

SUMMARY

Value Proposition

- Provides user-level monitoring & Internet access policies in client-server, server-centric, peer-to-peer and stand-alone computing environments from a central location
- Pearl Software puts you in control of each user's web browsing, file transfers, news, chat, e-mail & IM to proactively address productivity, data security, privacy compliance and legal liability issues related to inappropriate use of the internet

Target Customer

- Pearl Echo ideally accommodates the Internet monitoring needs of any Internet setup including those with multiple locations and roaming or mobile Internet users.

Overview

●Monitors and Controls

- Web
- News Groups
- E-Mail (POP3/SMTP, IMAP, Exchange)
- IM (AIM, MSN, Yahoo, ICQ)
- Web-Mail, Web-Chat
- File Transfers
- Chat (IRC & Java)

●Centrally Manages

- Networked Computers
- Thin/Fat Clients in a Server-Based Environment
- Mobile and Remote Computers (GIM)

●Identifies & Validates

- Source Computer Names
- End User Ids/Login names

●Fully Restores Internet Content

LICENSING

- Sold on total number of users
- Server license included
- 50 licenses or less may be purchased in single units
- 50+ licenses required to be purchased in blocks of 10
- Citrix/TS Environments: Pearl Echo licenses should mirror the Citrix MetaFrame/Terminal Server license count
- An optional Pearl Echo SQL Server module is available for 30% of the quoted license price. Minimum quantities apply.
- No monthly/annual subscription fees
- Unlimited access to updated control lists
- Optional maintenance is 25% of list price

TECHNICAL SPECIFICATIONS

Independent Agent-Server Architecture

- Not affected by high traffic volumes
- Not affected by where your users are physically located
- Does not suffer from performance and security problems of proxy monitoring
- Does not suffer from the overload and network dependency limitations of network sniffer solutions
- Not affected by how users access the Internet
- No-Touch agent installation

Pearl Echo Server Software

- A Windows Service that can reside on Windows Domain/Stand Alone Servers/Windows Workstation

Global Internet Management (GIM)

- Workstations can be connected to your LAN/WAN
- Completely detached from your private network

Echo Server Installation

- Any supported MS Windows platform
- A stand alone Windows server or workstation

Echo Workstation Installation

- Citrix MetaFrame, Microsoft Terminal Server
- MS Windows 95/98/ME/NT/2000/XP/2003
- MS Exchange Server for Workstation install

GIM Technology Efficiency

- Adds negligible network traffic
- Scales well
- Load balancing capabilities

Independent Service

- Not dependent on legacy Proxy servers
- Not dependent on Firewalls

PRODUCT BENEFITS

Increases Security

- Identifies areas of legal and procedural misconduct
- Reduces risk of unauthorized transactions and communication of sensitive data
- Warns users with customized message when violations are detected
- Confirms adherence to legal & organizational policies

Reduces Legal Exposure

- Provides a complete audit trail of Internet transactions
- Ensures a positive environment by reducing inappropriate Internet use
- Maintains accountability by automatically archiving information
- Supports Acceptable Use Policies

Increases Productivity

- Provides management tool to measure efficiency and productivity of human and computing resources

PRODUCT BENEFITS (continued)

- Reduces private Internet usage during work hours
- Provides control of access to Internet resources for specific users and groups of users

Maintains Bandwidth

- Preserves access bandwidth for planned and intended network use
- Reduces loads on critical network connections in a server-based environment
- Ensures expected performance of network

	Pearl Software	Web Sense	Surf Control	Eiron	Symantec	Secure Computing
	Pearl Echo	Web Sense - Entrpze	SuperScout	IM Web Inspector	I-Gear	Smart Filter
Monitored traffic protocols	http, smtp, ftp, irc, nntp, pop3, AIM, ICQ, webmail, webchats	gopher, http, smtp,ftp, irc, nntp, pop3, telnet, real audio	http, smtp, ftp, nntp, pop3, telnet	http, smtp, ftp, nntp, telnet	gopher, http, ftp	gopher, http, ftp, nntp
Restores content	Yes - in full	No	No	No	No	No
Global Internet Mgmt						
* Manage remote users	Yes	No	No	No	No	No
* Distributed processing	Yes	No	No	No	No	No
* Hostable by ASP	Yes	No	No	No	No	No
* Remote administration	Yes	Yes	Yes	Yes	Yes	Yes
* Multiple-site mgmnt from central location	Simple & Economical	Moderate & Bandwidth Intensive	Complex & Hardware Intensive	Complex & Hardware	Moderate & Bandwidth	Moderate & Bandwidth Intensive
* Integrate with existing database architecture	Yes	Yes	Yes	No	No	Yes
Automatic Integration Into Existing Login Users/Groups	Yes	No	Yes	No	Yes	Yes
Stand alone or proxy	Stand Alone - Layering	Proxy	Stand Alone - Sniffer	Stand Alone - Sniffer	Proxy	Proxy
Compatible w/firewalls	Yes	Sometimes	Yes	Sometimes	Sometimes	Sometimes
* Archivable	Full	Limited	Limited	Limited	Limited	Limited
* Time controls	Yes	Yes	Yes	No	Yes	Yes
Security Susceptible to Circumvention by Endusers	Low - Rebuild Client	Moderate - Modem on Client - Redirect from Proxy	Moderate - Modem on Client - Flooded Traffic Server - Shut Off Server	Moderate - Modem on Client - Flooded Traffic Server - Shut Off Server	Moderate - Modem on Client - Redirect from Proxy	Moderate - Modem on Client - Redirect from Proxy
Licensing quantities	Incrementally to 50, 10 thereafter	Minimum 50	Minimum 50 and by 50 thereafter	Minimum 25	TBD	Minimum 50 and incrementally after
Pricing model	One & Done	Subscription	Subscription	One & Done	Subscription	Subscription

COST JUSTIFICATION & ROI

The cost of Implementing Pearl Echo can be recouped in a few days. Employee earning \$40,000 yrly earns approx. \$20.00/hr. Not hard to imagine each employee losing 2-3 hrs on the Internet over the next year or two. What about the next 1-2 days? With Pearl Echo, responsible Internet usage is maximized & productivity increased - that positively affects your bottom line!

Decreases Total Cost of Ownership

- No-touch agent install allows users to roam with Internet access policies following them outside the corporate network
- GIM architecture eliminates dependence on legacy hardware, perimeter devices and middleware

Pearl Echo can be integrated

- Integrates into a corporation's existing database standard for seamless reporting, data handling and archival
- Provides Internet access privileges based on existing Active Directory users and groups

Pearl Echo can be customized

- Granular Internet access privileges based on protocol, time of day and login name
- Global Internet Management rules can be applied from a corporation level down to a single user

SALES TOOLS AVAILABLE:

- Full Product Evaluation, 25 users @ www.pearlsoftware.com
- Online Product Tours, Literature & Whitepapers (Partner Intranet)
- Dedicated sales rep/engineer to assist & shorten your sales cycle

HQ CONTACT INFO

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