



The AvePoint Advantage

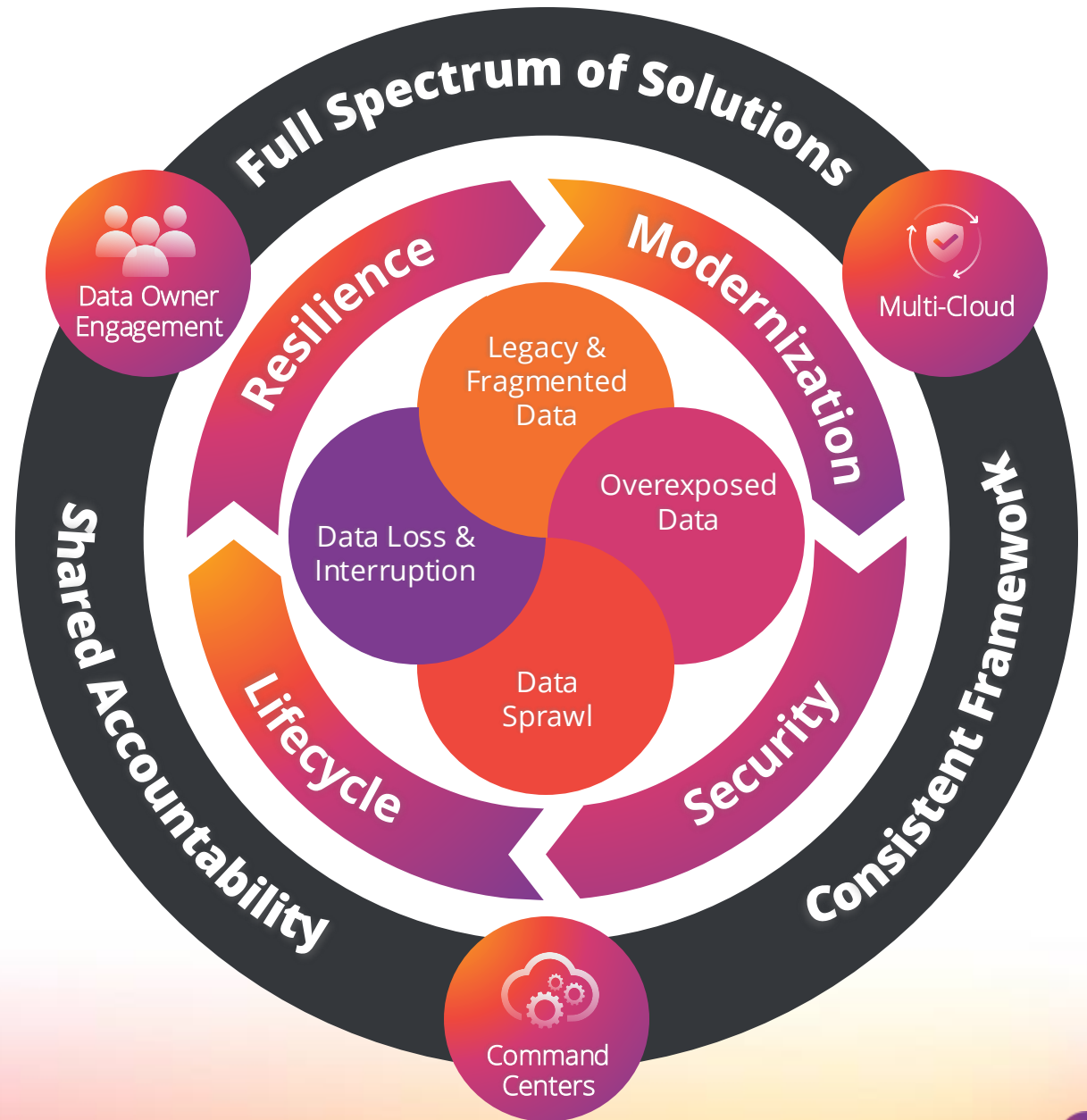
Driving Growth with the AvePoint Confidence Platform



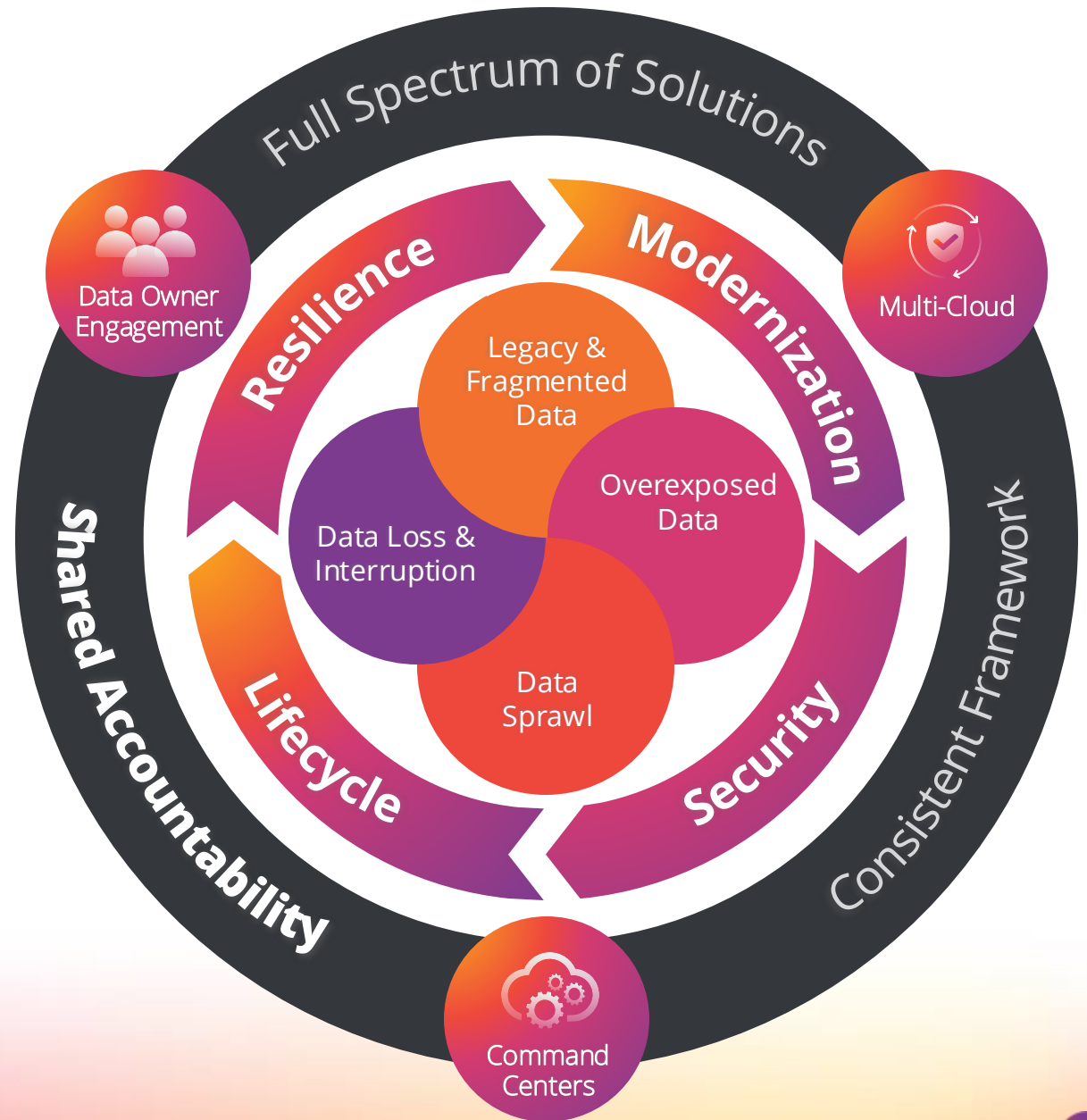
John Peluso

*Chief Product Officer
at AvePoint*

The power of the “Confidence Platform”



The power of the “Confidence Platform”



Increase scale, efficiency, and execution through AvePoint's shared accountability model

Enlist data owners to establish end user governance | Manage your content lifecycle | Maintain a user-centric data model

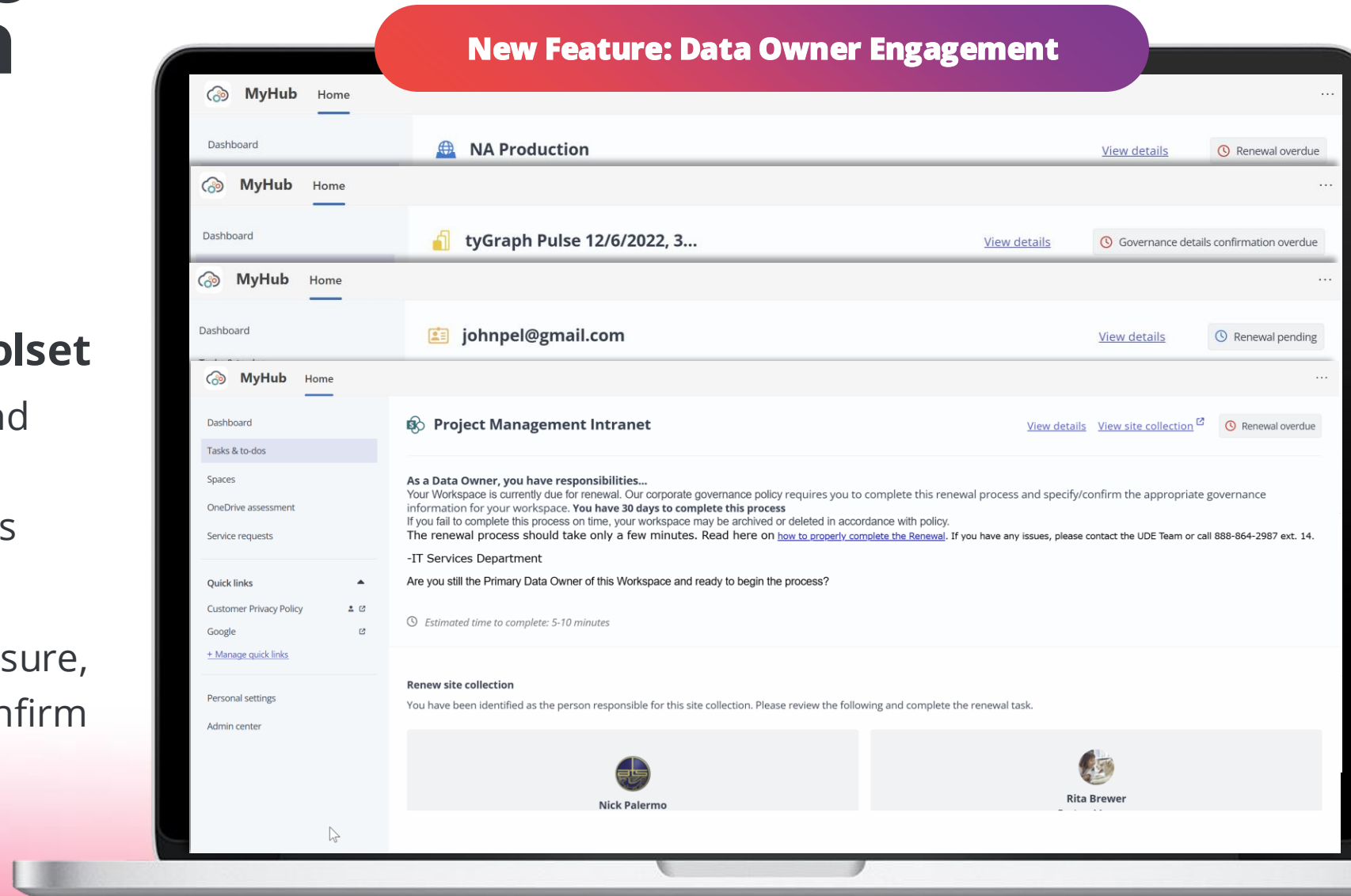


Empower IT by Enlisting Data Owners

Turn data owners into data stewards with a complete workspace management toolset

- ✓ Data security, management, and continuity has a shared accountability with data owners
- ✓ Data owners can act directly in reports to remediate overexposure, identify and remediate risk, confirm business relevance

New Feature: Data Owner Engagement



DISCUSSION:

How are you scaling data quality and security efforts in your org?

Does your organization define and maintain data ownership for collaborative content? How?

What level of interaction are *business users* expected to have in classifying, protecting, and vouching for their content?

What *creates friction* when expecting business users to play their part?

What level of autonomy or automation would your org accept for assisting and guiding business users in these efforts?





Delivering Data-Centric Security:

Solving the Last Mile with **Shared Accountability**



Peter Bradley

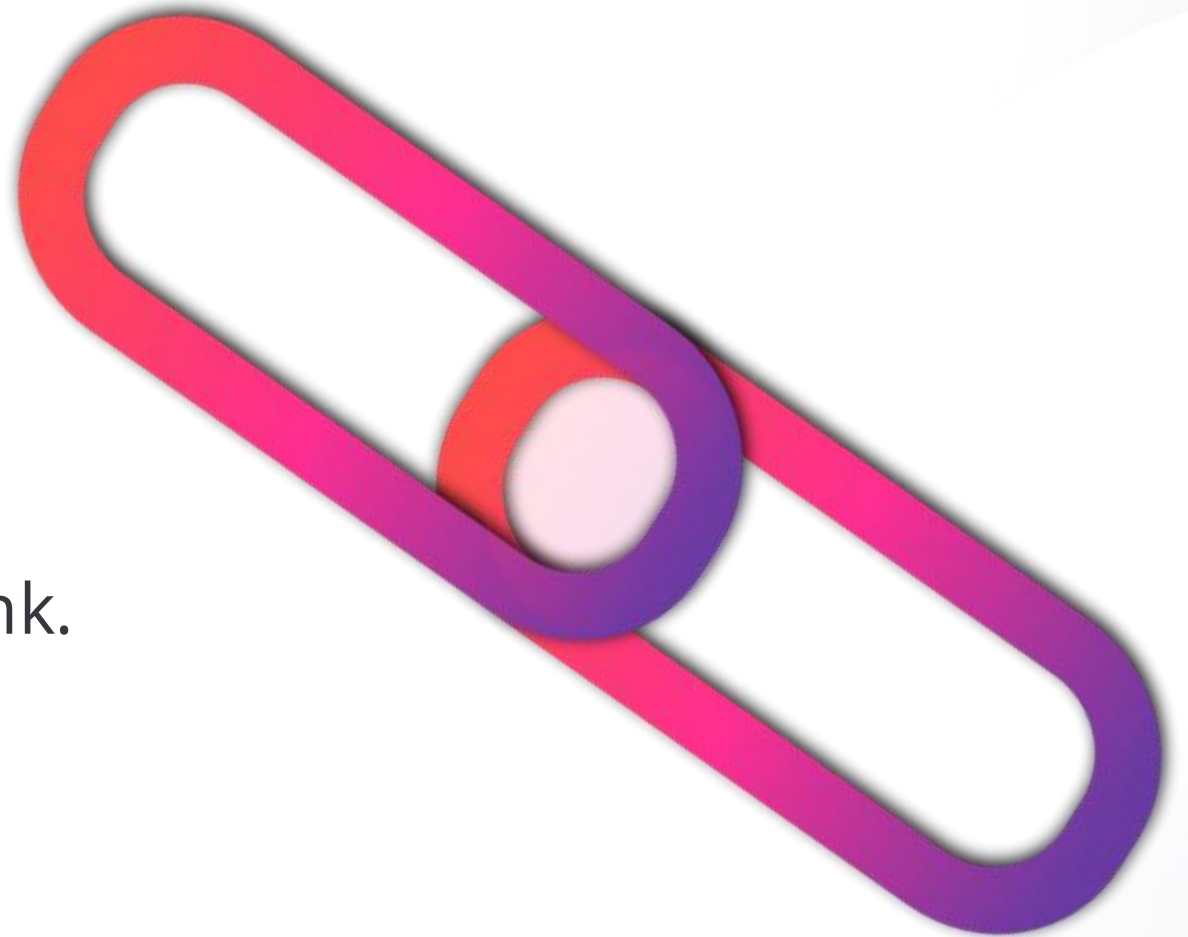
*Product Strategy Lead
at AvePoint*



When a Link Outlives the Project

Healthy tenant. No exploit. Public link.

