

# Convergence Of Personal Data Storage

XandMail is French software editor,  
founded in 1990

XandMail is specialized in multimedia  
communication solutions for Internet,  
mobile and fixed line operators

XandMail has deployed over 70 millions  
licenses throughout the world

As a user, you can show your latest personal video or pictures on your parent's PC or TV

As an Operator, you can provide to your customer a service that reduce CHURN as well as increase ARPU

Pictures of our last holidays

Video of our last birthday party

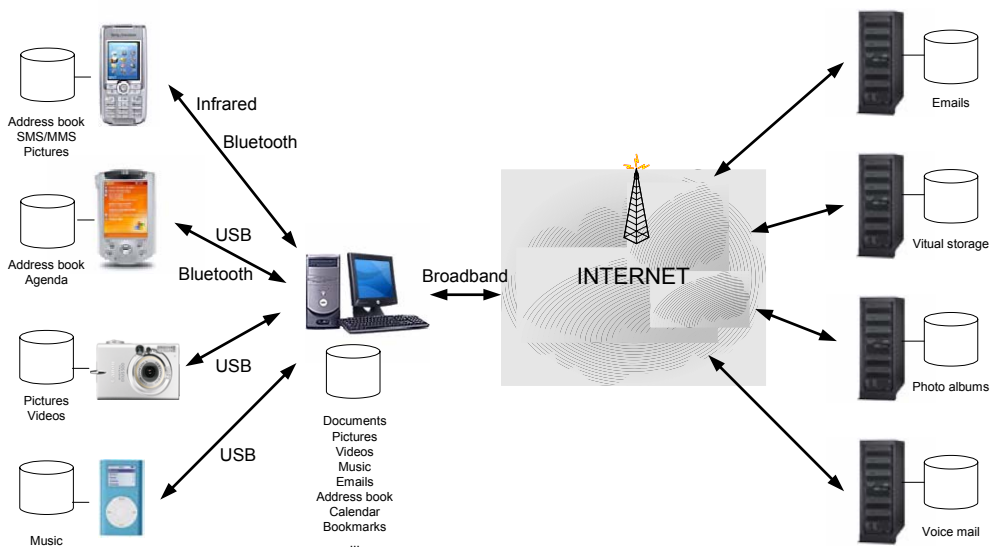
SMS containing a password

MMS of our kid running after a butterfly

Music bought on Internet

Business documents (contracts, ...)

... BUT ...

