PyBiz

The pinnacle of next generation refined search technology

Find the Right E-Mail the First Time *FAST*

- Explore your hidden knowledg
- Search gigabytes in seconds
- Search across an organizatior
- Index Outlook, Eudora, etc.
- Make real use of old .PST arch

Free Version

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PyBiz - Putting XML to W

Super Fast - E-Mail Search for Large Archives

- **Have you ever been unable to find an e-mail from months ago that addressed a business issue facing you today?**
- **Have you ever searched for an old e-mail and given up after 10+ minutes because the search was tying up your whole computer and distracting you from your real job?**
- **If so, XEM-Find can help you.**

The biggest value from XEM-Find is speed. In a recent test, an e-mail archive search completed by Microsoft® Outlook® in over 20 minutes took XEM-Find less than 20 seconds. This speed frees you to focus on your task at hand and get your job done faster and better.

XEM-Find enables you to find text in any e-mail in seconds--even when that text is in the body of the e-mail. XEM-Find works by converting your existing e-mail archives into XML and then using XDisect?, our high-speed indexing and search engine, for your e-mail searches.

- **Furnishes high-speed searching capability across gigabytes of e-mail.**
- **Searches e-mail body as rapidly as address and subject.**
- **Enables sharing of data across groups, through use of its Web-based search interface.**
- **Supports collaborative sharing of e-mail archive data because aggregated e-mail can be accessed by multiple users and differing e-mail clients.**
- **Indexes automatically XML that's included in e-mail as XML, allowing highly tailored and accurate searches.**
- **Combines e-mail from multiple e-mail clients into a single departmental search repository.**

 **Benefits**.

 **Features**.

 **Ideal Users & Custome**
customers who we believe will greatly be

 **Core Values** - The core values
users.

How XEM-Find Can Benefit You

- Save time by finding what you need fast.
- Retain focus by conducting effectual, nondisruptive searches.
- Gain easy access to the hidden knowledge in your e-mail archives.
- Eliminate personalized systems of compiling e-mail messages and e-mail information (e.g., cross-referencing, printing, or filing hard copies of e-mail) done to support future information needs.
- Share information across a collaborative group.
- Serve customers more effectively because you can find historical information related to their problems.

- Keep up with the rapidly changing business environment.

Features of XEM-Find

- Retains high-speed search margins over other e-mail clients, such as QUALCOMM, Inc.? Eudora®, and adds search capabilities to those clients that lack them.
- Allows a single search repository to contain e-mail archives from multiple people, providing data access and sharing capability unavailable elsewhere. For example, searches using Microsoft® Exchange public folders are slow when reading large volume data files, making searching the e-mail body infeasible. Even CRM tools are inadequate in this area.
- Provides advanced conjunctive query semantics for e-mail users, meaning users can query on more sophisticated conditions than those supported by current clients. For example, using XEM-Find, you can find all e-mail in the "prospective customers" folder which has "buy" in the subject and "java," "programming," and "IDE" in the body.
- Indexes XML structures embedded in the e-mail as XML, using XDisect's native XML capability. This accommodates highly tailored and accurate searches.
- Recognizes changes in e-mail archives and automatically updates the search repository in near real time.
- Supports searching of archives from mobile phones, using its WML-enabled search and browsing interface.
- Installs easily and quickly.
- Operates so simply that training is unnecessary.
- Costs little to get started and little to operate.

Ideal Customers / Users

- **Recruiters** - Recruiters maintain a large list of resumes over time. The information they receive commonly arrives via e-mail. Some do a good job of moving these to a database; others just use the most current set. XEM-Find makes it feasible for recruiters to keep a large database and search across it rapidly when they are looking for people with specific skills.

- **Venture Groups** - Venture groups receive tons of e-mail messages with proposals. It is common for them to want to go back and search their e-mail database for those messages containing key phrases in the body text. (We have validated this with a person who works in such a group.)
- **Support Groups** - Support groups are usually advised of IT problems via e-mail messages. These groups routinely save some of the content in bug-reporting systems but lose much of the context of the problems after summarization. In many instances, these groups need to review past incidents, looking for key phrases, to find similar problems. For example, a group may want to see how many reports of "Error 9256 out of open file handles" have occurred. This research requires an advanced way to combine search results from the mailboxes of multiple accounts.
- **Journalists** - Reporters and editors receive countless e-mail messages each week proposing articles or volunteering to be a quoted source or provide information in return for attribution. Journalists generally ignore e-mail that does not directly relate to an active project or current issue. But they also retain many of these messages, because world and local events change rapidly, as do writing assignments. It is common for journalists to go through previous e-mail messages to find that perfect source or a similar problem or issue; XEM-Find enables them to quickly search and share huge e-mail archives.