Real impact.



Reality Check – Governance, not Perimeter

A graphic with a red-to-orange gradient background. It features a central shield with a keyhole in the center, outlined in a glowing yellow line. The shield is surrounded by a network of thin yellow lines and small yellow dots. Several small orange silhouettes of people are scattered around the shield.

Orphaned users

A graphic with a red-to-orange gradient background. It features a large, glowing yellow folder icon. Inside the folder is a 3x4 grid of 12 small portrait photos of diverse people. A yellow star is in the top left corner, and two yellow stars are in the bottom right corner.

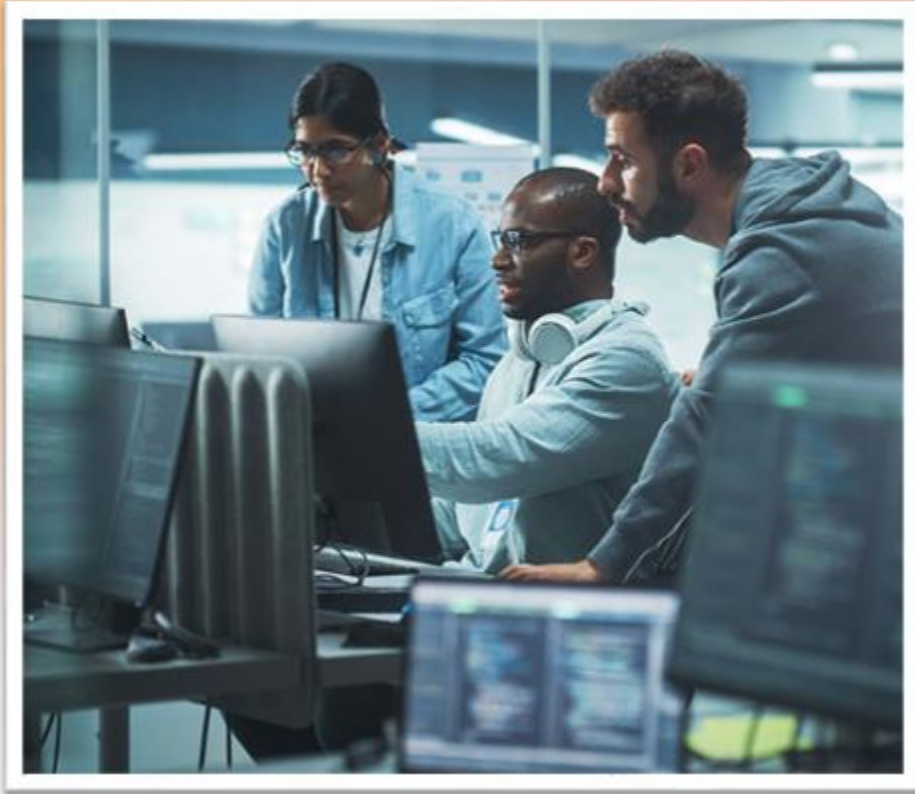
External sharing

Sensitive file sprawl

Failures of governance execution

Who Holds the Context?

IT Teams

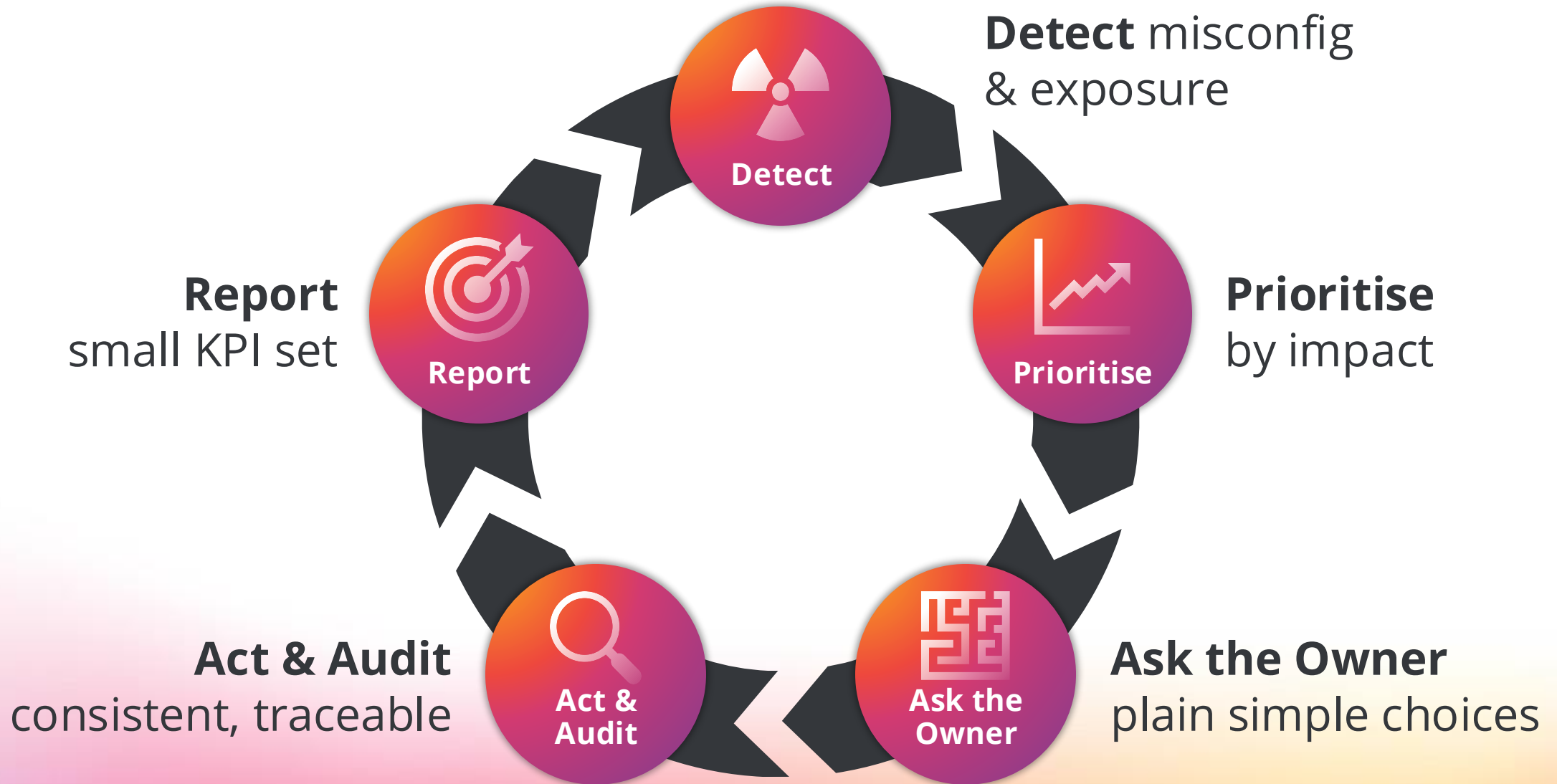


Business Leaders



The Last-Mile Problem

Operating Model: The Service Loop



Owner Engagement:

Simple, In-Flow, Plain Language Micro-Actions



Teams

10:15 AM

Confidential files shared externally

Fix It

Ignore It

Flag for Help



Operationalise the Loop

Where Tools Help



CONFIDENCE
PLATFORM
Powered by  AvePoint



ELEMENTS
PLATFORM
Powered by  AvePoint



AI is Coming to Help! However,...

When it comes to securing sensitive data, where does your organisation feel most comfortable on the spectrum of AI involvement today?



AI Reports only

AI shows findings; people decide and change.



AI Suggests; Humans Approve

AI recommends; people approve and execute.



AI Partners (low-risk only)

AI auto-fixes low risk; humans approve high-risk fixes.



Autopilot (with oversight)

AI acts broadly; people review and override high-risk.



Full Autonomy

AI controls end-to-end; human review is rare.



Shared Accountability = Critical for AI



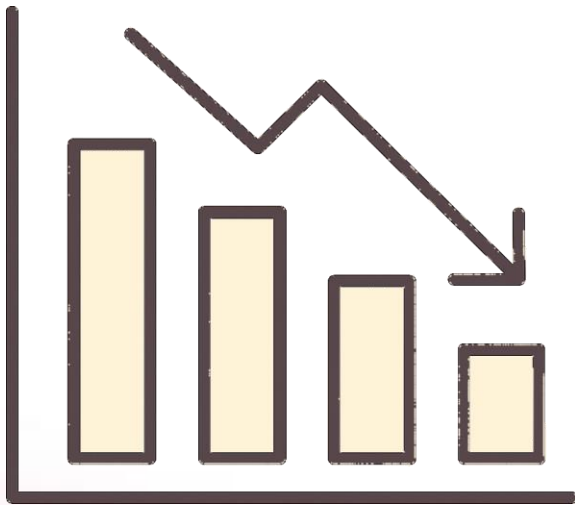
Source: Focus group polling

Customers want **people** in control with AI
Regulators require human oversight of AI
Last-mile owner approval becomes critical



Proving the Value

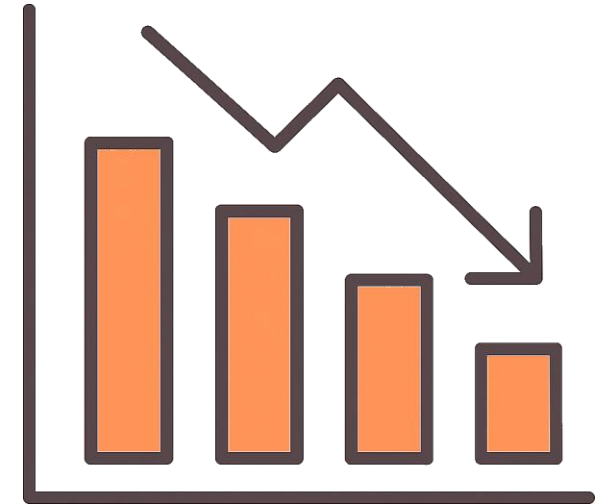
Three KPIs to Trend



Sensitive files with
external access



Actioned-within-
72 hours



Mean time to
remediate

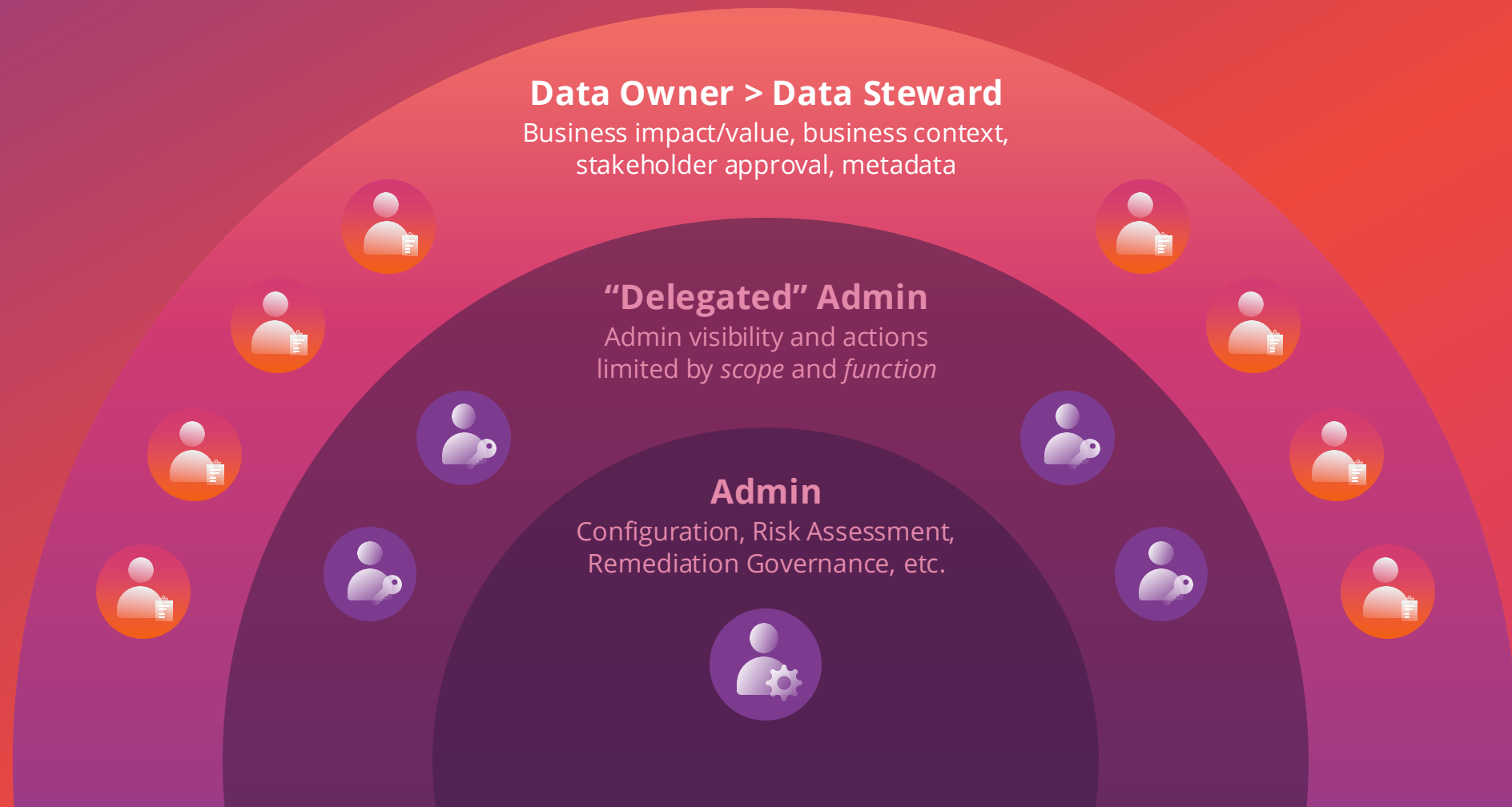
Infrastructure didn't fail.

The last mile did.

