



full power ahead!

**H&S Europe
the company**

**Question
and answer**

**Lotus Notes
Archiving**

**PAM for NOTES
launch**

**H&S Europe
the team**

Hello world

01
10

**Well
informed**

EVENTS

Editorial

Dear Lotus Notes community,
Ladies and Gentlemen.

This is the first partner newsletter which explains the brand new H & S product PAM for NOTES. Once starting as a draft, development forced on complex customer request, an impressive ship (product) is released to capture the market.

After almost 5 man-years development the new flagship is launched. Heilig und Schubert Software AG is world-wide known for the development of market leading archive solutions. I invite you to dive into the world of archiving and to start with us a journey in a new dimension for Lotus Notes archiving now.

With the brand PAM for NOTES we offer, in addition to the proven solutions for SAP(r)-, exchange-, sharepoint- and file- archiving, an independent product for the Lotus Notes/domino e-mail, data base and document archiving . As a captain I am proud of our new flagship and my team. I do want to introduce both to you on the following pages and hope you will share my enthusiasm.

All three month we will keep you informed about the further development of PAM for NOTES and about new partners and projects. The next newsletter appears in June 2010. You are invited to send a mail to

PAM_for_NOTES@hs-soft.com if you want to contribute or send us a feedback. Until then 'ship ahoi' and 'always six inches water under the keel' with PAM for Notes.

Your "captain"

Martin Leitner MSc

Martin Leitner, H&S Europe

» With PAM for Notes we enlarge our success of the existing email archive solution PAM for EXCHANGE. «

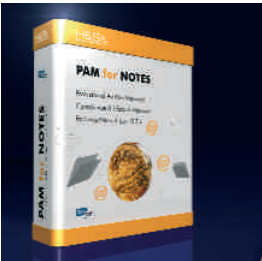




your questions - our answers

04

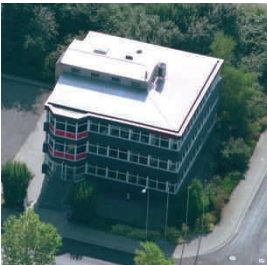
The storage products out of our house have a worldwide distribution at over 2000 enterprises on five continents.



Email and document archiving at its best

08

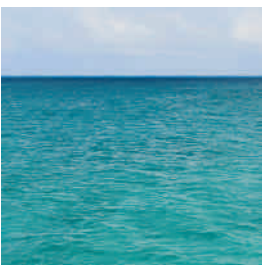
Professional archives manager for Lotus Notes. The complete solution for your Lotus Notes data management. Flexible, transparent, open, user friendly, resource protecting.



PAM for NOTES- partner and customers

10

The cooperation H&S and Haus Weilgut Computer Conception GmbH, Reutlingen, more than customers-/ supplier relation.



Horizons

11

Sitting in a boat as our partners and having the direct contact to the product development. Usually the decisive criteria for purchasing H&S Europe solutions.

Your questions - our answers

Mr Leitner, who is H&S actually?

The storage products out of our house do have a worldwide distribution at over 2000 enterprise installation on five continents. We deliver not only a Lotus NOTES mail / data base / application-archiving solution. In document management, Exchange or SAP archiving of we are one of the leading providers world wide. A common HSM platform does allow to combine all our archiving solution.

Is there really a market for Lotus Domino / NOTES?

With more than 140 million users world wide Lotus Domino / NOTES is far away from a niche player and therefore an important market for H&S and our business partners.

What are the characteristics of PAM for NOTES?

We are archiving mail (including journaling) databases an applications as well. Storage is mandatorily due to legal specifications (GDPdU, Euro-SOX, US-SOX etc..).

Which benefits do I gain as H&S business partner?

H&S delivers a 'out of the box solution' to partners which can be installed in a short time. This gives our business partner the chance to place their own consultancy. H&S sells this solution exclusively with solution partner.

Mail archiving is often the first step into an enterprise wide document management system.

Which enterprise size is suitably for your solution?

Starting from 100 users to global companies, PAM for NOTES fits to all. We started our business in the enterprise market and offer the necessary technical professionalism.

The offer prices for all company sizes.

Do you have further questions? Don't hesitate writing these to:
PAM_for_NOTES@hs-soft.com

"Thousands of enterprises are not using a state of the art archiving solution".

Martin Leitner,
Head of PAM for NOTES
division at H&S Europe



the team behind

We now do want to introduce some of our employees and their job on the PAM for NOTES ship to you.

Martin Leitner - „the captian“ of the PAM for NOTES ship. 15 years or experience in the archiving industry, responsible for the direction and targets.

