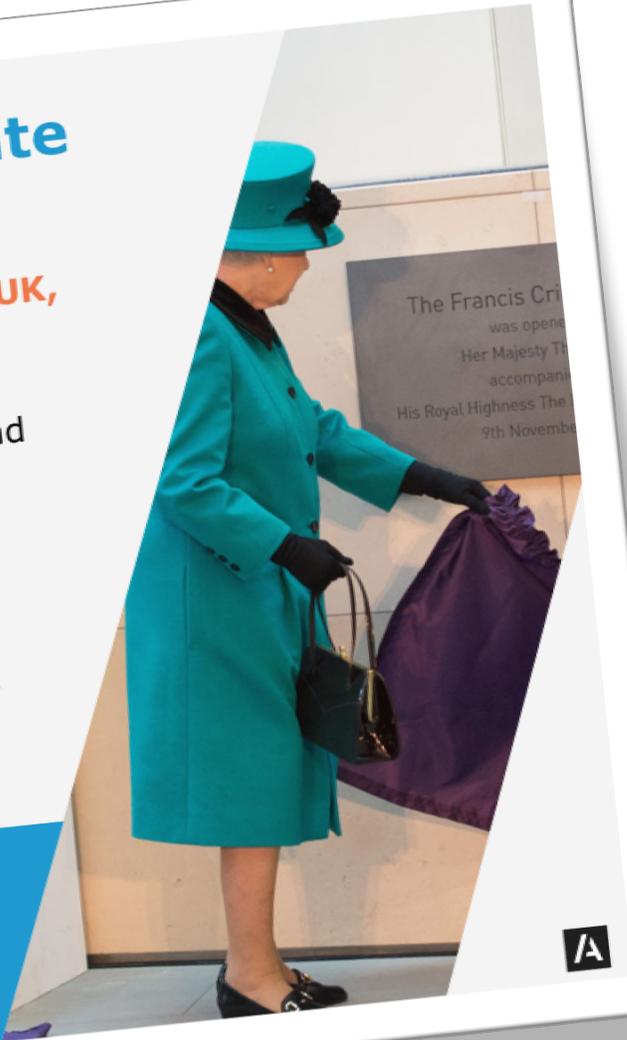
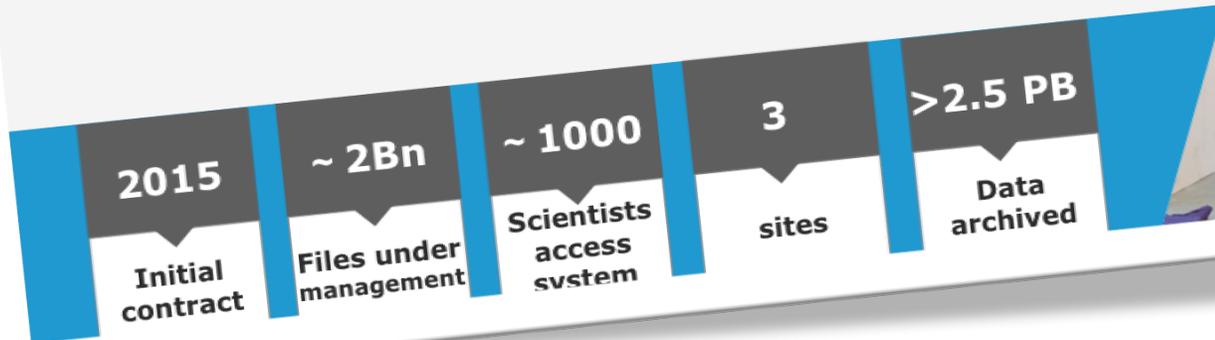