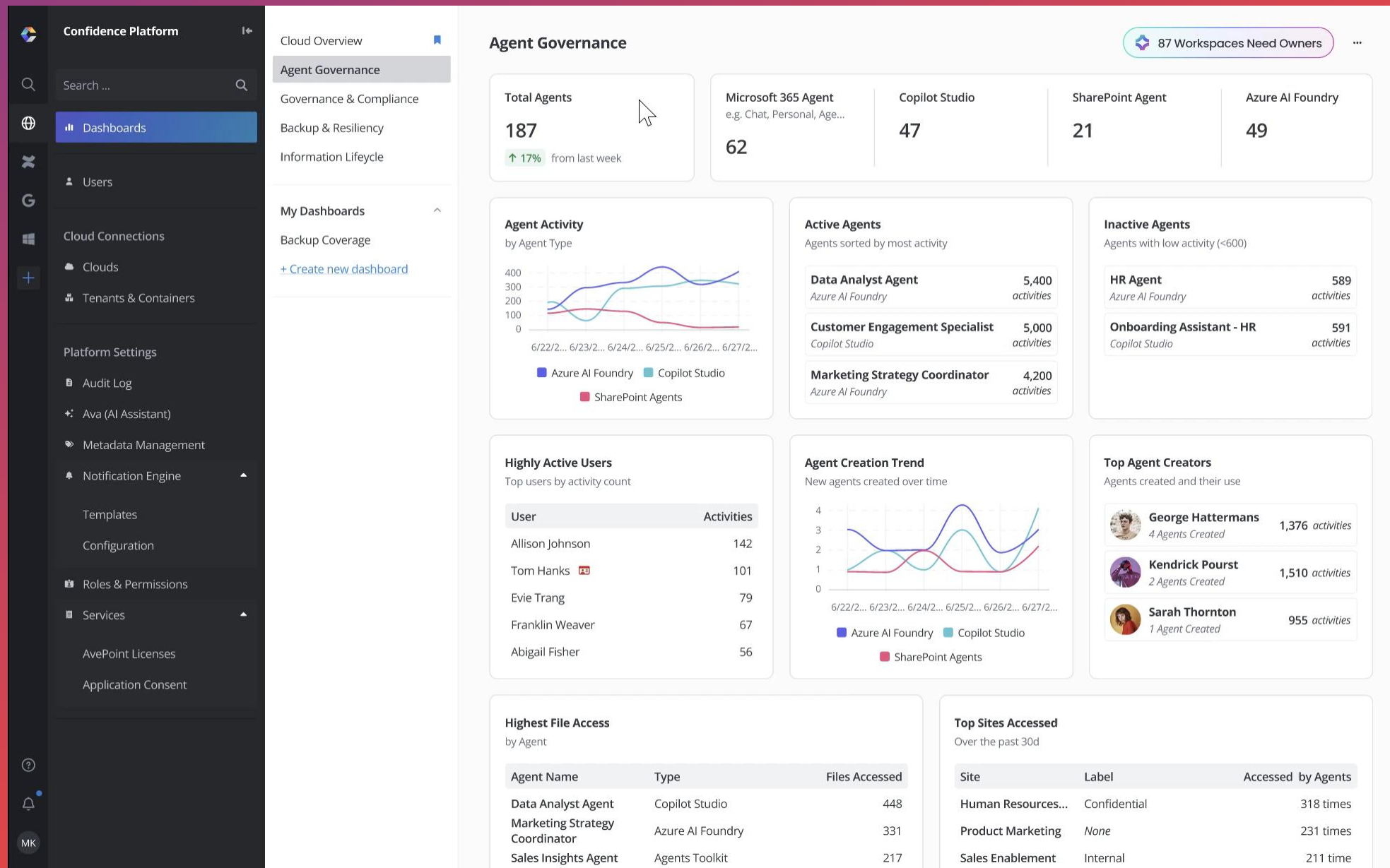


Automated Ownership Identification

One capability. Multiple Use Cases

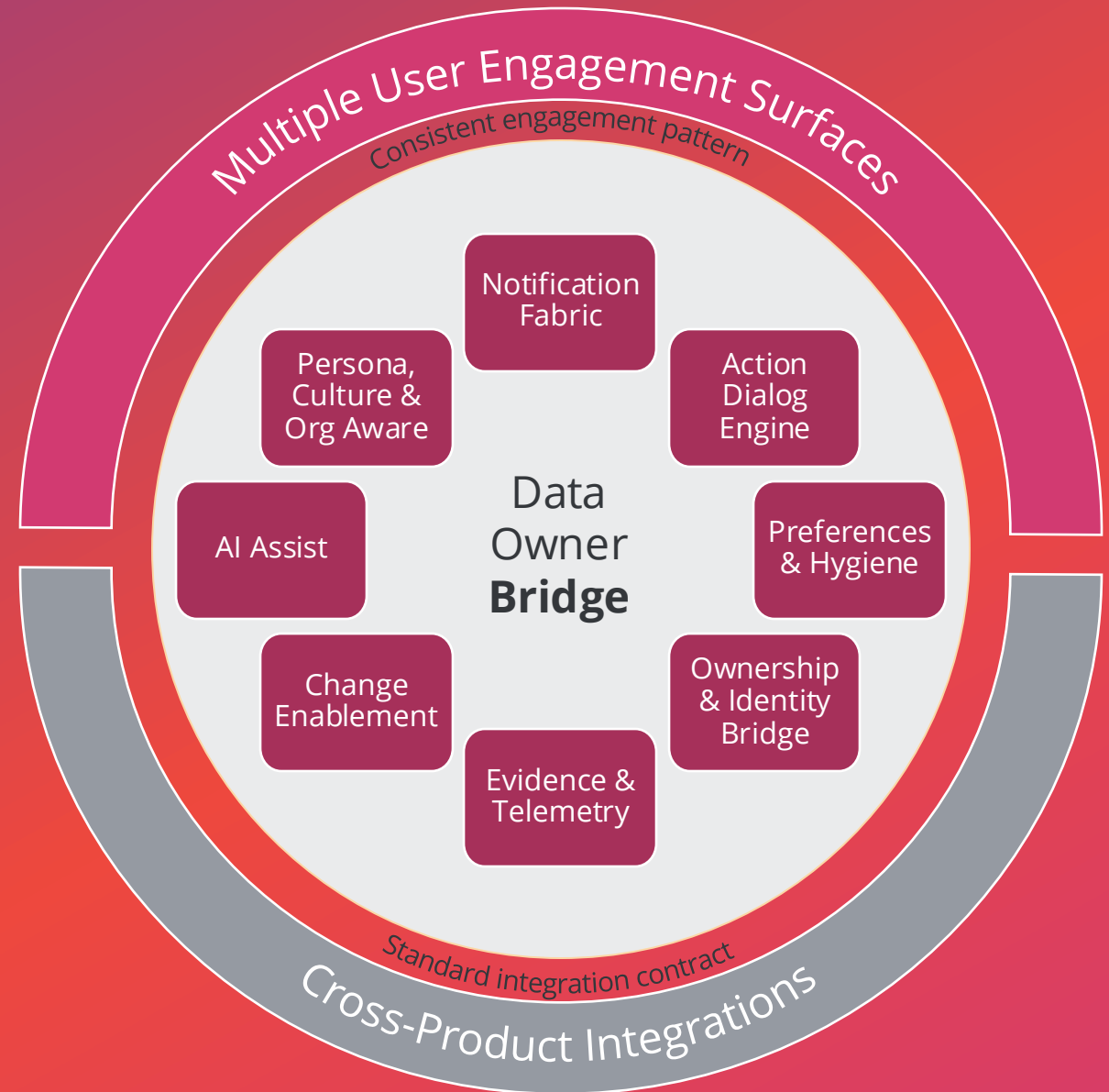


And what might the future look like?

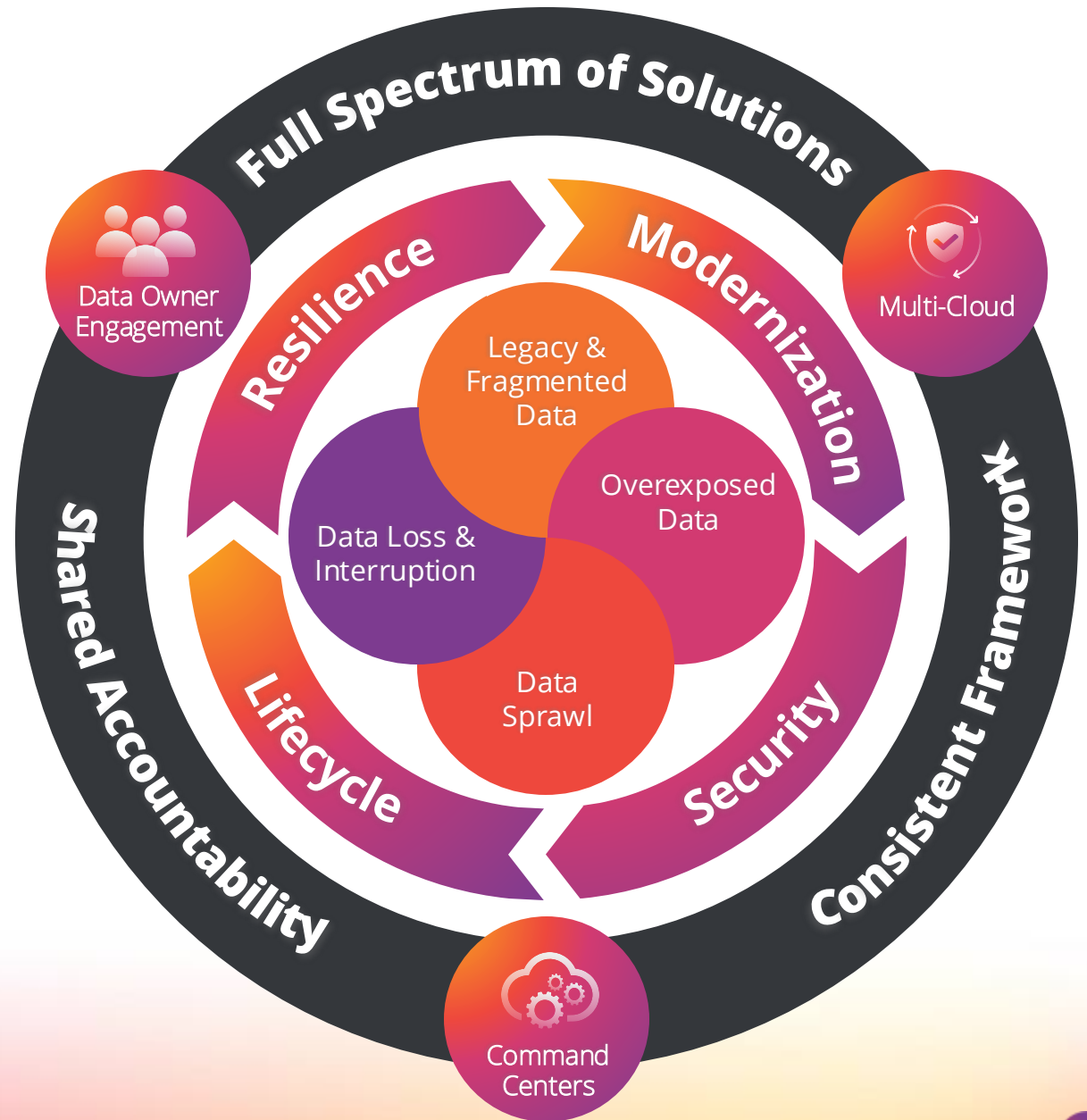


Multi-Surface, Cross-Product Data Owner Engagement

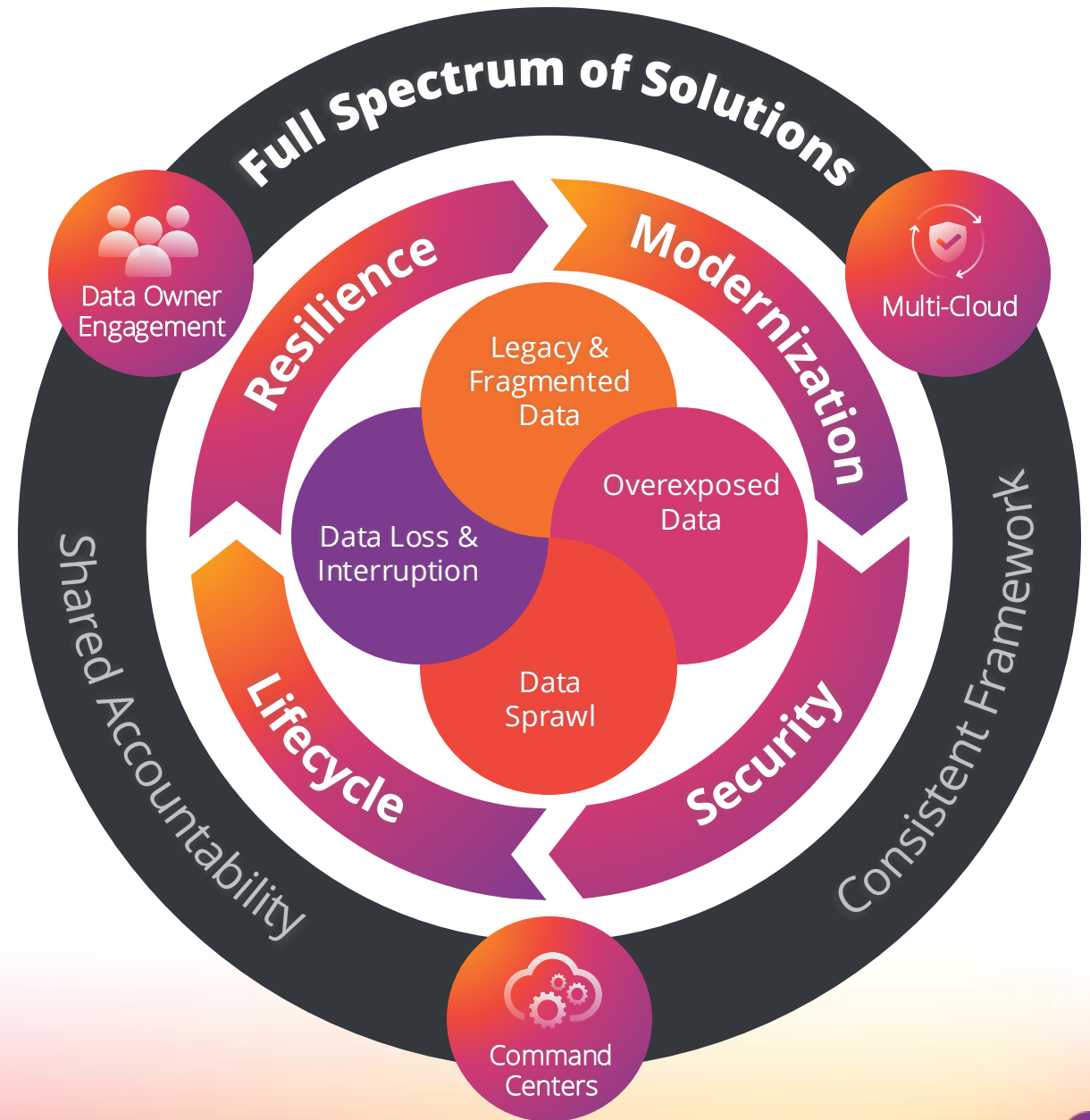
Reaching across the last mile
To engage the data owner
With simplicity and consistency
Across products and surfaces