Irina Edvabnik - the master mind in the back ground of PAM for NOTES. Doctor in mathematics, note developer since 1993 the female heart of Pam for NOTES, working day and night to make the product perfect. It's starting to be dangerous when she is starting to swear in Russian?

Christoph Schulte - the pilot absorbing the needs of users and translation these into the product development.

Franz Schulcsik - consultant and salesman with heart, intellect and passion does want to discover new continents with PAM for NOTES.

Hans Josef Klein - he wants to accomplish new goals with the PAM for NOTES ship. He is working for more than 25 years in sales and consultancy - globetrotter between both worlds. With the voice from sales and product development he gives presentations and doing the install of the product as well.

Peter Kern - „Functionality is not all- there also must be a good layout“. Responsible for creen layout, documentation, DVD-production, training, etc. etc.

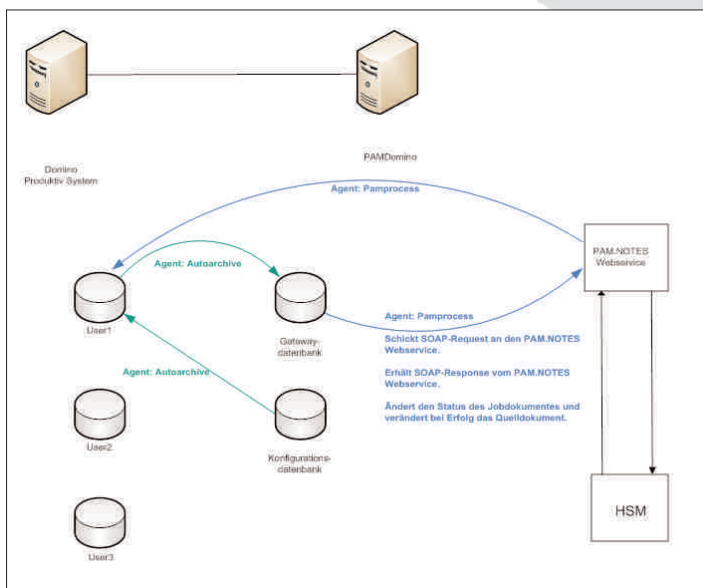
Christian Rudoll - „Form follows function“ as a designer and communication specialist produces sales brochure, etc. web-pages and everything which is necessary to make you successful.

Professional archives manager for LOTUS NOTES.

The complete solution for your Lotus Notes data management; flexible, transparent, open, user friendly, resource protecting.

PAM for NOTES

You at least do need one additional server, depending on the number of mailboxes to be archived. An additional domino server, the HSM system and the relational database are installed here as the minimum configuration. Two Lotus Notes databases, a web service and two agents provide the archiving on the domino server.



Through the automated setup, the application installation is done in about half an hour and can be adapted to customer-specific adaptations.

The default setup only does need three information to be entered to perform a clean installation on a server. The test version will have a license database that will allow to run the software for 30 days with all functions.

HIGHLIGHTS

Only one additional server for domino,

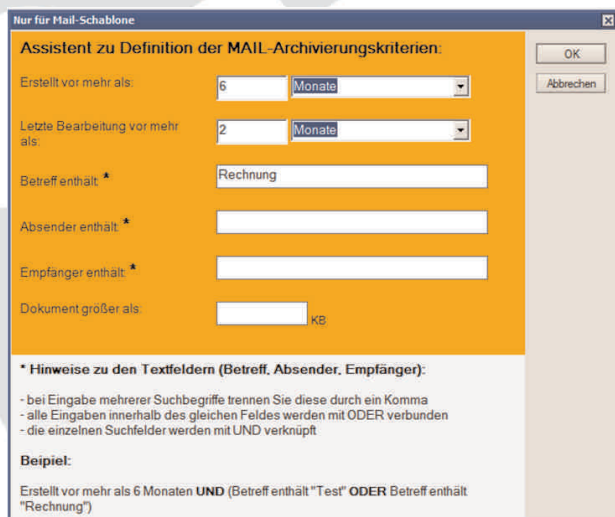
HSM and archive is required.

Installation step 1 by a standard set-up

installation step 2 by a NOTES set-up data base configuration, complete transparent for user notes

Administration

The configuration of the application is outdone by the administrators in the Lotus Notes configuration data base. The archiving rules are defined by a wizard, experienced users can also enter a rule or notes formula directly.