# CASE STUDY: Francis Crick Institute

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

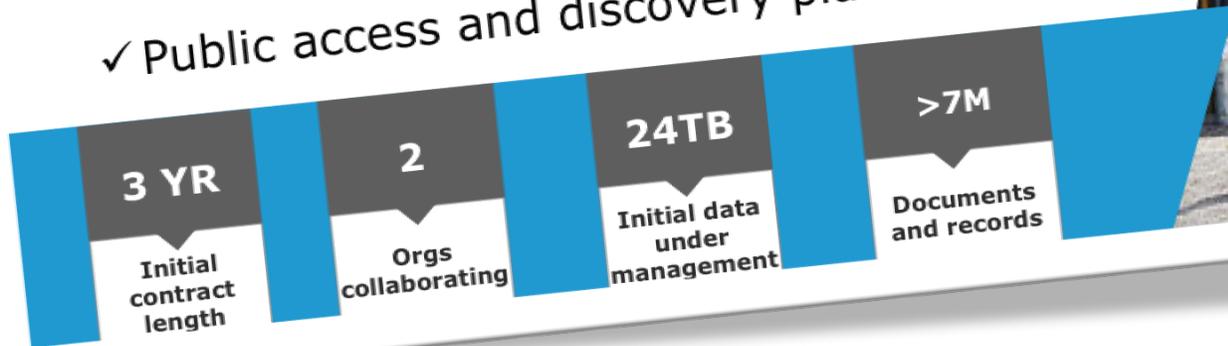




## SOUTH WEST HERITAGE TRUST

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**

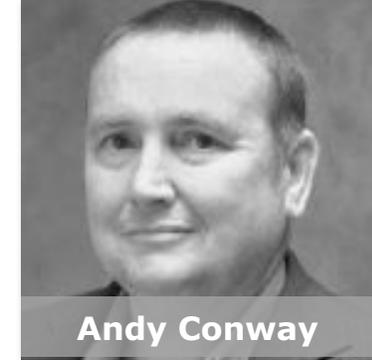
20 years experience in leading small and large high tech businesses



**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**

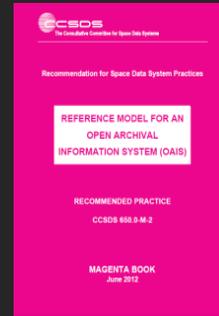
Specializing in enterprise SaaS solutions in the global marketplace

**02**

## **Product Overview**

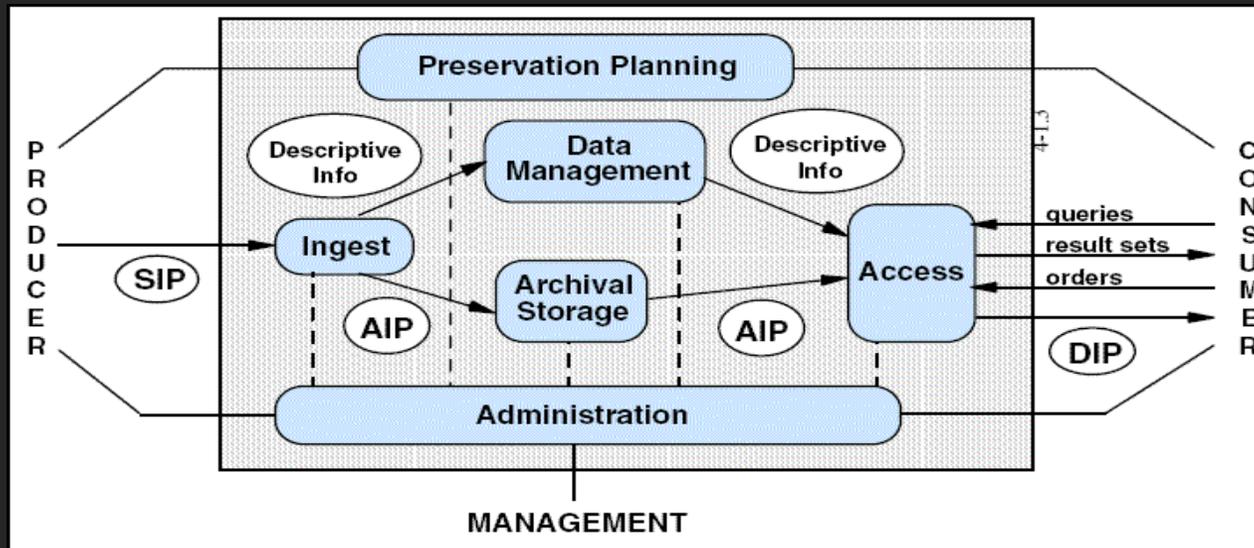
# Based on the recognized and accepted standards