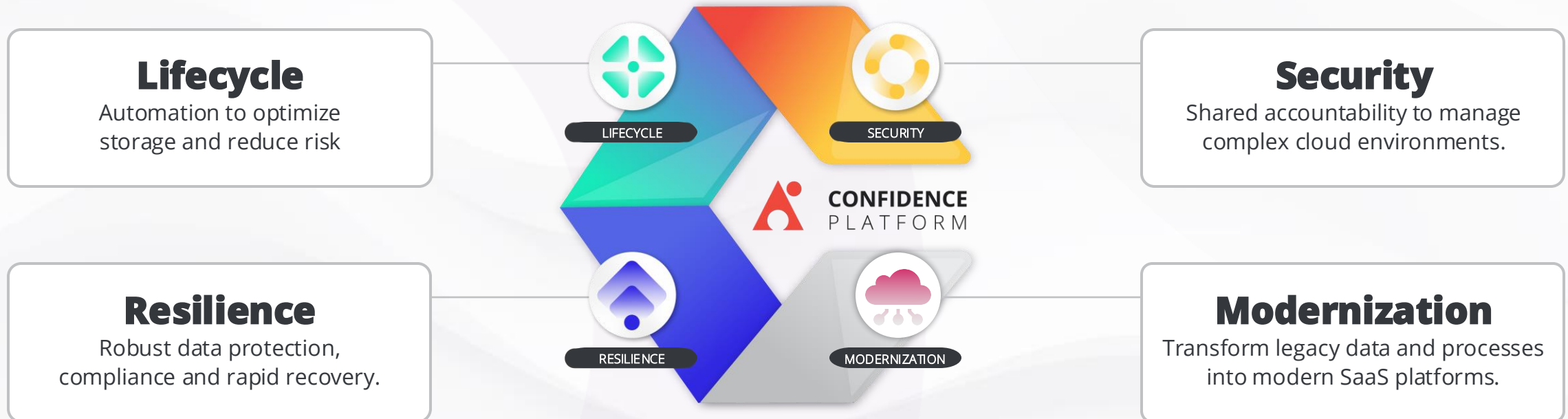
The power of the “Confidence Platform”



The power of the “Confidence Platform”



A “Full Spectrum” Solution for your Digital Workplace Services

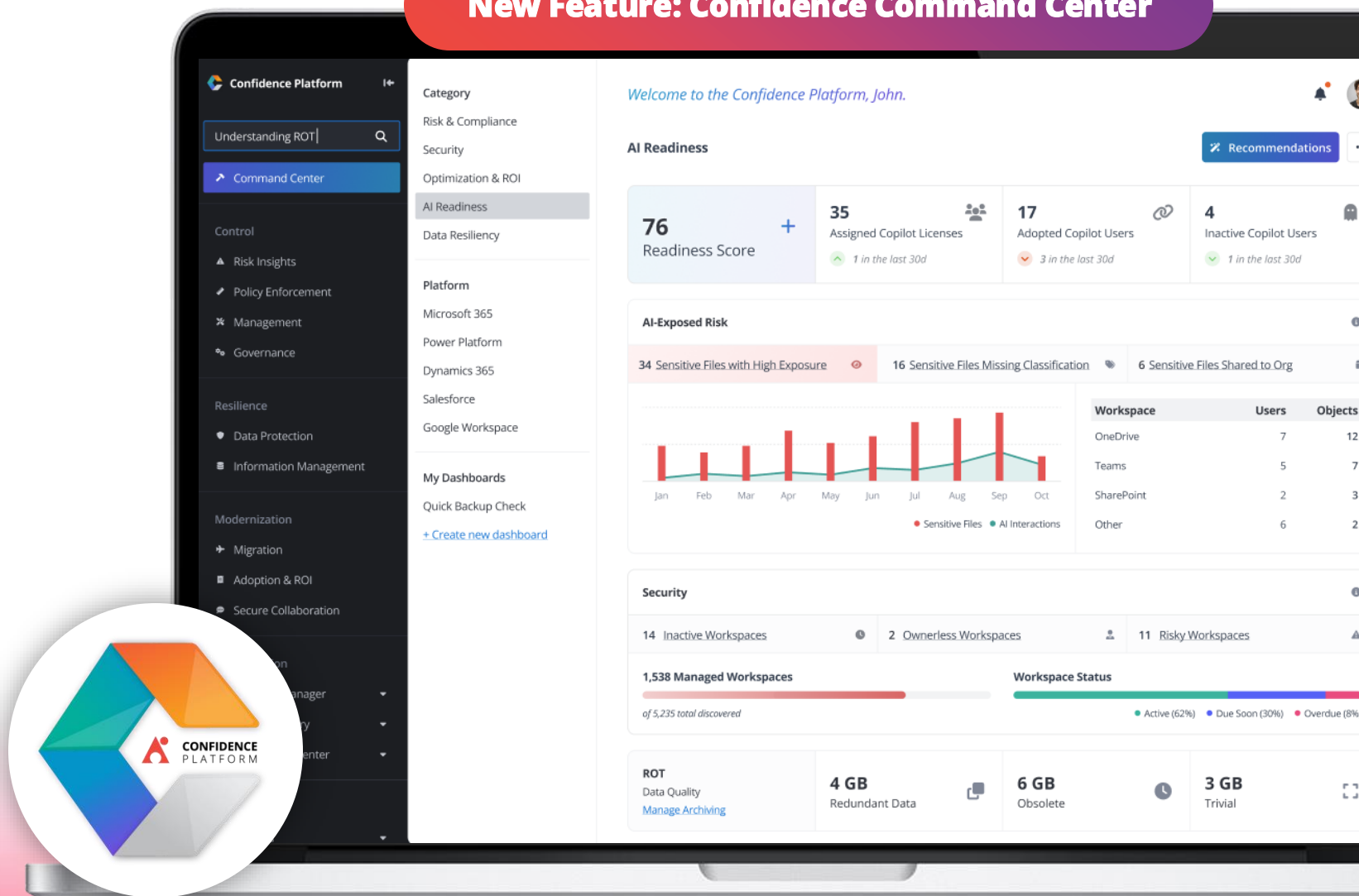


Confidence Command Centers

Confidence Command Center helps you see it all through a single pane of glass

- ✓ See progress in critical areas like AI readiness, Risk and Resilience, Regulatory Compliance and more
- ✓ Clearly identify outstanding issues
- ✓ Recommendations for corrective action to take in the Confidence Platform

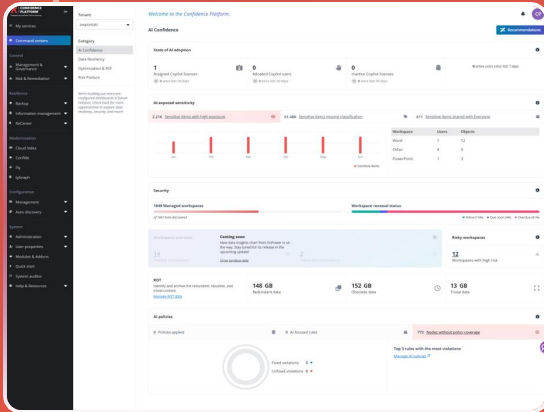
New Feature: Confidence Command Center



Command Centers: More Visibility, More Actionable Insights

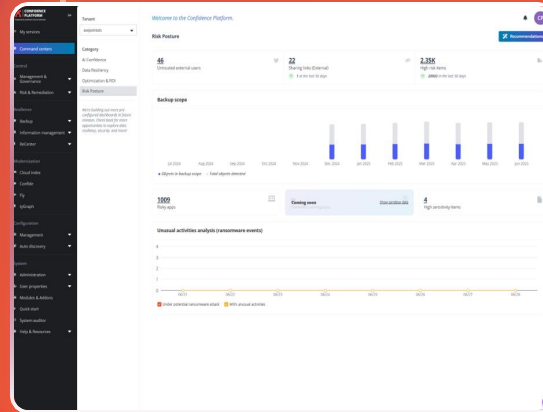
AI Confidence

Validate data is AI-ready and spotlight user trends



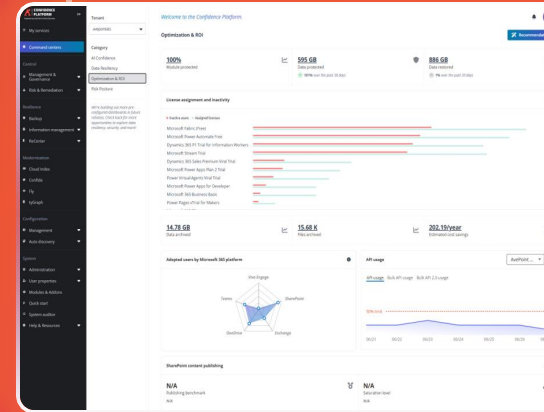
Risk Posture

Review DSPM and flag ransomware activity on your storage scope



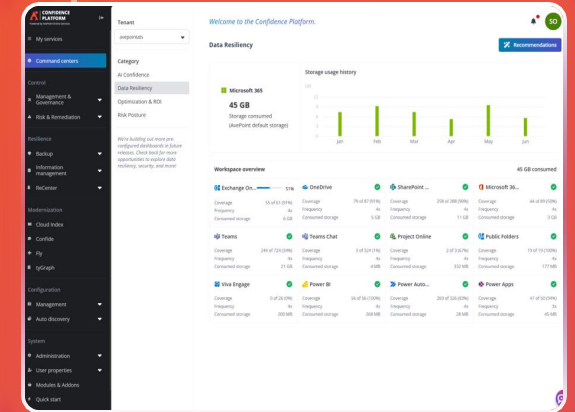
Optimization & ROI

Find cost savings with insights on license utilization, data archiving, API usage and more