(@Created<@Adjust(@Today; 0; -6; 0;0;0;0)) &
 (@Modified<@Adjust(@Today; 0; -2; 0;0;0;0)) &
 (@ Contains (@UpperCase
 (Subject);"INVOICE"))

End user will not notice this

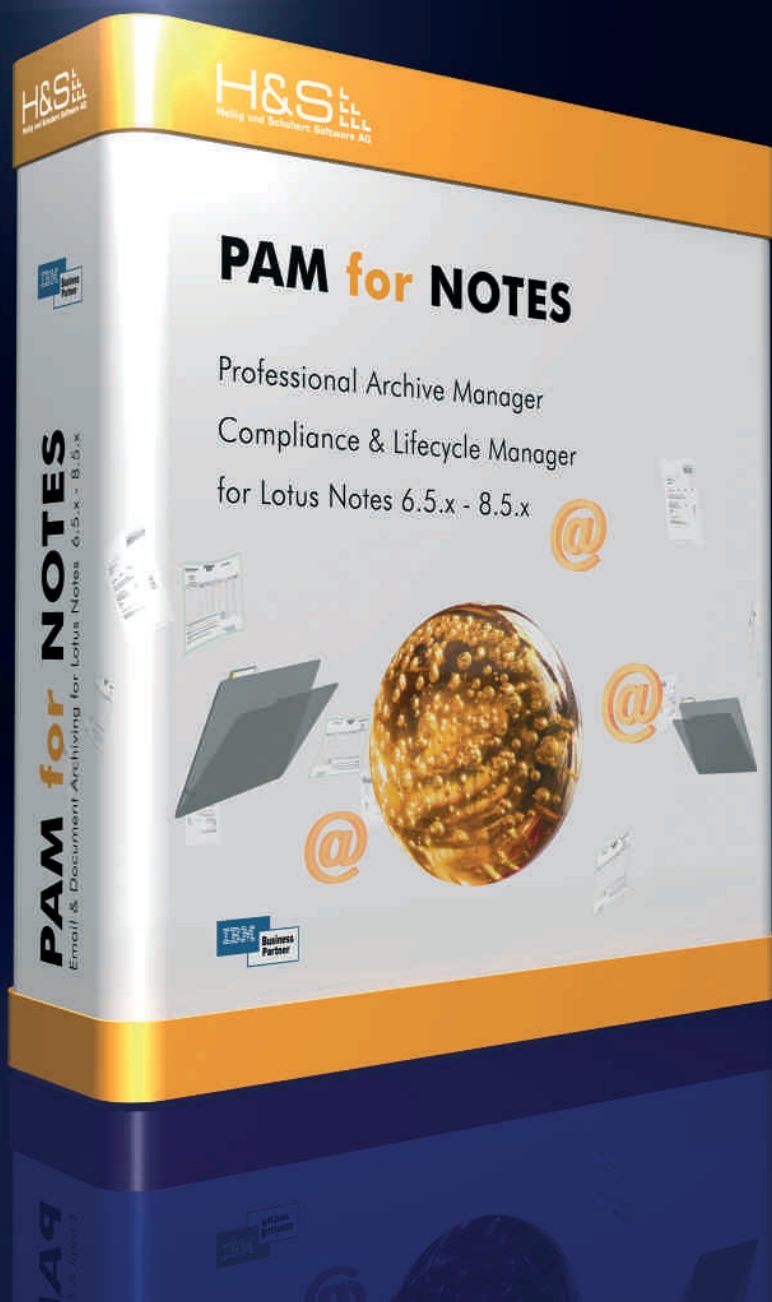
After rolling out the installation the mail database will contain additional elements like actions to archive elements manually. On the first view the user will not see a difference.

The only difference is a enhanced icon which indicates that the document was archived and the smaller file size; Double-click on the archived mail and it is recreated "on of the flight" in a copy of a mail database either on the users hardware or on the server.



Die Mail sieht beinahe aus wie gewohnt, Unterschiede - neben der wesentlich kleineren Dateigröße erscheint in der Vorschau ein kleiner Hinweis, dass das Dokument archiviert wurde.

Durch einen Doppelklick wird das Dokument „on the flight“ wieder vom Server geholt und in einer Kopie seiner Maildatenbank dargestellt.



more power

**more customer
orientation**

more success

JOIN US



PAM **for** NOTES

Development of new products is always risky and success is not always assured. Partnering with an innovative supplier is the easy and secure way to your business success.

Only few companies are able to handle the challenges of the global market by their own.

Long-term partnerships are the foundation of our market strategy. Partner do lead to the goal: More performance, more customer orientation, more success.

We offer a partner program which leads us to the target: Success. Together we will work on having fun because of having success.