-  **Business Managers / Executives** - Most business managers, executives, and their staffs keep large e-mail archives on their local hard disks because of corporate server disk space limits. For example, about 10% of business managers keep e-mail logs for 2 or more years and about once a week these managers need to search the historical archive for an e-mail received 6+ months ago. Even if the business value of finding that e-mail is very high, they cannot afford to invest too much time into the search.
-  **Sales Departments** - Sales departments naturally generate and receive large amounts of e-mail on a regular basis, and already use software programs to track customers and associated e-mail messages. But many of these departments lack a way to access and search e-mail received and stored by individual salespersons. Account representatives commonly have many more e-mail messages than those compiled by the sales department, mainly because sales requires so much personal interaction, meetings, presentations, and negotiations. If larger customers have several salespeople assigned to them, it is inevitable that one salesperson will have to look up an e-mail that was sent to another salesperson from the same company. The XEM-Find ability to build aggregate views across multiple e-mail clients makes this possible without any changes to the IT e-mail infrastructure. Sales departments can also benefit from concept searches on key phrases, such as finding any e-mail received in the last year that contains "V class" and "buy."
-  **Purchasing Departments** - Corporate buyers get flooded with e-mail messages from potential or current suppliers, advising of new or discontinued products and services, major product changes, merger news and impacts, and other important news. These buyers usually are too busy with their current projects to pay much attention to this e-mail, and yet need to access these messages later when researching which companies can provide what they need or when looking for second sources. Engineers also need to search Purchasing's e-mail to find sources for their requisition forms. XEM-Find enables buyers to focus on their current projects and yet compile e-mail messages to support future needs.

Core Values Delivered to Customers

-  **Save time** - In early testing, a search for "pam hill" in the subject field of a 321-megabyte Microsoft® Outlook® repository took Outlook 17 minutes to accomplish, while XEM-Find took 1.2 seconds. During the 17-minute period using Outlook, the machine was nearly unusable so the user was forced to switch to a different manual task until the search was completed. Task switching carries a high cost, not the least of which is lost productivity. Using XEM-Find for the same search, the user was able to remain focused on the single task until it was completed 1.2 seconds later; he was then free to perform other activities during the same 17 minutes that Outlook was still working. The net effect is that the user was able to get back to his real work sooner with less context switching, thereby maximizing productivity.
-  **Enhance collaboration** - By aggregating multiple client e-mail messages, XEM-Find enables groups of collaborative users to share desired visibility to huge message archives. Increased, simpler visibility means groups can better support each other, and their customers and prospects. XEM-Find provides this aggregation feature without requiring any changes to the e-mail server infrastructure.
-  **Gain access to information lost in the past** - Because a single search of large e-mail archives is so time consuming, only when a search result would have an extremely high business value would the user actually conduct the search. The net result of this justifiable behavior is that many business opportunities in which the additional information could have been used are not leveraged. Corporate memory is also detrimentally affected as executives and managers rely on the memory of their personnel, who eventually leave through attrition, instead of harnessing the information in their computer archives. By making e-mail archive searching so fast and easy, XEM-Find greatly increases the business value of a

company's legacy email repository.

Original Press Release

XML-Based Volume E-Mail Search Makes Life Easier for Venture Investors and Salespeople. (FREE)

XEM-Find is an e-mail archive search tool that makes life easier for business professionals such as for venture people, salespeople, and corporate business managers who retain very large archives of e-mail and need to rapidly find specific e-mail and patterns in their e-mail archives.

Because it is built on XDisect?, XEM-Find can search huge archives over 300 times faster than the search provided by popular e-mail clients. Rather than starting a search using your e-mail client and going to lunch, you can use XEM-Find to get instant results, retain your focus, save time and produce better results.

A free version of XEM-Find can be obtained by contacting eval@pybiz.com or calling 408-364-1741. OEM terms are also available. See www.pybiz.com for additional corporate and product information.

An automobile manufacturer can use XEM-Find to create a master list of all e-mail received from its customers and then easily allow its market research people to search the archive for request patterns and promotions. For example, they can search for e-mail that contains "buy" and "F250" in the body text or subject text. The response will come in seconds even in search archives over 2 gigabytes! The same type of use works equally well for venture teams, corporate marketing, and auto dealerships.