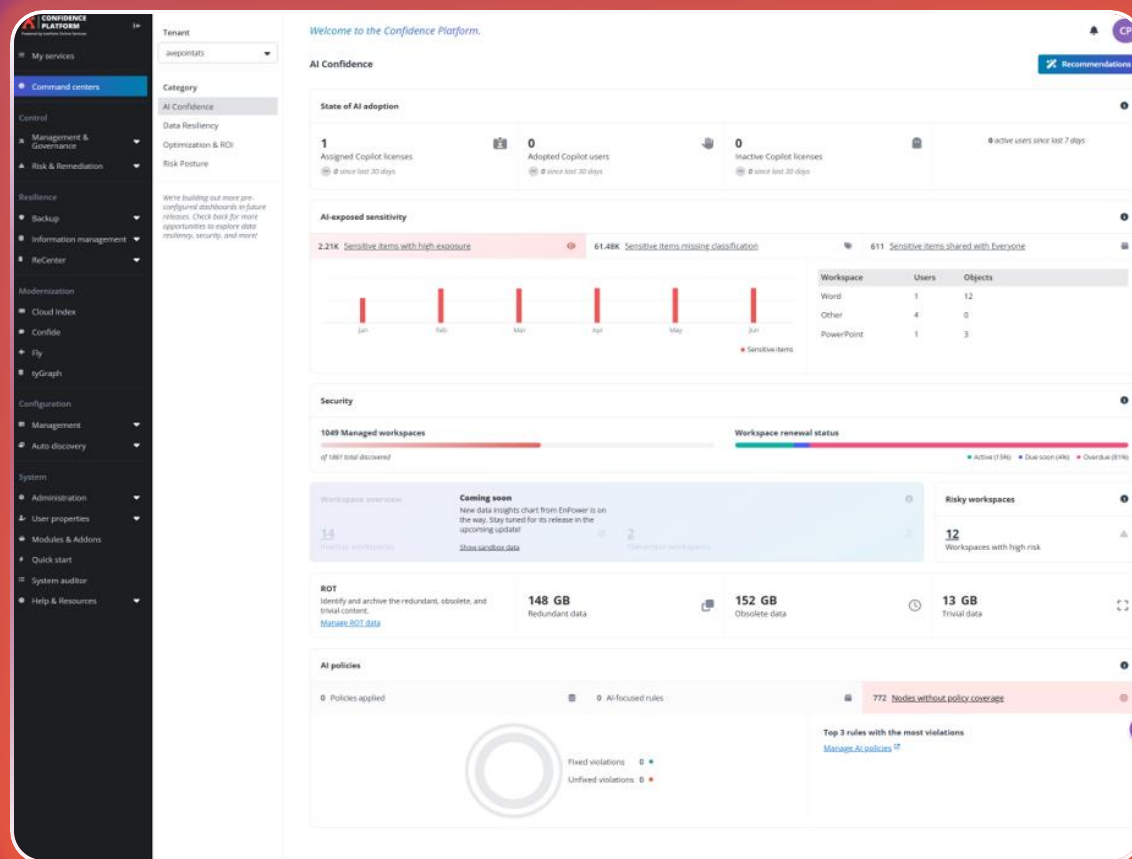


Data Resiliency

Overview your full backup scope and storage history



More Visibility, More Actionable Insights

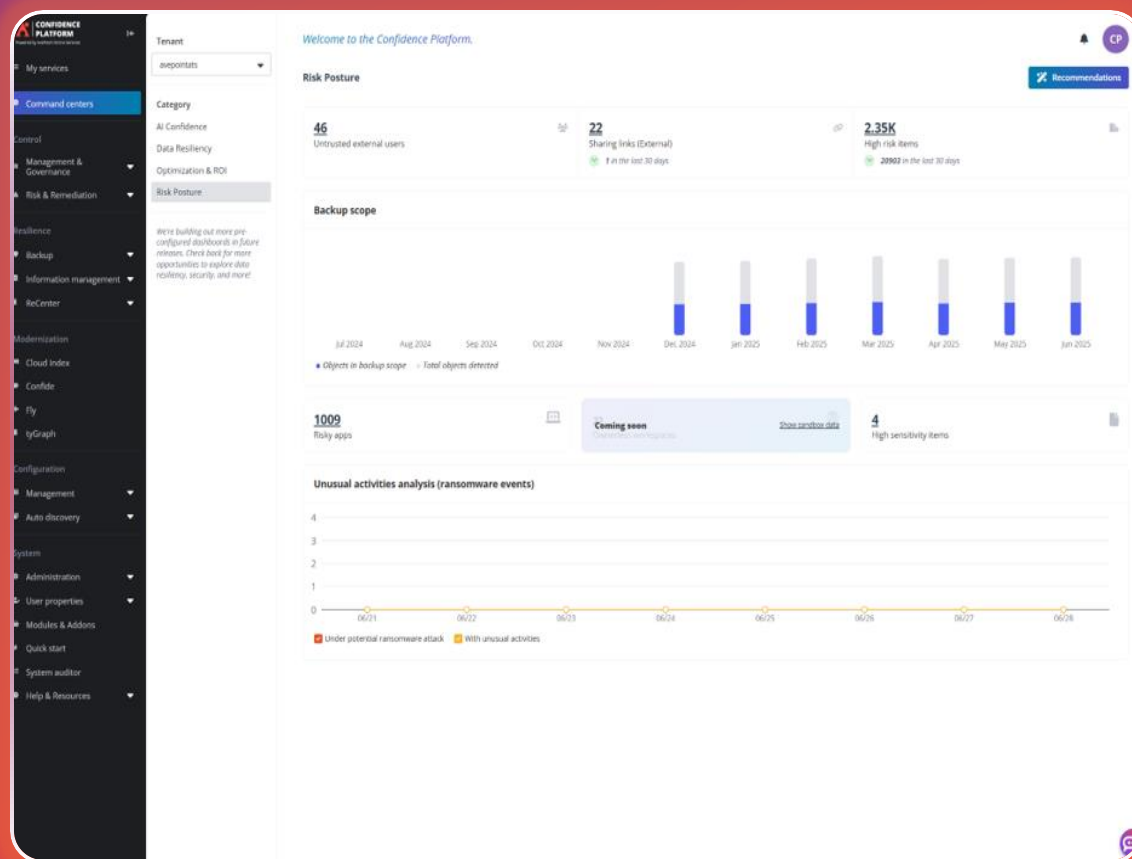


AI Confidence

Validate data is AI-ready
and spotlight user trends



More Visibility, More Actionable Insights



Risk Posture

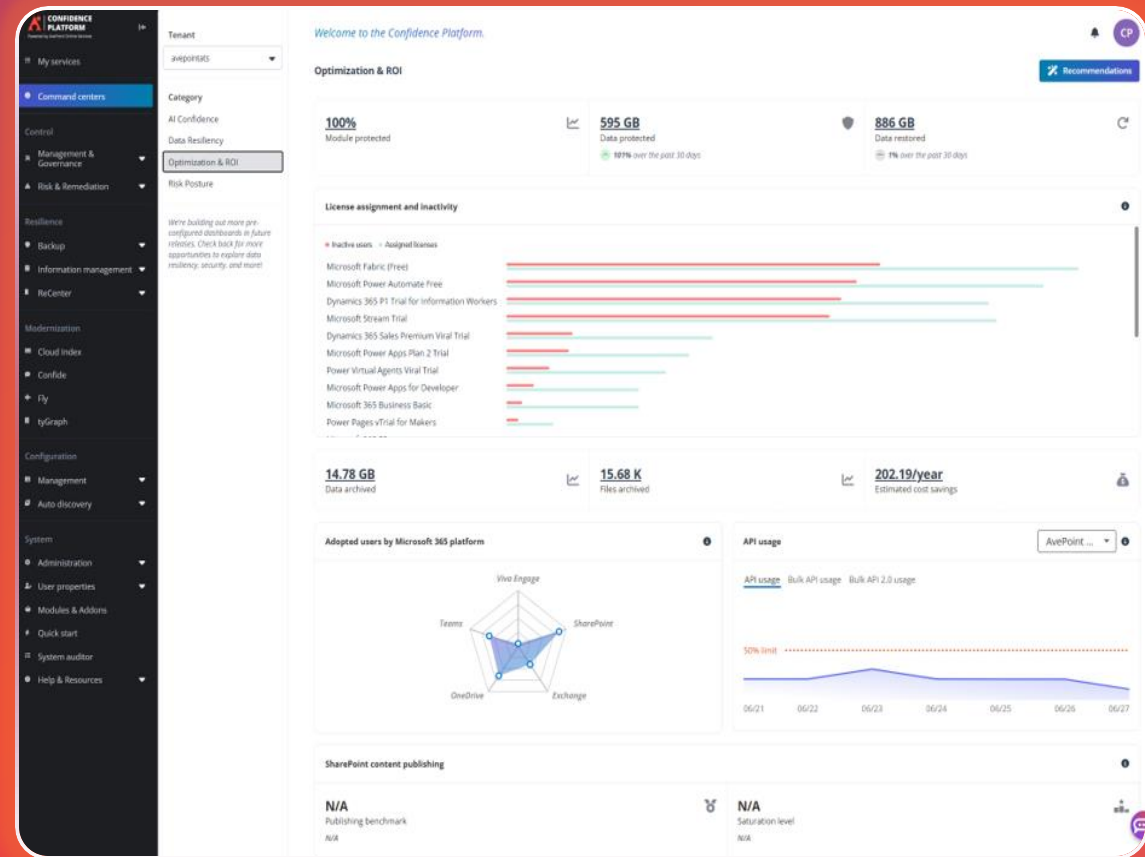
Review DSPM and flag
ransomware activity on
your storage scope

More Visibility, More Actionable Insights



Optimization & ROI

Find cost savings with insights
on license utilization, data
archiving, API usage and more

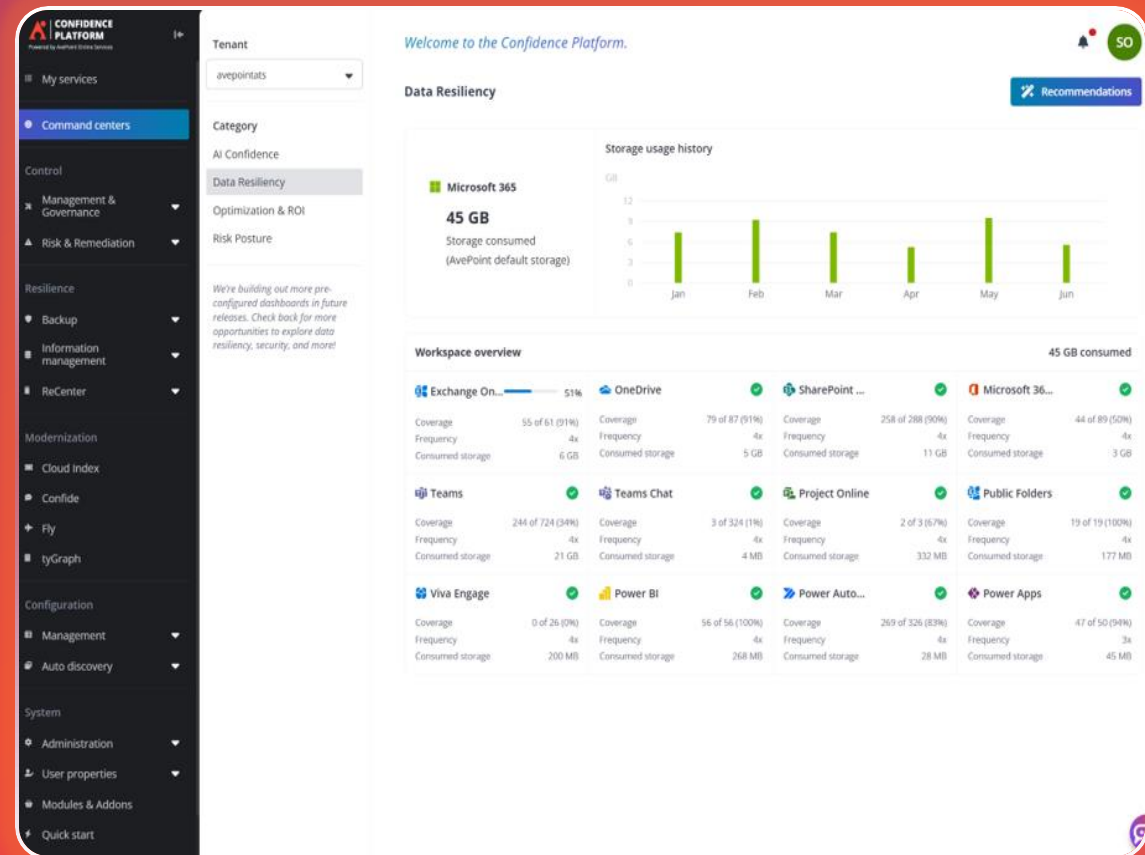


More Visibility, More Actionable Insights

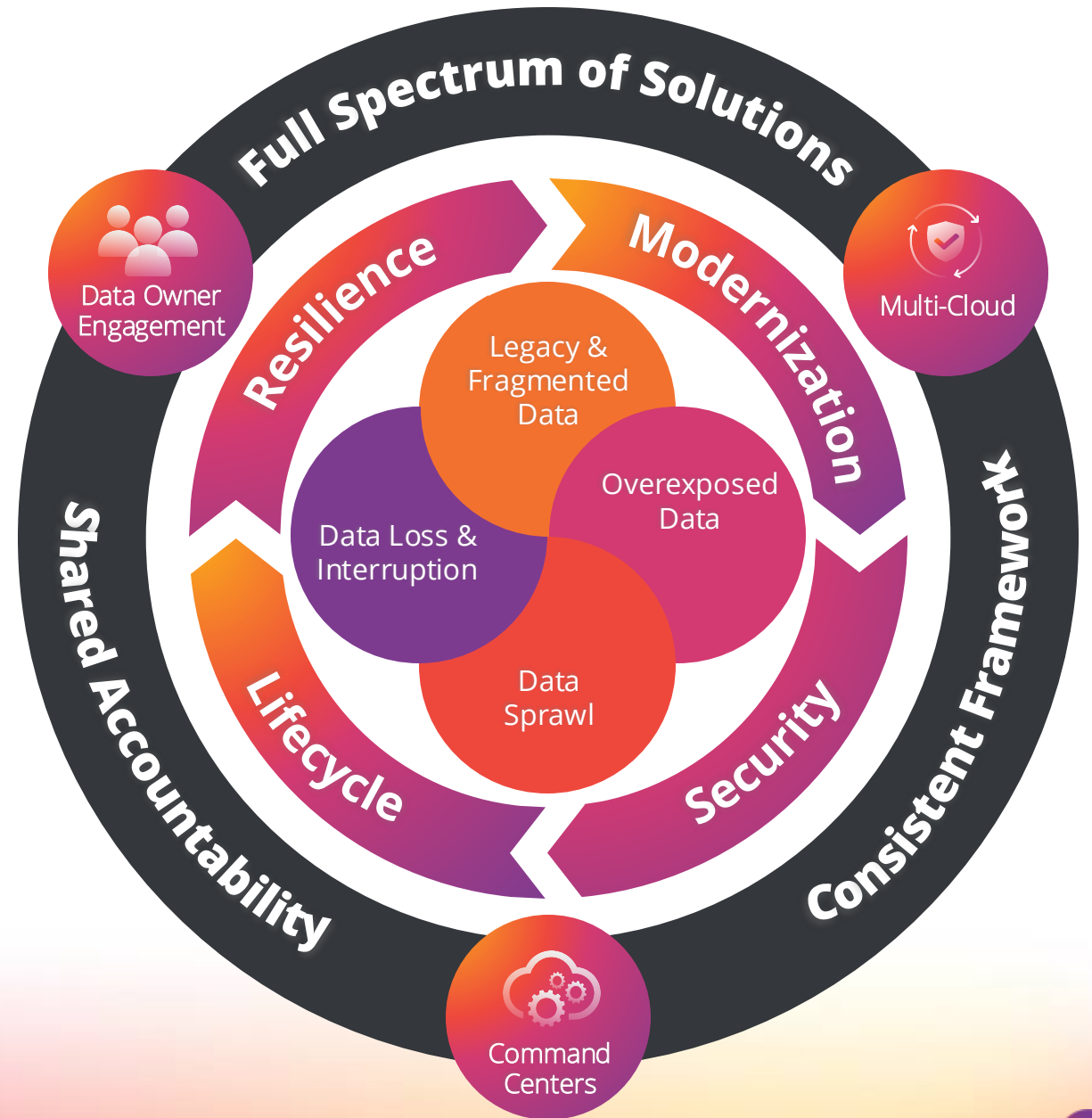


Data Resiliency

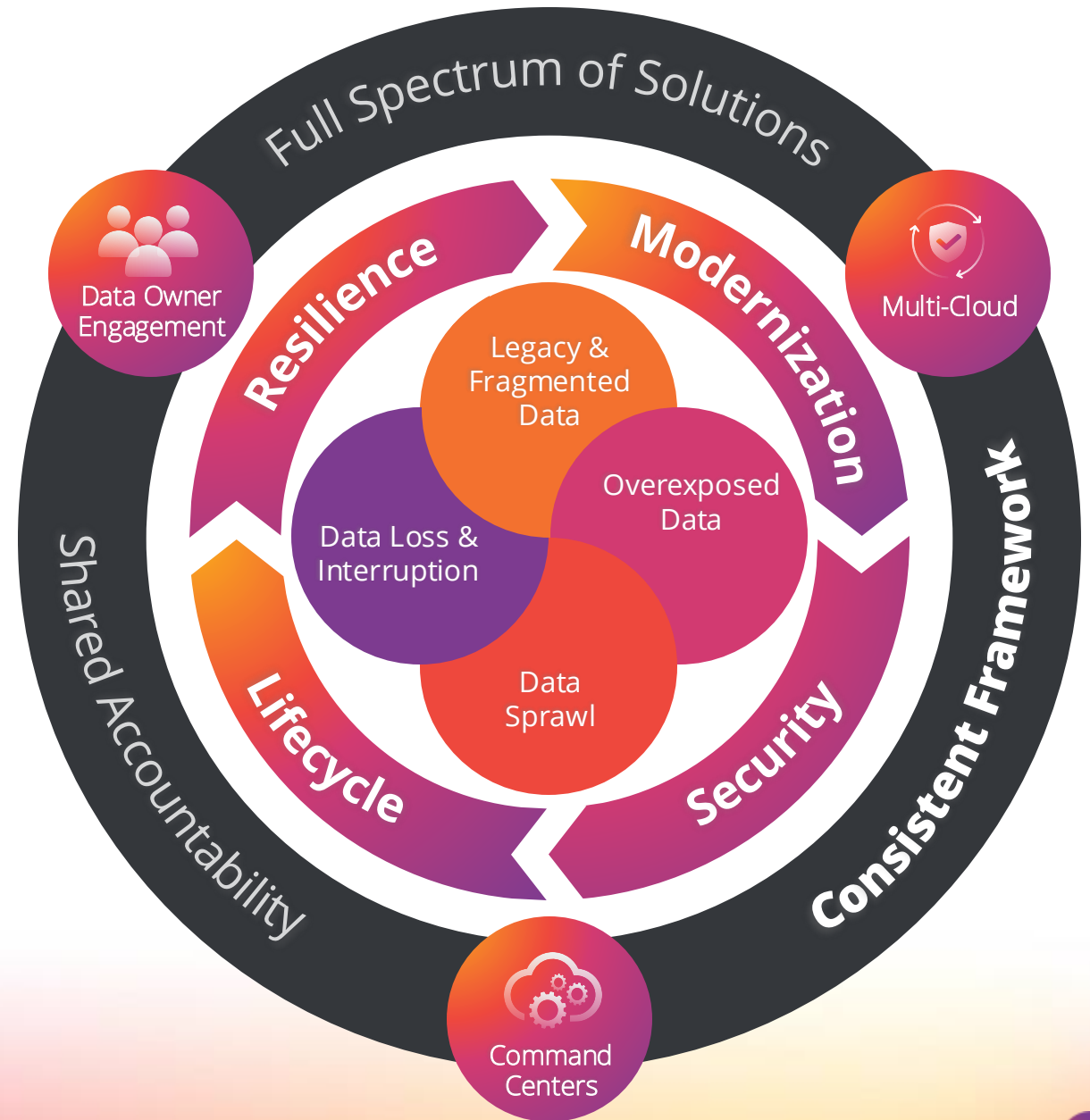
Overview your full backup
scope and storage history



The power of the “Confidence Platform”



The power of the “Confidence Platform”



It's time for a holistic approach to managing the digital workplace



Example: Single governance framework brings cost-savings, efficiency, *and* consistency