Sales support

As a H&S Partner partner we take care that you will get all necessary documentation you need to sell PAM for NOTES. Also a Partner DVD of our PAM for NOTES. We did put all you need on that DVD.

The DVD is available in German and in English.

Highlight

The DVD includes all manuals, power-point presentations and the Trialversion of PAM for notes.

This VM is limited to 180 days and does have the current version of PAM for NOTES installed.

Unpack the VM from the DVD – and you are ready to start after few minutes!

On time in summer, will we provide you with a new DVD with updated documents and VMWare.

Webcast

When required you will get online support through one of our product specialists.

Go to our web page
www.notes-archive.com
and register for the webcast.

PAM for NOTES : Partner and customers

www.haus-weilgut.de

We want to give our partners the possibility to introduce themselves and their services in regular consequence in this newsletter. Although this is the first partner newsletter, we can already announce two „highlights“:

Parlez-vous français?

The air traffic controllers decided in France to be on strike in France after the pilot strike in Germany. So the planned appointment at the company Arkheos in Paris was star-crossed. We, nevertheless convinced the CTO of Arkheos of our products and to win him as the first partner in France. Another European country becomes a member of the H&S Europe family!

With a first offer of 1300 mailboxes this PAM for notes ship shows flag, just after launching. More about our new French partner in the next newsletter.



Haus Weilgut[®]
COMPUTER CONCEPTION GMBH

Technology partnership with Haus Weilgut

With Haus Weilgut Computer Conception GmbH in the Baden Reutlingen region (Germany) has joined us a view days before to become more than only a customers-/ supplier relationship. Together with the development team of the medium-sized company the PAM for notes solution combined with their own solution will grow to a complex solution which then will be sold by the two houses.

In addition, several roadshows are planned where you will be able to convince yourselves of the efficiency of both houses and their products. (Check the calendar)

Haus Weilgut Computer Conception GmbH was founded in 1985 and is specialized on CRM, project management and Mind-Map software based on Lotus Notes for enterprise-wide use.

more: www.haus-weilgut.de

HORIZONS PREVIEW

You just hold notes the current version 7.1.1 of our archiving solution PAM for NOTES in your hands - we already planned the next release.

Nothing is good enough that it cannot get even better. Therefore this product permanently is enhanced the performance range will grow.

As our Partner you will sit with us in a boat and have the „short wire“ to the product development. These short routes usually have been decision maker for H&S.

We want we to give you a short view of the planned development of PAM for NOTES for a purchase decision, so that you know today which functions you can sell to the customer tomorrow.

Notes integrated Restoration from the archives

Archived documents can be found by a functionality build into notes and restored in the original database from the archives

Connecting an external full-text search solution to these archive

Archiving from ‘not mail databases’ is already available today. In future this will be made more simple and all setting are be made by a configurator.

Archiving will support „mailbox size“.

This method is also known as Threshold archiving resolves two issues. When the database will reach the upper limit archiving will start until the lower value is reached.

Retrieve on multiple server

Fail - over Cluster support





Today archiving does work on a cluster but is not cluster aware. The cluster awareness, with the automatic switching of archiving, will be developed.

Other functions can be added if on needed. Perhaps you do have suggestions which can be made available in one of the next releases.




ROADSHOW

In cooperation H & S present Europe and Haus Weilgut

Archiving at its best by H&S:

-  Lotus Notes and MS-Exchange Archivierung
-  Documentarchiving for SAP Business Solutions
-  File Server Archiving
-  SharePoint Server Archiving

eOffice by Haus Weilgut:

-  Mindplan
-  Documentmanagement
-  ToDoManager

Common integration at the example e-mail management

We will show you the simplicity of this 'out of a the box ' solution and the added value it brings to your customers

As a coronation you will learn how these products work together to get an email management system

The roadshow will be held at the following location:

- 21. April Schwabach
- 22. April Ettlingen
- 28. April Hamburg
- 29. April Cologne (Dusseldorf)
- 04. May Zurich
- 06. May Vienna

EVENTS www.hs-soft.com/events

Bezeichnung	Datum - Ort	http://www.	H&S Vertreten durch
STORAGE EXPO	24. - 25. März 2010 BE - Brussels	www.storage-expo.be	Sertho Storage Solutions
BARC TAGUNG	22. - 23. Juni 2010 DE - Wurzburg	www.barc.de	H&S Schwabach
DMS EXPO 2010	09. - 11. Nov. 2010 DE - Cologne	www.dms-expo.de	H&S Schwabach

Become a H&S partner

www.hs-soft.com/JoinUs