XDisect Mail makes it easy to explore e-mail archives and discover valuable information that has been too difficult to find before. An advanced browser tool makes it easy to interactively explore the repository. Using the visual browser, it becomes feasible to see what words occurred in the same e-mail and then see other messages that contain related words--all with a few simple clicks.

XEM-Find automatically converts e-mail message information to XML which XDisect makes searchable at very high speeds. It is possible to search simply and quickly across multiple Microsoft® Outlook® .pst mail archives comprising gigabytes of messages. The search results can even include messages from different message stores. A single search archive can contain e-mail search information from multiple users to allow group-based searchable archives. This aggregated search archive can be very beneficial to group-based sales and marketing teams that need common access to historical customer information. This group-based capability makes XEM-Find ideal as a simple CRM solution or an extension to existing CRM systems.

PyBiz is working aggressively with partners to provide this advanced mail search and browsing capability for server-based Web mail systems like those made popular by AOL, Yahoo!® Mail and MSN? Hotmail. If you offer such a service, PyBiz can help you add this advanced functionality for your users.

PyBiz, Inc. provides XDisect?, an enterprise class XML search and matching engine with high-speed XML indexing capabilities. XDisect is ideal for distributed management of XML documents. The engine provides an effective foundation for next generation vertical markets, secure portals and other dynamic e-business applications. XDisect helps its users draw maximum competitive advantage from their evolving business opportunities.

Prototype Press Release

PyBiz is now providing an e-mail archive search tool for Microsoft® Outlook® and Microsoft® Outlook® Express that enables searching for keywords and phrases in 500-megabyte and larger e-mail archives in less than a second. This new tool contains a graphical Web browser interface that makes it easy for even computer novices to find the exact messages they need from very large e-mail message archives. Once the desired messages are located, the normal e-mail client can be used for viewing.

Using this tool, you can now search your e-mail archives 300 times faster than the search tool provided by Outlook. Rather than starting a search and going to lunch, you can get instant results, thereby retaining your focus and saving time.

This tool makes it is possible to search simply and quickly across multiple outlook .pst mail archives comprising gigabytes of messages. The result set can even include messages from different message stores in the same query.

The tool automatically extracts your e-mail message information directly from Outlook and converts it into XML. The resulting XML is fed into XDisect?, a high-speed XML searching and indexing engine with advanced browsing capabilities.

If you have ever wasted valuable time looking for a message that you remember seeing months ago, this search tool will be of great assistance.

An additional benefit of this tool is that it is much more resistant to corruption than Outlook. You can be assured that once a message has been exported to XML, it will always be accessible and not be trapped in a corrupt .pst file.

Introduction to the Product Idea

There tend to be two kinds of e-mail users:

- Meticulous users who keep nice organized repositories that are cleaned out regularly.
- Pack rats who keep everything for years, usually in a hodgepodge fashion. Senior managers, the very audience PyBiz strives to understand and have access to, are usually e-mail pack rats. (We believe senior managers have the very problems that XDisect is so good at solving.)

Regardless of the type of user, everyone needs to search his or her e-mail archives every now and then for some particular e-mail. For either type of e-mail user, searching old e-mail history can be time consuming, but for pack rats, it can be an undue or virtually impossible burden.

One long running issue with Microsoft® Outlook®, Microsoft® Outlook® Express, and Netscape WebMail is that their search tools are limited in capability and abysmally slow. In a 300-megabyte index, Outlook can take over 45 minutes to do a full keyword body search in an Outlook .pst file; even worse, it usually brings the computer system to a crawl, affecting all other applications.

And Outlook tends to corrupt .pst files larger than 300 megabytes. Usually users don't even know their e-mail message have been corrupted until a month or two later, when a lot of data gets locked up in corrupted repositories. The main workaround to this corruption risk is to create new .pst files, keeping individual sizes less than 300 megabytes (e.g., put Jan-March e-mail messages into one .pst file and April-May ones into the next). The problem with this workaround is that Outlook can only search one .pst file at a time, which detrimentally affects searches of longer messages.

If only there were a software tool to help search even huge, unorganized e-mail archives quickly and efficiently. Even if the tool were only needed once a week, it would save countless hours of lost productivity. If the tool could also obviate the need to separatly search large .pst files.

PyBiz has developed such a tool called XEM-Find which is powered by XDisect the XML Search Infrastructure product which is PyBiz's flagship product.