With Control Plus



With current tools

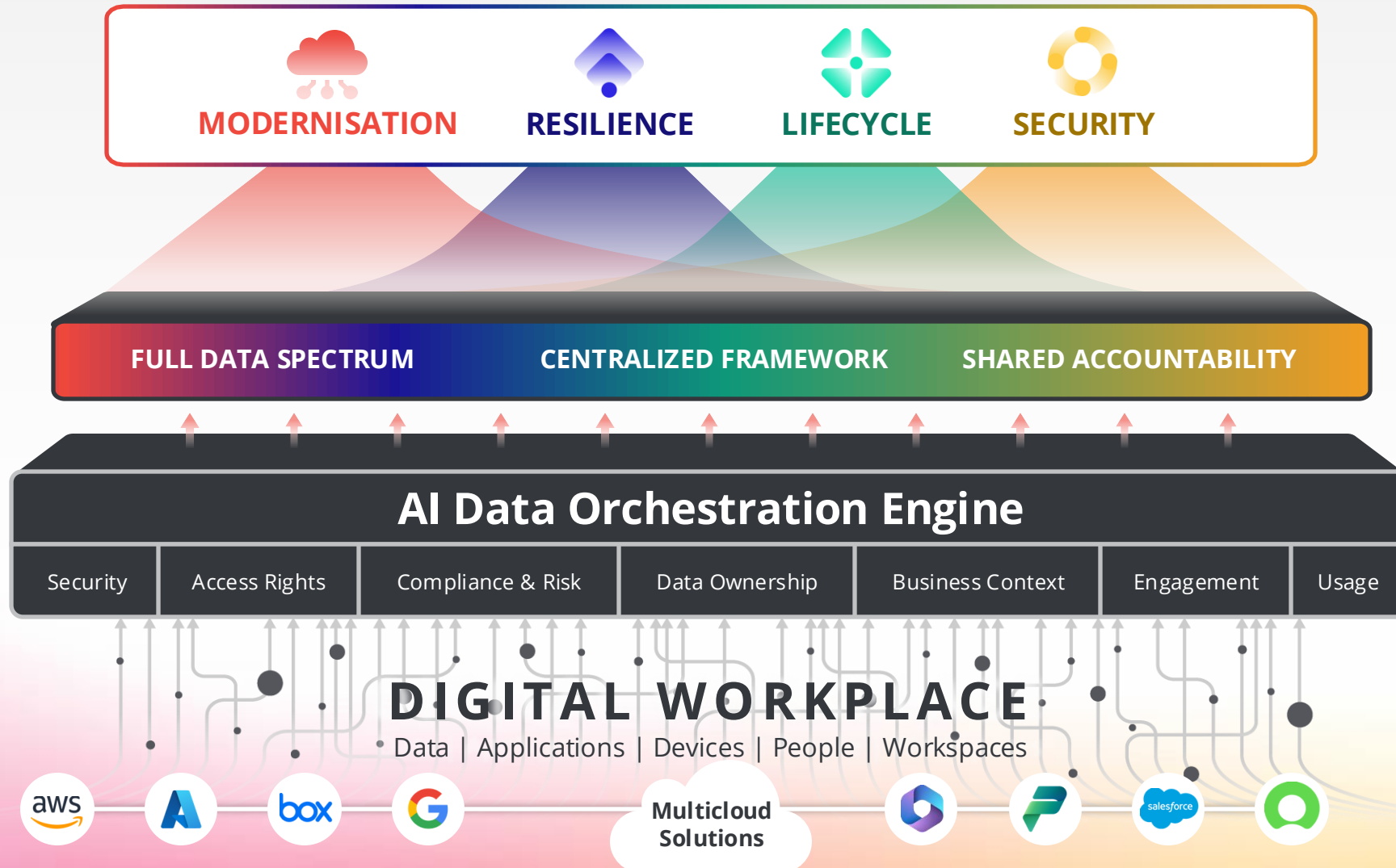
AvePoint's "Control" Plane			
OWNERSHIP <ul style="list-style-type: none">• Identify owners• Enforce shared accountability• Mover/leaver resilient	INVENTORY <ul style="list-style-type: none">• Self-updating• Bureau and Office delegation• Agency-specific metadata/context	ACCESS GOVERNANCE <ul style="list-style-type: none">• Permission reporting• Risk identification and mitigation• Automated policy enforcement and access reviews	LIFECYCLE <ul style="list-style-type: none">• Automated self-service provisioning with guardrails• Measure adoption, ROI, business relevance• Transparent and defensible retention, deletion, and archiving



A “Full Spectrum” Solution for your Digital Workplace Services



The power of the platform



What's New?

Data Migration and Modernization



“

More than 60% of data migration projects run over time or budget due to poor planning or unforeseen complexity

”

Pre-Migration Planning Made Simple

Helps teams estimate migration time to plan and align better.

- Predicts migration timelines based on project inputs and scope
- Equips stakeholders with realistic expectations before kickoff
- Reduces planning errors that lead to overrun and delay



Stay on Track with Migration

The new Migration Completion Calculator Tracks progress in real time to flag risks early and avoid surprises.

- Tracks whether your migration will complete before the cutover date
- Builds confidence and transparency across migration stakeholders

New Feature: Migration Completion Calculator

The screenshot displays the AvePoint FLY Migration Completion Calculator interface. The left sidebar shows the navigation menu with options: Dashboard, Tenant discovery, Projects, Report center (selected), Subscription report, Download center, Aviator, and Settings. The main content area is titled 'Report center > Migration report'. It features a search bar, a 'New' button, and a 'Report center > Migration report' breadcrumb. Below this, there are filters for 'Source tenant' (Gotham), 'Destination tenant' (DC Universe), and 'Date' (04/02/2024 - 04/08/2024). A button 'Is my migration on schedule?' is also present. The 'Migration overview' tab is active, showing a summary of migration progress: 4 Error codes, 5 Error, 4 Exception, 6 Mappings, 1 Workspaces, and 3 Projects. The 'Error reporting' tab is also visible. The 'All errors' section shows a list of error codes: Ex-IncorrectGroupOwner (3), CO-NotMatchMipLabel (2), SP-UnknownWarning (2), and CO-UserOrGroupNotFound (2). The 'EX-IncorrectGroupOwner' error is expanded, showing a table of objects with columns: Object, Name, Type, and Comment. The table lists three entries, all with a red 'X' in the comment column, indicating that the source user/group does not exist.

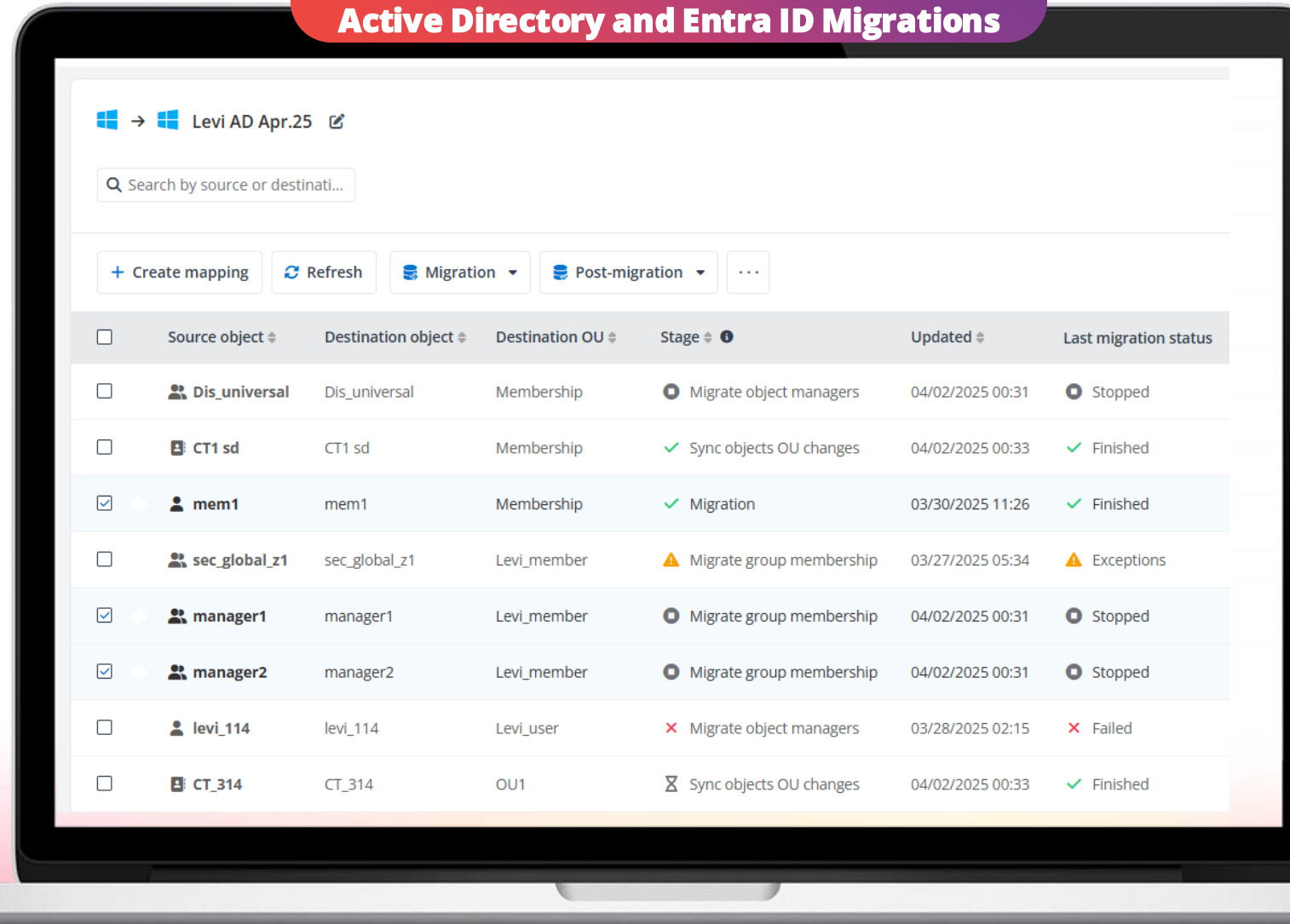
Object	Name	Type	Comment
Permissions\sadie@r0...	sadie@r0d1.onmicrosof...	Full Access permission	✗ The source user/group does not exist, c
Permissions\sadie@r0...	usersp1@r0d1.onmicro...	Send on Behalf permissi...	✗ The source user/group does not exist, c
Permissions\sadie@r0...	sadi1@r0d1.onmicrosof...	Send on Behalf permissi...	✗ The source user/group does not exist, c

Migrate Identity with Confidence

Simplified identity migration—from hybrid to cloud.

- Supports local/hybrid-to-local/hybrid, and Entra ID-to-Entra ID
- Support for migrating:
 - Users
 - Groups
 - Contacts

New Feature: Active Directory and Entra ID Migrations



The screenshot displays the Microsoft Entra ID Migration tool interface. At the top, it shows the Windows logo, a right arrow, and the text 'Levi AD Apr.25'. Below this is a search bar labeled 'Search by source or destination...'. A toolbar contains buttons for '+ Create mapping', 'Refresh', 'Migration' (with a dropdown arrow), 'Post-migration' (with a dropdown arrow), and a three-dot menu. The main area is a table with columns: 'Source object', 'Destination object', 'Destination OU', 'Stage', 'Updated', and 'Last migration status'. The table lists several migration tasks, including 'Dis_universal', 'CT1 sd', 'mem1', 'sec_global_z1', 'manager1', 'manager2', 'levi_114', and 'CT_314'. Each row shows the source and destination objects, the destination OU, the stage of migration, the last updated time, and the status of the last migration.

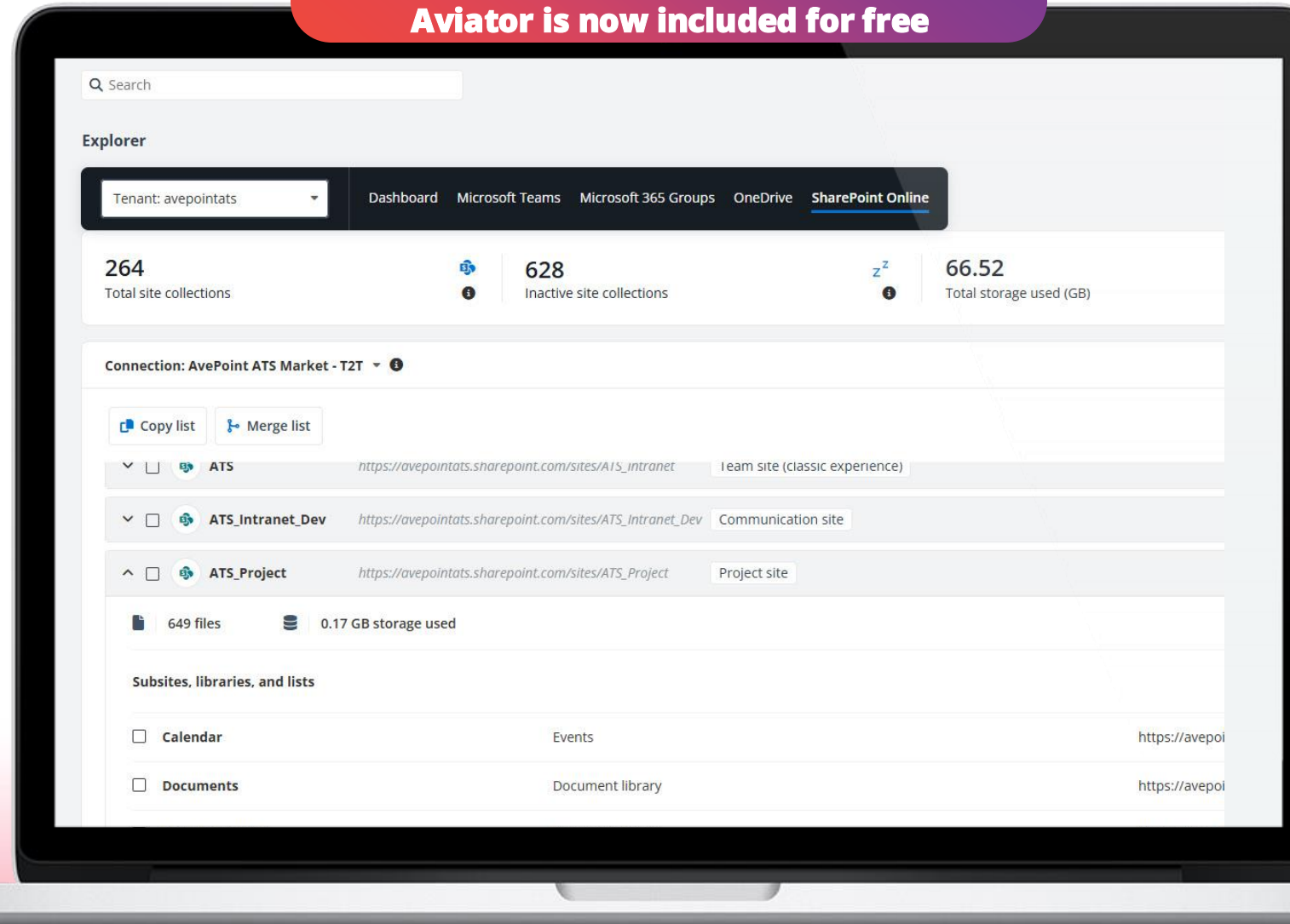
<input type="checkbox"/>	Source object	Destination object	Destination OU	Stage	Updated	Last migration status
<input type="checkbox"/>	Dis_universal	Dis_universal	Membership	Migrate object managers	04/02/2025 00:31	Stopped
<input type="checkbox"/>	CT1 sd	CT1 sd	Membership	Sync objects OU changes	04/02/2025 00:33	Finished
<input checked="" type="checkbox"/>	mem1	mem1	Membership	Migration	03/30/2025 11:26	Finished
<input type="checkbox"/>	sec_global_z1	sec_global_z1	Levi_member	Migrate group membership	03/27/2025 05:34	Exceptions
<input checked="" type="checkbox"/>	manager1	manager1	Levi_member	Migrate group membership	04/02/2025 00:31	Stopped
<input checked="" type="checkbox"/>	manager2	manager2	Levi_member	Migrate group membership	04/02/2025 00:31	Stopped
<input type="checkbox"/>	levi_114	levi_114	Levi_user	Migrate object managers	03/28/2025 02:15	Failed
<input type="checkbox"/>	CT_314	CT_314	OU1	Sync objects OU changes	04/02/2025 00:33	Finished

Post-Migration Optimization

Streamline, restructure, and govern content after migration to reduce sprawl and boost long-term efficiency.