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

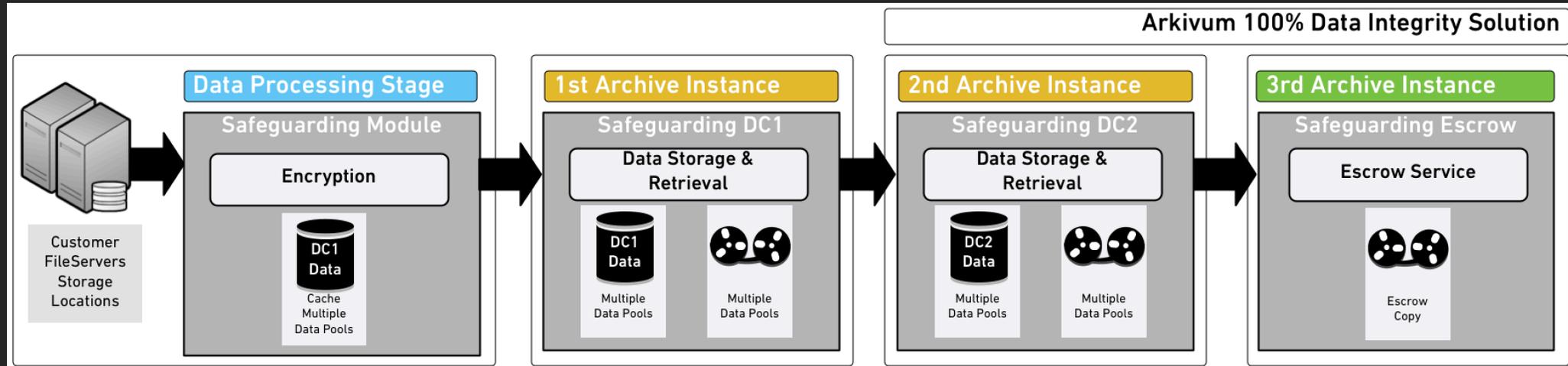


**ISO/DIS 16363** – Audit and certification of trustworthy digital repositories (TDR)

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



# Innovation and Leadership



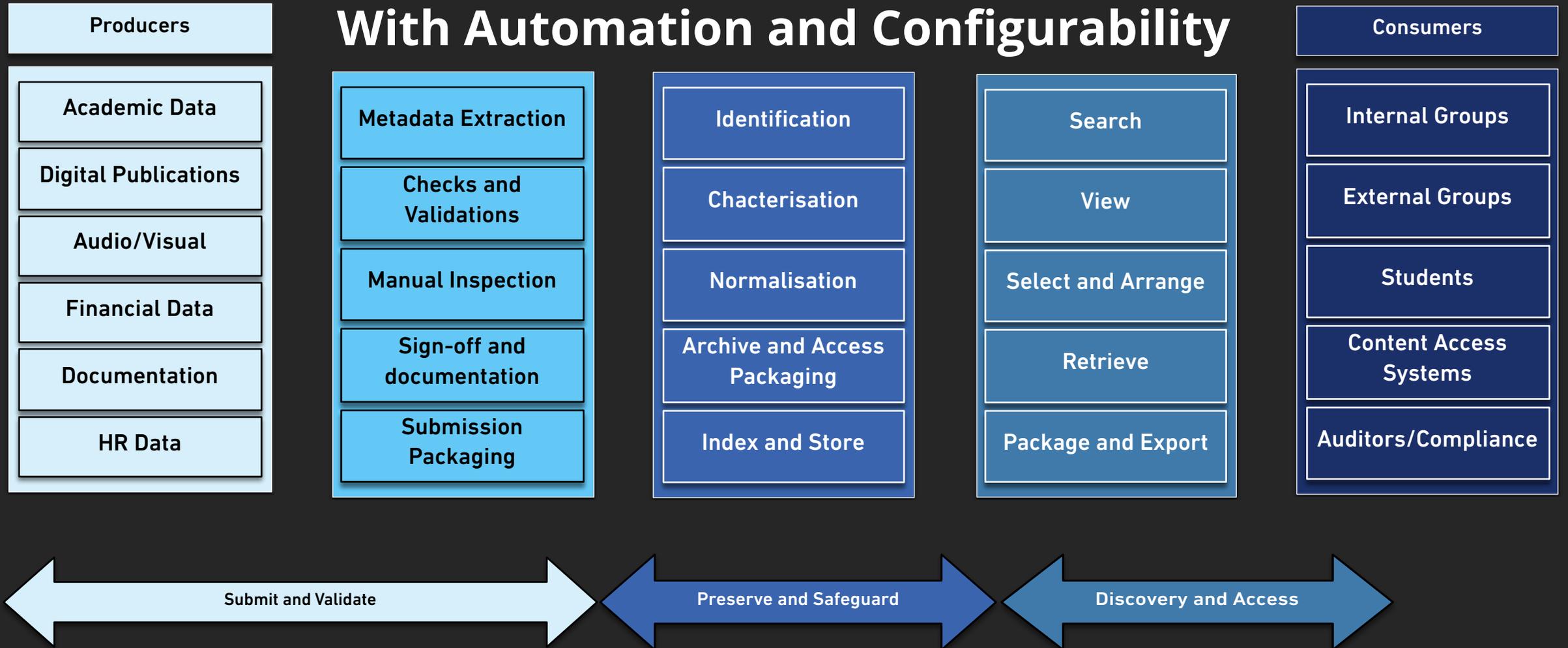
**Arkivum provides the subject matter expertise to develop and implement the digital preservation storage “good practices”**