We believe this application would be useful to a fairly large number of people. This would almost certainly give us a large number a licensees quickly if we could figure out how to get the word out and get the ball rolling. The big question in our mind is what venue should be used to gain maximum visibility for the tool with minimum investment. We are convinced that once word of this got out, that we could have 10K users almost overnight. Using a services-based capability revenue, it should be possible to achieve over 10K paying users at an average fee of $100 each during the first year.

XEM-Find is a client side tool that can be installed and used by individual users (no corporate approval needed). It should be easier to contain the scope of investment because of its very focused nature.

XEM-Find is also something that requires very little thought to set up and use, whereas eContentMgr needs somebody that understands a relatively complex set of problems to sponsor its implementation. XEM-Find is a 10-minute install-to-first-use type product.

XEM-Find will be an ideal extension to existing group-based knowledge management and CRM applications, by making it feasible to keep and fully utilize large e-mail archives.

Evaluation Questionnaire

To ensure that XEM-Find will best meet your needs upon arrival, I would appreciate the answers to the following questions. These answers will be held in the strictest confidence. Even if you do not answer the questions, we will still send you the free evaluation version.

A) What operating system and version are you using? (For example, Microsoft Windows NT 4.0.)

B) What e-mail client are you using? (For example, Microsoft Outlook Express 5.00.2.)

C) How large is your total e-mail archive at the current time? (For example, 300 megabytes containing 150 folders with 200,000 messages.)

D) Are you using mostly client side storage or server side storage for your e-mail? (For example, we use local Outlook .pst files and move all private e-mail off the Exchange server to minimize server load.)

E) How do you intend to use the product? (For example, searching with the supplied Web interface or as a component in a larger automated solution. If part of a larger automated solution, please describe your intended use.)

F) Do you plan on searching e-mail messages in a single archive that you've collected from multiple users?

G) Do you need the ability to selectively specify folders to be indexed? (For example, only index messages in the "job candidates" folder.)

H) Do you need the ability to selectively specify rules for messages to be indexed? (For example, index messages that occur in the inbox and contain "java" in the subject and "seeking" and "job" in the message body.)

I) Are you interested in context-sensitive indexing of the e-mail body as independent XML documents? If so, please explain how you would use it.

J) Are you interested in limited search access from mobile phone devices using WAP? If so, please explain how you would use it.

K) Do you need to add meta data to e-mail messages? (For example, add an "expiration date" to an e-mail containing "job offer.")

L) What e-mail clients would you or people you know be most interested in?

- **Client-based**
  - Goldmine 4.0
  - Goldmine 5.0
  - Outlook
  - Outlook Express
  - Eudora
  - Star Office
  - Write in any that we missed that you will need.
- **Server-based**
  - Yahoo! Mail
  - MSN Hotmail
  - IMAP
  - POP3
  - CRM Based
  - ORACLE
  - Write in any that we missed that you will need.

M) What are five typical queries you would want to run against your e-mail repository? (For example, find all e-mail where the body contains "skill" and "java" and the from does not contain "aol.com". Or find all e-mail in the "candidates" folder which has "java" and "xml" mentioned in the subject or body and which have not received an e-mail from me in the last 35 days.)

N) What would be the best media to reach people similar to yourself and how would you suggest that we tweak our message?

O) What pricing model would work best for you and people like you. E.G. $50.00 per year per 100 megabytes or one time purchase price of $3,000 for unlimited index sizes.

P) Would you be interested in outhosting your search index to a service provider?

Q) If the XEM-Find tool works well for you, are you willing to send out a one-time e-mail to your contact list describing the benefits you received from the tool? If so, are you interested in receiving a finder's fee for people referred back to us by your efforts?

R) Is it important for you to be able to search your e-mail attachments? If so, which formats (such as Word 97) will be important?

XEM-Find / PyBiz Business Features

- Uses XDisect in its current form.
- Effectively demonstrates the power of XDisect.
- Attracts a very large audience.
- Deploys a large number of instances very rapidly.
- Requires little or no support.
- Provides good value to the end user with a relatively minimal user interface.
- Validates PyBiz's effectual use of record-oriented XML rather than the large DOM view.

| Company | | Partners | | Customers | | Investor Relations | | Case Studies |

PyBiz software runs best on Linux because it has been built and tested on Linux
Because many popular e-mail clients run only on Microsoft® Windows®, XDisect-Mail can be considered Windows centric.

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