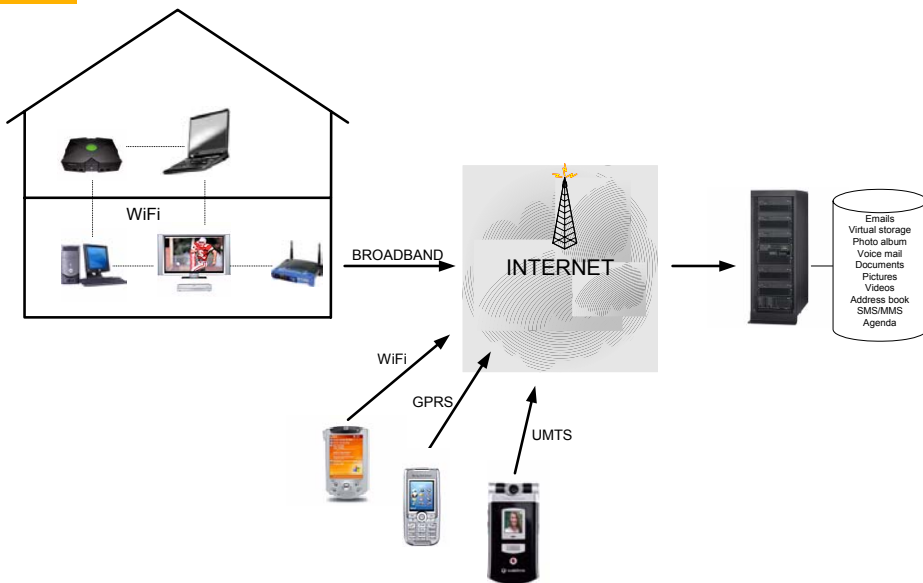
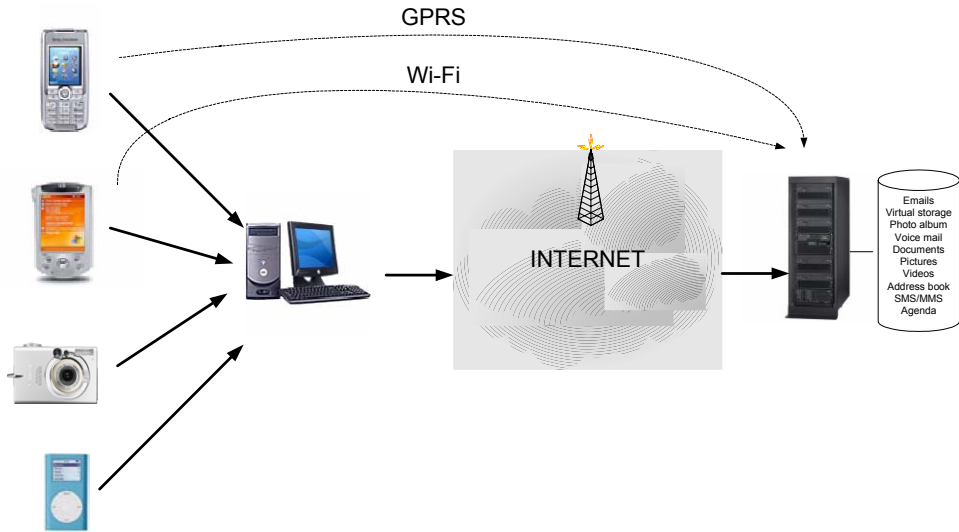


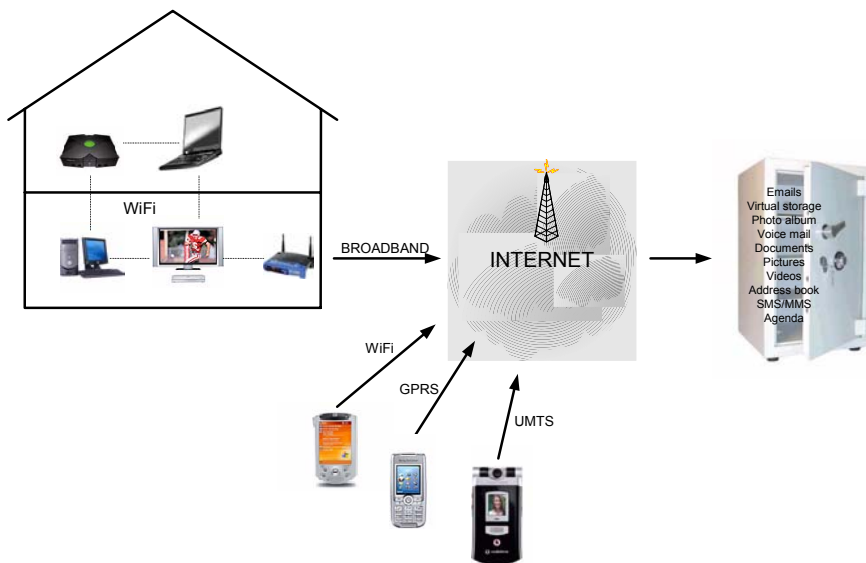
Where are my pictures? on my PC? On the latest CD/DVD backup? On my mobile phone?

What happen if my PC is crashed? Or if I have lost my mobile phone or if my PDA has been stolen ?

How can I share my data easily? Email? MMS? personal web site ?

is a natural need





The consumer gains independence from the device and the location.

The consumer gains security from his operator's "data bank".

The operator gains stickiness and the opportunity to sell other services

The operator gains enhances its image as a « bank »

The operator can sell its storage as a vault

We have more digital devices

Our digital devices « produce » more digital data

Our digital data become valuable

Our valuable data must be stored in one single space

The single space must be safe and accessible from any device

The safe space can be provided by operators as a « data vault »

# THANK YOU !

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