**Multiple copies, geographically separated**

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

# Vital Steps

## With Automation and Configurability



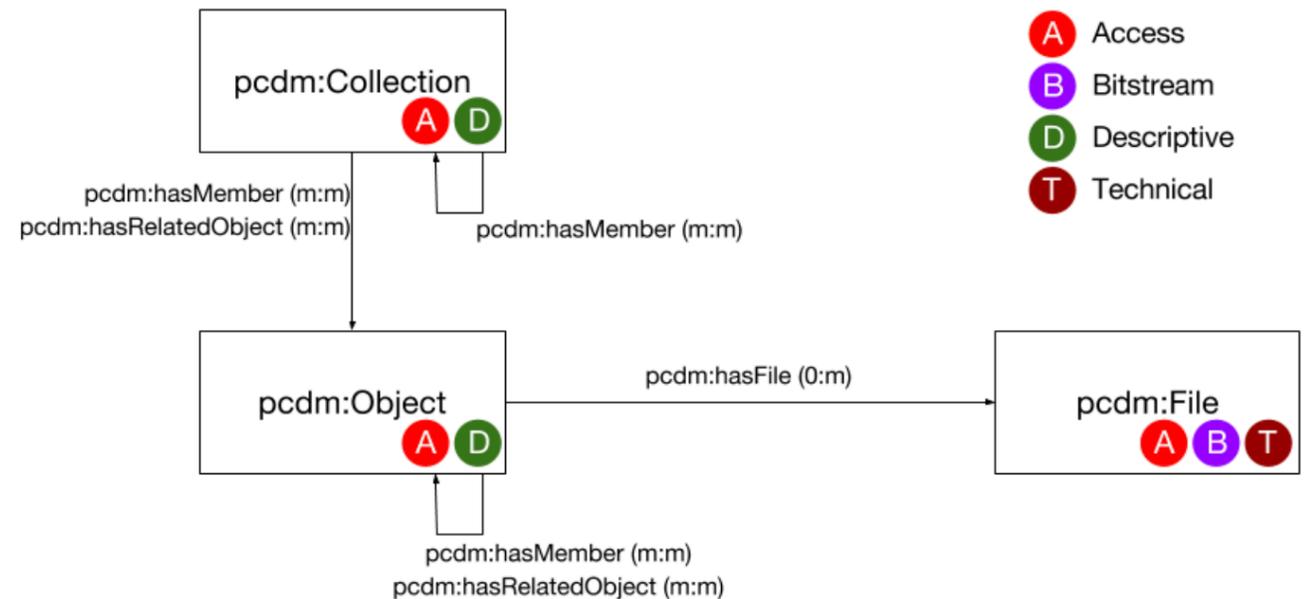
# A LOT of our functionality expands on our use of PCDM...