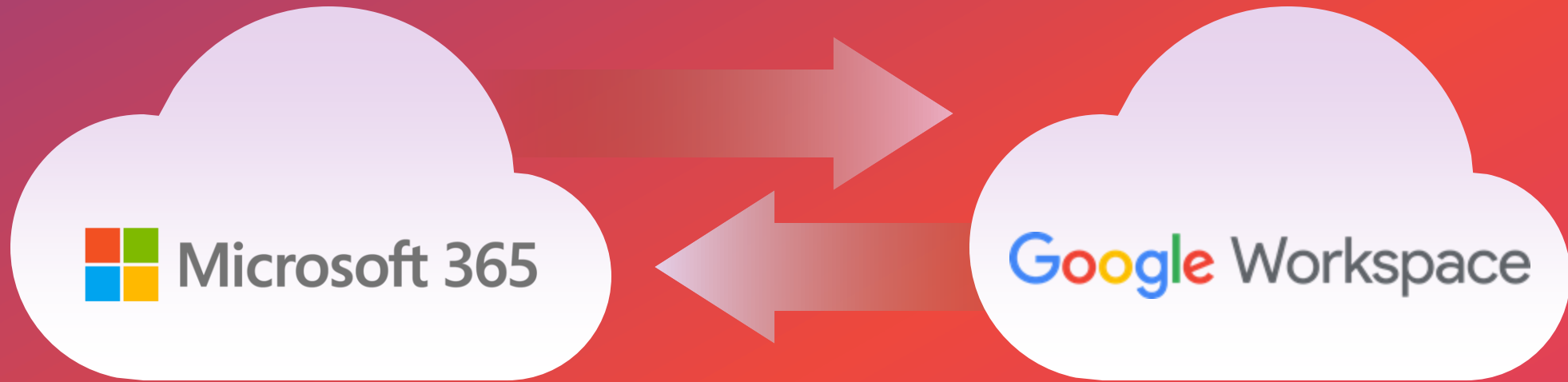
- Streamlines post-migration issues with granular access down to the file level
- Your Swiss Army knife for ongoing content management and restructuring needs
- Bundled **free** with Fly for seamless, end-to-end migration value

New Offer:
Aviator is now included for free



Migration Across Clouds

Move data where your business needs it



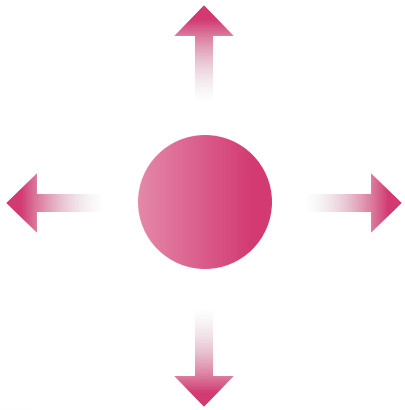
What's New?

Securing & Governing Data, Collaboration, and Agents



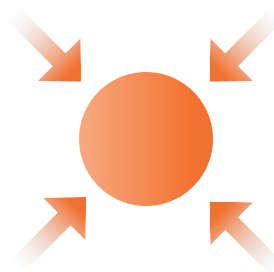
AvePoint Innovates for an Era of Strategic Security

Security needs have evolved in our years in business. AvePoint has delivered continuous innovation to help our customers meet new challenges every step of the way



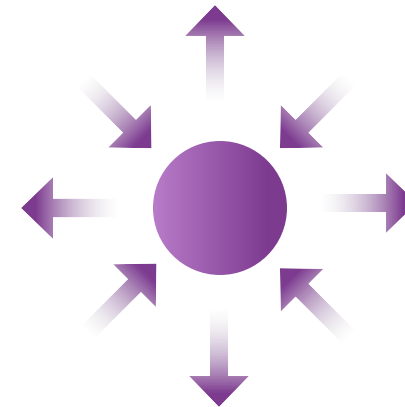
REACTIVE SECURITY

Companies react to legislation like SOX, CMMC, IRAP, and HIPAA requiring data back-ups and protection



PROACTIVE SECURITY

Companies implement proactive security measures to protect cloud environments as cybercrime becomes big business that cost the global economy more than \$10 trillion



STRATEGIC SECURITY

IT and InfoSec professionals take the lead as their companies seek to implement strategic security measures to help securely and effectively unlock the potential of AI

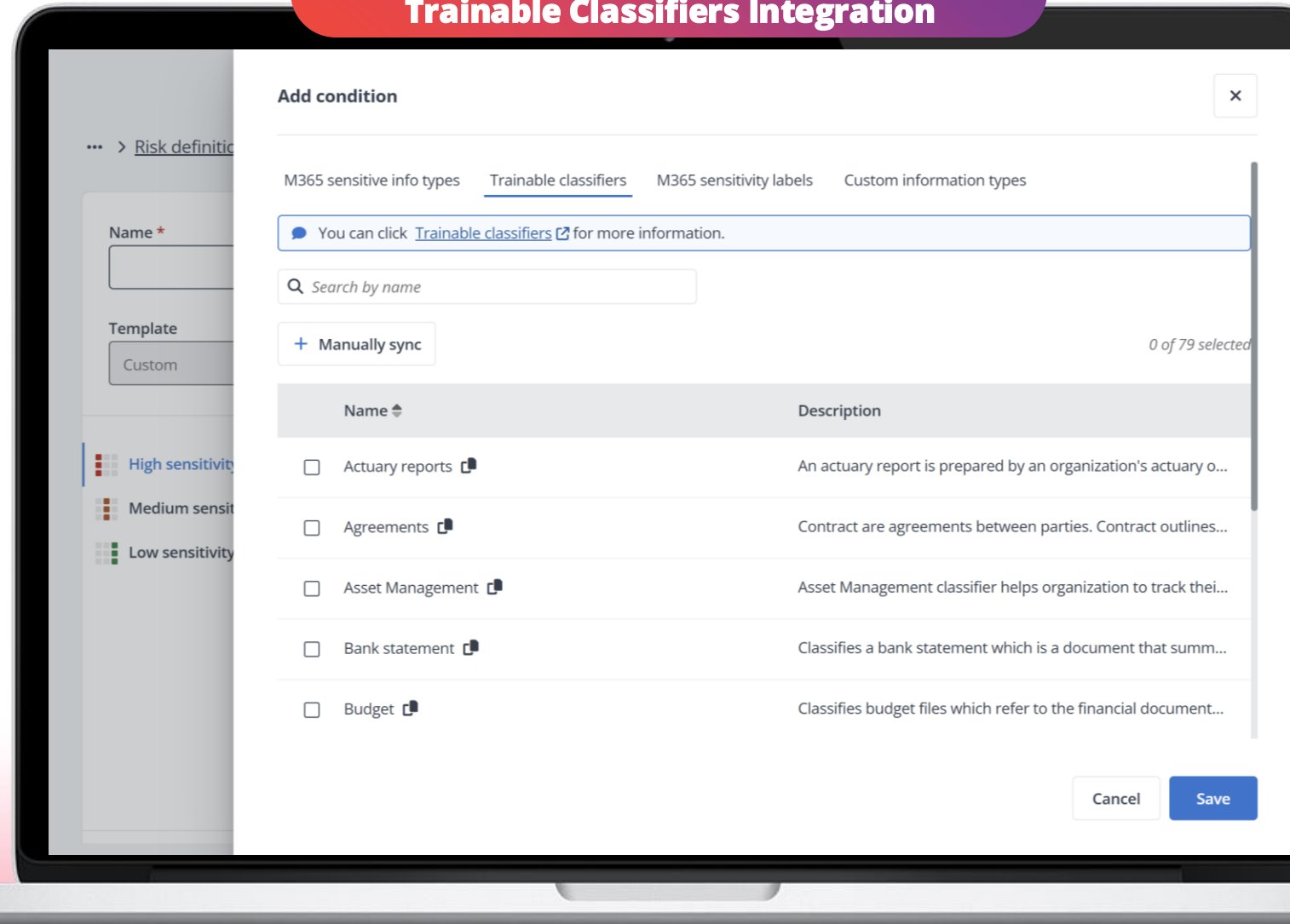


Smarter Risk Insights with AI

Improves accuracy and reduces false positives using Microsoft's Trainable Classifiers in AvePoint Insights.

- Reduces false positives in sensitivity assessments using machine learning
- Offers flexibility to combine SITs, classifiers, or both for risk profiles
- Strengthens data governance and compliance with TRiSM alignment

New Feature: Trainable Classifiers Integration



Governance Details in Insights

Leverage critical governance details from Insights reports.

- Filter oversharing reports based on governance owner
- Leverage Cloud Governance metadata to associate oversharing activity with particular business regions, units, or other context

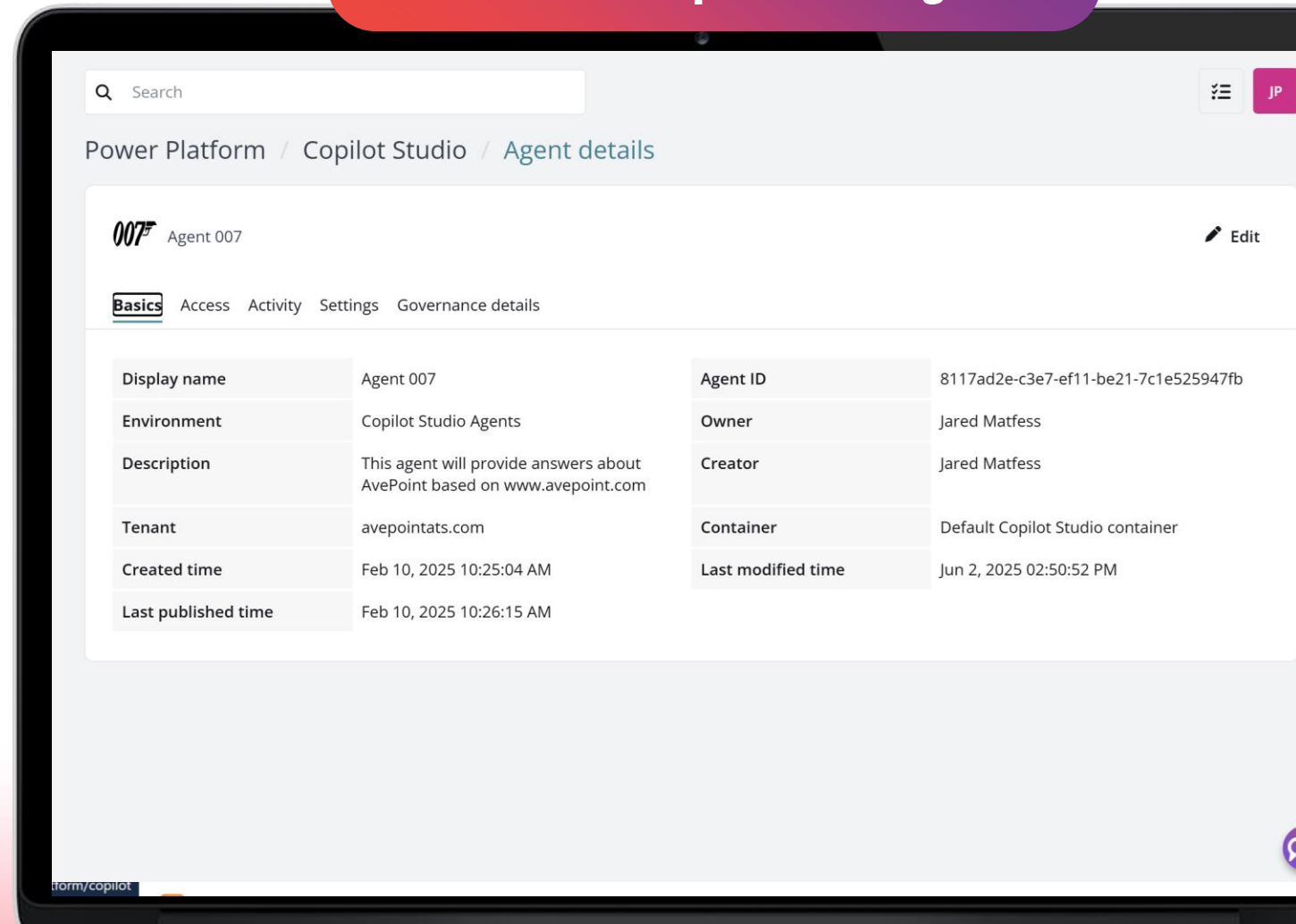
**New Feature:
Insights and Cloud Governance Integration**

Governance for the era of agentic AI

Drive visibility and accountability with custom metadata and business sponsors for agents

- ✓ See who's building custom Copilots, co-owners and endpoints
- ✓ Insight into applied DLP policies and who can apply them
- ✓ Enforce environment-level policies to limit custom Copilots

New Feature: Copilot Studio Agents

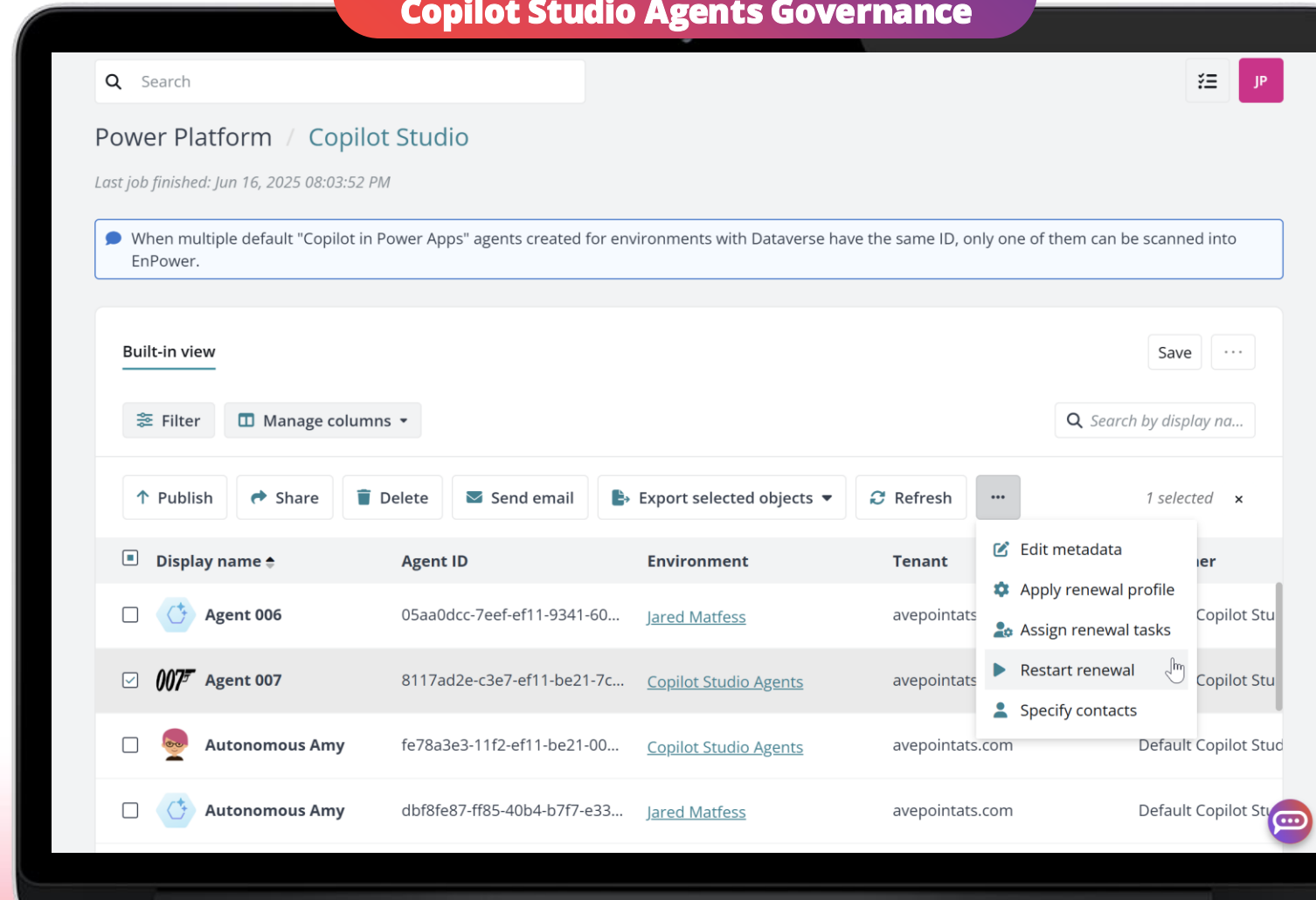


From Agent Sprawl to Strategic Control

Automatically import and renew Copilot agents to stay organized, compliant, and up-to-date.

