solar archive

Solar Archive Overview

99.6%

In over 15 years, the Solar Archive technology has retained 99.6% of its customers per year

Solar Archive is a cloud-based email archive, developed specifically for Managed Service Providers.

Solar Archive is an established archiving technology, which has archived more than 10 billion emails to date. The platform is tailored to managed service providers, who benefit where our solution helps their customers manage their email and achieve compliance.

Within the MSP market, Solar Archive is a highly efficient way to increase revenue per user and customer retention.

Solar Archive is compatible with your infrastructure, and scales using Kubernetes

Improve Customer Retention

When your customers are benefiting from an email archive as part of a hosting package, the value customers place on their service provider increases. As your customers become much more invested in your offering, they become less and less likely to switch providers. It works in practice – the technology that powers Solar Archive has retained 99.6% of its customers per year over 15 years, with many contracts lasting over 10 years.

Increase Revenue Per User

Solar Archive not only increases ARPU, but also increases the lifetime value of your customers by boosting recurring revenue. Offering your customers email archiving as a bolt-on to your services is the obvious way to increase your ARPU, but can help in other ways as well: happier customers and longer contracts means trust, and opportunities for selling other services in your portfolio.

White Label Solution

If you already sell email archiving hosted by a third party provider, then now is the perfect time to switch to Solar Archive. By hosting the archive in your data centre and leveraging your existing brand, you can increase customer retention, reduce risk of churn and significantly improve retained margin when compared to reselling a third party service.

Highly Efficient

The service provider requires very few resources to manage Solar Archive; it is low maintenance and requires few infrastructure resources. This means Solar Archive has a short installation time, as it leverages your existing infrastructure, and your established brand, making it a 'quick-to-market' solution.

"Being able to leverage our brand in a market where we are already known has made the introduction of Solar Archive to our customers an overnight success"

Business Development Manager,
EU Managed Service Provider

"The market has come full circle. With the introduction of GDPR, our customers are demanding more from their cloud services in terms of security and compliance; Solar Archive has answered their questions"

CTO,
Cloud Hosting Provider

ISO 27001 Certified

Scalable

Solar Archive has been designed to support MSPs of all sizes. Whether you manage millions of users across thousands of customers, or thousands of users across a handful of customers, performance will be maintained.

Flexible

Solar Archive was designed to be agnostic with respect to your infrastructure. This ensures that your archiving solution will continue to support your evolving infrastructure choices.

Powerful

There is little point archiving emails if your customer can't find them again. Solar Archive has a built-in, lightning-fast search functionality that is able to find any email - across a store of millions - in seconds.

Fast

Solar Archive can be branded, installed and implemented in the shortest possible time. Combined with a structured training program for sales and support staff, you can be in the market with a highly functional email archive in a matter of weeks.

White Label Email Archiving for Managed Service Providers