



## Dropsuite Partners with One of Europe's Largest Hosting Providers, STRATO

- **STRATO is a leading German hosting company with over 4 million hosted domains**
- **Dropsuite's Email Archiving solution now fully integrated into STRATO's platform and available to its customers**
- **Data protection and regulatory compliance are key drivers for this partnership**
- **STRATO partnership further diversifies Dropsuite's partner-base and ARR\***

Dropsuite Limited (ASX: DSE) ("Dropsuite" or the "Company") is pleased to announce the launch of a new partnership with STRATO, one of Europe's leading hosting companies with over 4 million domains, with customers in the UK, Netherlands, France, Spain, Italy, and Germany.

STRATO [www.strato.de](http://www.strato.de) is a division of United Internet Group [www.united-internet.de](http://www.united-internet.de) which has a stable of well-respected brands providing ISP, mobile subscription and website and email hosting services, mainly in Europe and the USA.

Dropsuite's Email Archiving solution is now available to STRATO's small business customers through a seamless user experience. Despite the phased launch approach that is usually taken by partners at this scale, the partnership is already generating Annualised Recurring Revenue (ARR).

Dropsuite has developed and deployed the archiving solution in a Private Cloud using STRATO's storage technologies, the Company's first private cloud implementation, opening up more opportunities going forward with Service Providers requiring all their customers' data to reside within their infrastructure for security and privacy concerns.

Securing and onboarding STRATO is another positive step for Dropsuite and continues a string of new partnerships for the Company that have further reduced revenue concentration and driven ARR. Partners added in the past nine months such as ALSO, Pax8, Giacom and Tarsus are all performing well.

**Managing Director Charif Elansari said:** *"We are privileged to partner with STRATO as their trusted data protection and compliance provider. This gives us a fantastic platform to scale up in Europe and is further evidence of the dependability, flexibility and appeal of our products."*

*"We are seeing two clear industry trends that augur well for Dropsuite: the rise of cybersecurity threats and the enforcement of personal data protection regulation, such as GDPR in the EU. This naturally increases demand for products such as Email Archiving, a key component of data protection and compliance."*

*"We are expecting solid and steady growth with STRATO through well-designed opt-in campaigns that deliver stable SMB user growth and retention. Our revenue streams are steadily smoothing out and we look forward to reporting on the progress of this and other recently added partners."*

A press release circulated to trade and industry media on the STRATO partnership accompanies this ASX filing.

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#### **About Dropsuite**

Dropsuite is a global cloud software platform enabling SMBs in over 100 countries to easily backup, recover and protect their important business information. Dropsuite's network of preferred reseller partners has a combined customer reach of millions of small and medium-sized businesses worldwide. Dropsuite partners with some of the biggest global names in the hosting and IT service provider market, including GoDaddy, the world's largest domain name registrar, and Ingram Micro, the world's largest distributor of computer and technology products. For more information please visit: [www.dropsuite.com](http://www.dropsuite.com)

\*Annualised Recurring Revenue (ARR) is defined as the value of the contracted recurring revenue multiplied by 12 months.

#### **STRATO Selects Dropsuite as their Email Archiving Platform of Choice**

*Partnership provides a suite of compliant email archiving, GDPR and email intelligence tools for STRATO customers.*

SAN JOSE, CA (PRWEB) MARCH 18, 2019 - Dropsuite Limited (ASX: DSE), a leading cloud data backup platform for businesses, announced that STRATO, one of the largest hosting companies in Europe, will differentiate its business offering by providing its fully automated email archiving solution to STRATO customers. Solutions included in the product include EU compliant email archiving and GDPR Responder.

For this partnership, Dropsuite and STRATO created a seamless STRATO-branded customer experience, so that email archiving could be easily added to existing STRATO customer accounts or bundled with STRATO products in the checkout.

Dropsuite Email Archiving provides ongoing, rapid access to decades of business information (email files and attachments). The software includes compliance tools for GDPR, GoBD, HGB and AO, plus eDiscovery, legal hold, flexible retention periods, tamper-proof audit trails and more.

GDPR Responder is a solution that's included within Dropsuite Email Archiving, making it easier for businesses to fulfill GDPR copy and erasure requests so they are compliant with the EU's General Data Protection Regulations. Maintaining privacy and fulfilling data access mandates using a tool like GDPR Responder helps organizations avoid costly non-compliance penalties.

"Dropsuite's email archiving software helps companies to quickly and easily archive their entire business correspondence so that the strict legal requirements can be fulfilled," said Dr. Christian Boeing, CEO of STRATO.

"Dropsuite Email Archiving arms businesses with tools to respond to GDPR requests and audits," said Ridley Ruth, Dropsuite's COO. "We are excited to partner with STRATO to bring email archiving protection to the European market."

Dropsuite follows a security assurance program that uses global privacy and data protection best practices to ensure all data is safe. For STRATO, this means that all customer email content is

stored in STRATO's Berlin cloud data center and will not move or be replicated outside of Germany without STRATO's prior consent.

For more information about STRATO please visit <http://strato.de> . For more information about Dropsuite Email Archiving, please visit <https://dropsuite.com/products/email-archiving>.

#### About STRATO

STRATO was founded in Germany in 1997. Today the company has more than 500 employees and is based in two locations in Germany. Its most successful markets, including Germany, are the Netherlands, and Spain. The hosting company provides guidance into the digital world for its customers. The vast product range includes: domains, websites, web shops, cloud storage, office packages, online marketing tools, as well as customized high-end solutions. STRATO currently hosts 4 million domains for its customers across the world and operates more than 60,000 servers in two ISO-certified data centers in Germany.

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