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.

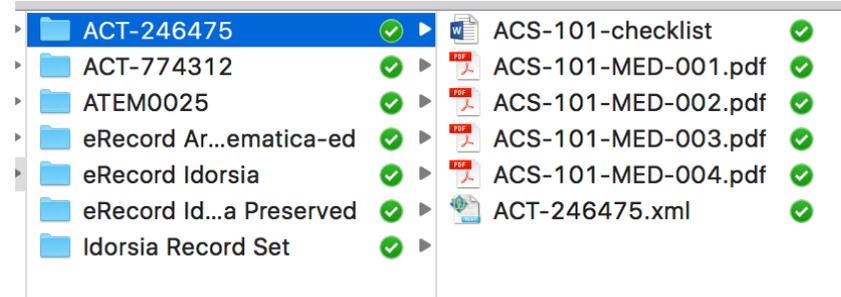
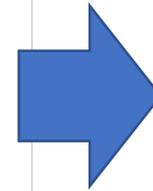
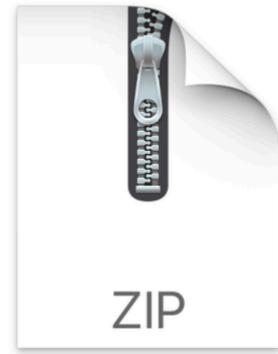
<https://github.com/duraspace/pcdm/wiki>

- ✓ 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



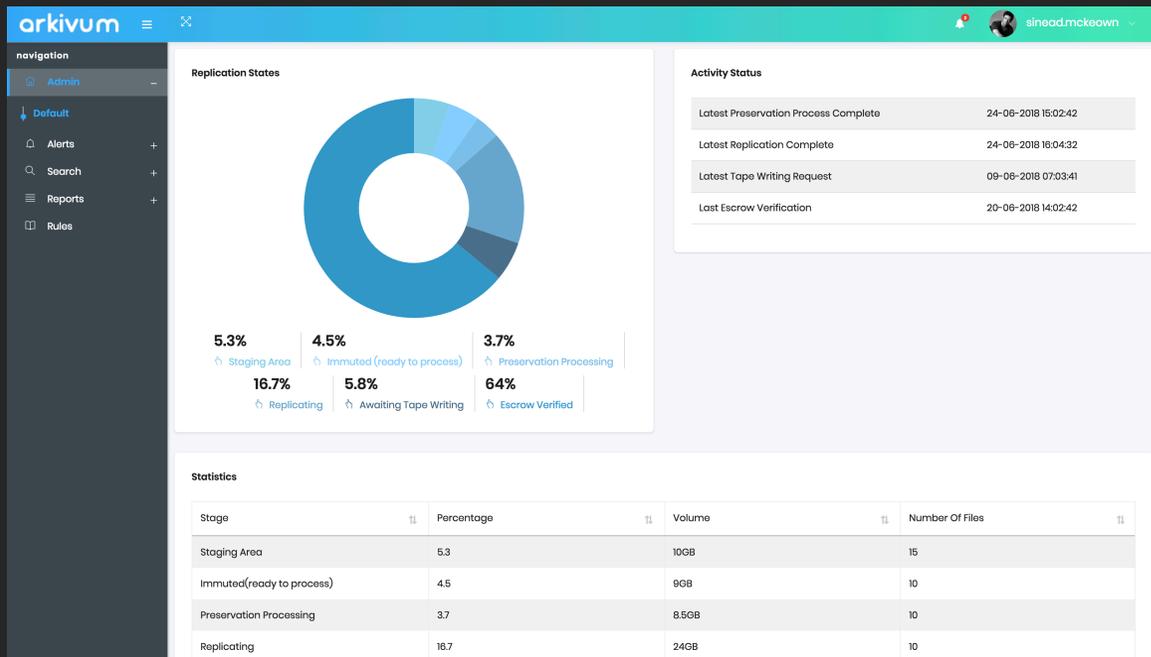
# Content Management Package Ingest (v5.0)



ACT-246475.zip

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

# Demo



gardens, 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  
at the rate. Dismiss

# THE TEAM ASSIGNED TO SUPPORT PARTNERSHIP



**VP, Heritage, Libraries and Higher Education**

Experienced, strategic Library and Information Specialist



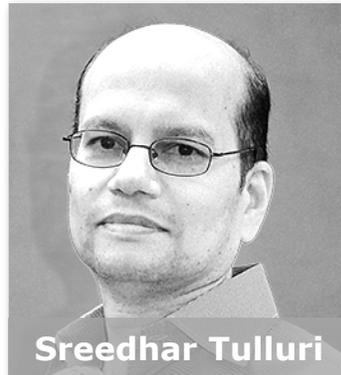
**Associate VP Arkivum Americas**

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**

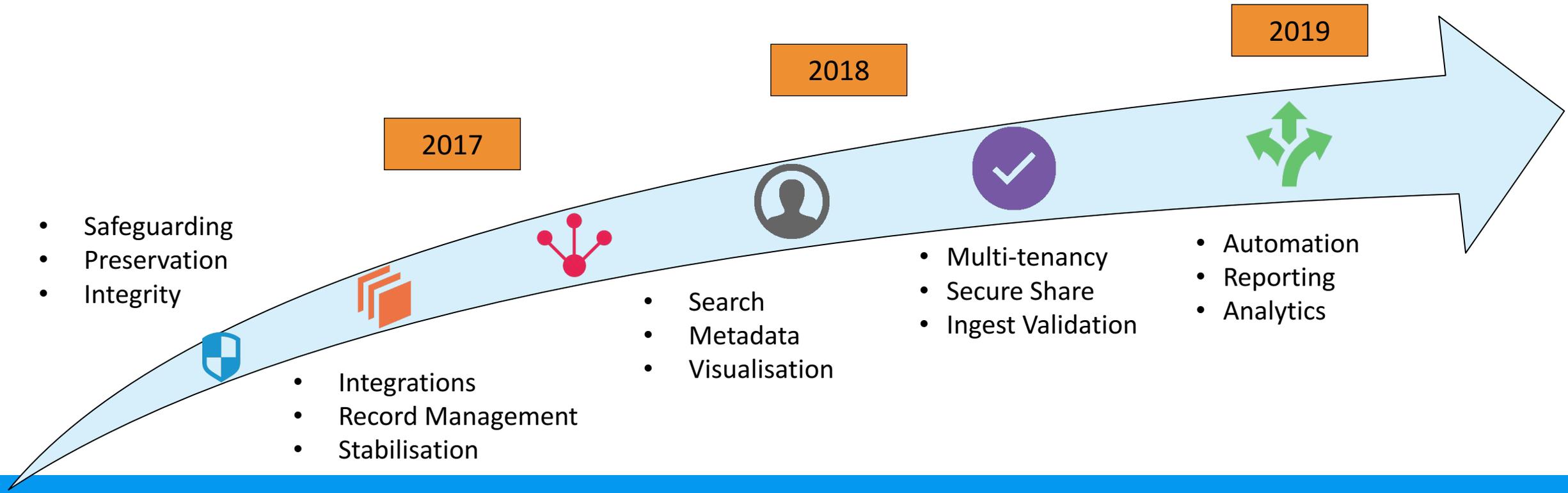
10+ years experience, graduated with a masters in Information Systems from LSE

**03**

**Product Direction and  
Roadmap**

# Arkivum Product Direction

## An Enterprise-ready, Usable Archive



# Arkivum Release Plan 2018



## London Office

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25 Walbrook, London, EC4N 8AF  
T: +44 (0)1249 40 50 60  
E: hello@arkivum.com

## Wiltshire Office

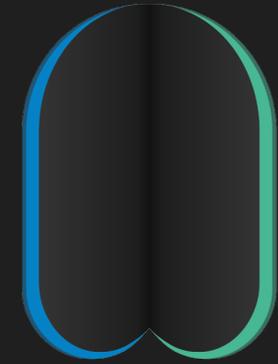
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arkivum

Bringing archived data to life

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25<sup>th</sup> June 2018