- Automates agent lifecycle tasks to reduce manual effort and errors
- Ensures agents are always up-to-date with accurate metadata and ownership
- Reinforces governance with scheduled renewals and policy alignment

New Feature: Copilot Studio Agents Governance

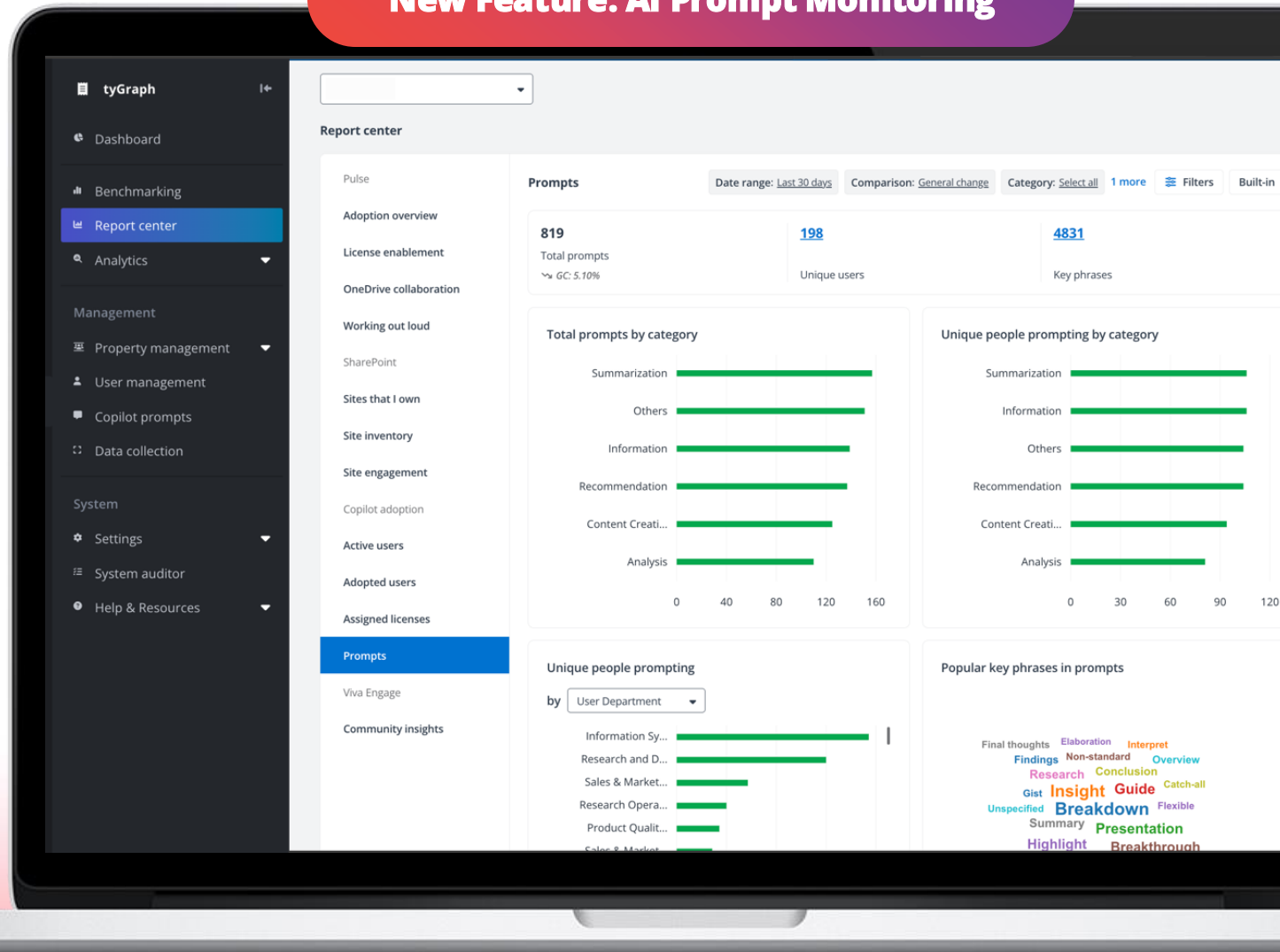


Understand Copilot prompt behavior

See where every part of your organization is at on their Copilot journey

- ✓ Identify successful AI prompters to learn best practices
- ✓ Understand department-level uses cases with prompt analysis
- ✓ Inform a more effective Copilot enablement strategy with proven prompt success

New Feature: AI Prompt Monitoring

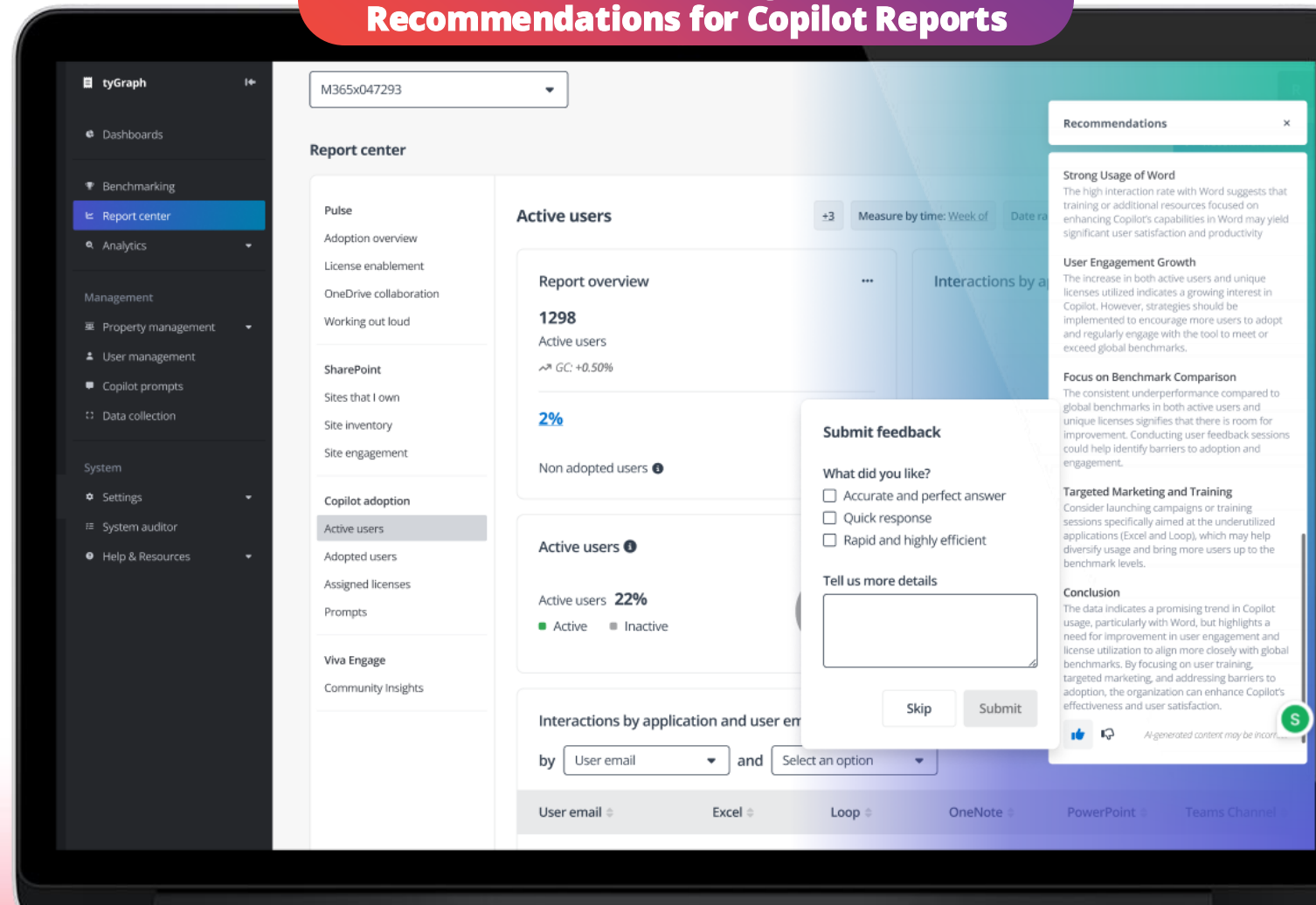


Actionable Narratives in Copilot Reports

Turning complex Copilot reports into plain-language insights and actions with Azure OpenAI.

- Translates dense visualizations into clear, human-readable takeaways
- Highlights prioritized actions to guide next steps instantly
- Reduces reliance on SMEs for interpreting report meaning

New Feature: Insights and Recommendations for Copilot Reports



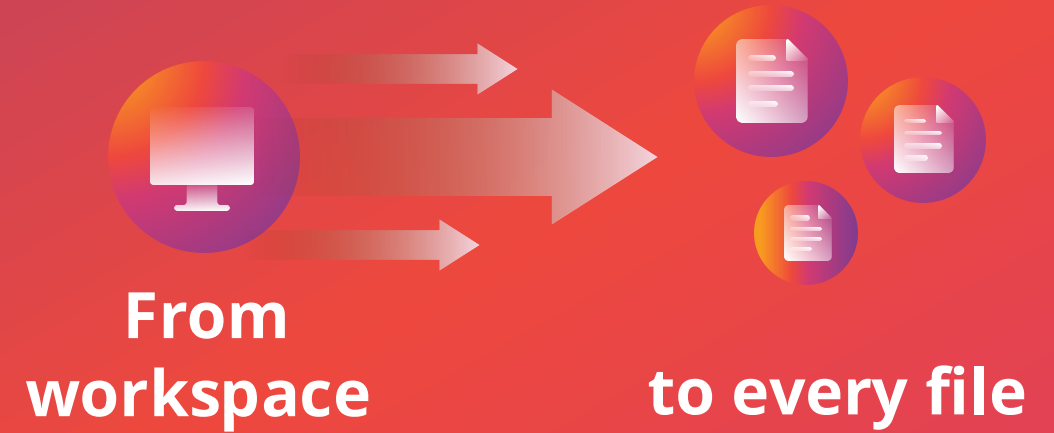
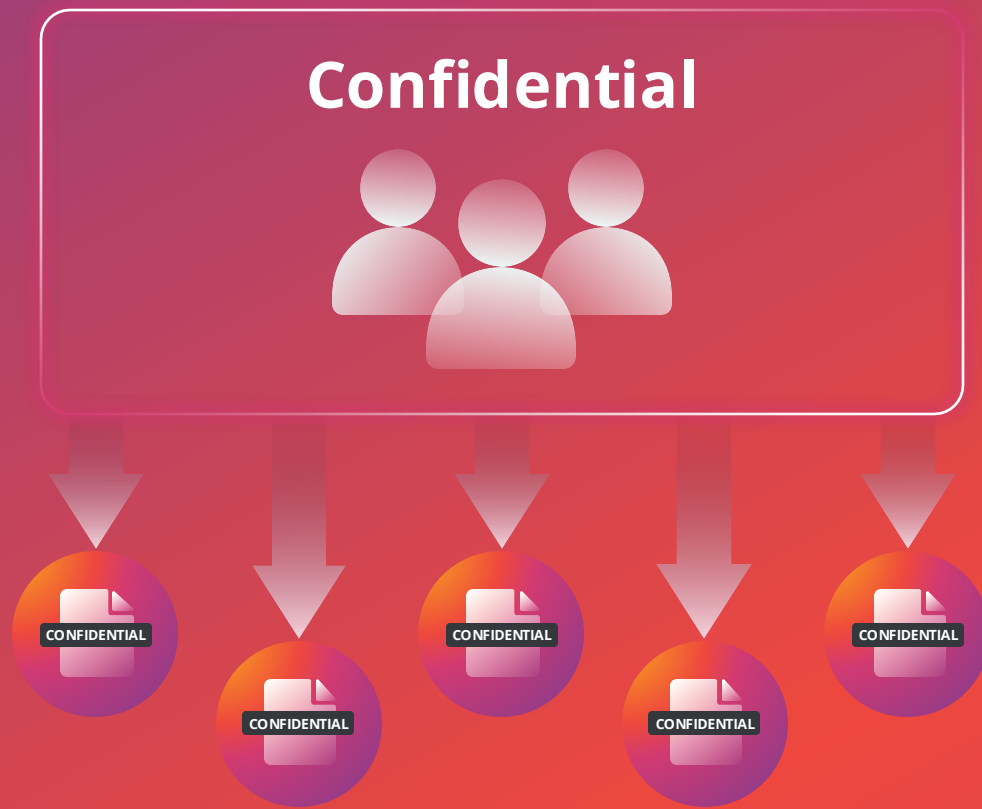
Governance Across Modern & Legacy Workspaces

Meeting customers where they are — Loop and Hybrid Exchange



Proactive protection for regulated data

Sensitivity Labels, Applied by Default



Confidence Platform for



Policy Enforcement

Proactive governance with pre-defined rules and remediation



Delegated Administration

Bulk management of Drives, Users, and Workspace resources



Governance and Lifecycle Management

Enhanced security without compromising collaboration



Business User Application

Making end users per of the solution



What's New?

Data Lifecycle & Optimization





80%

**of collaboration content
is never touched again
90 days after creation.**

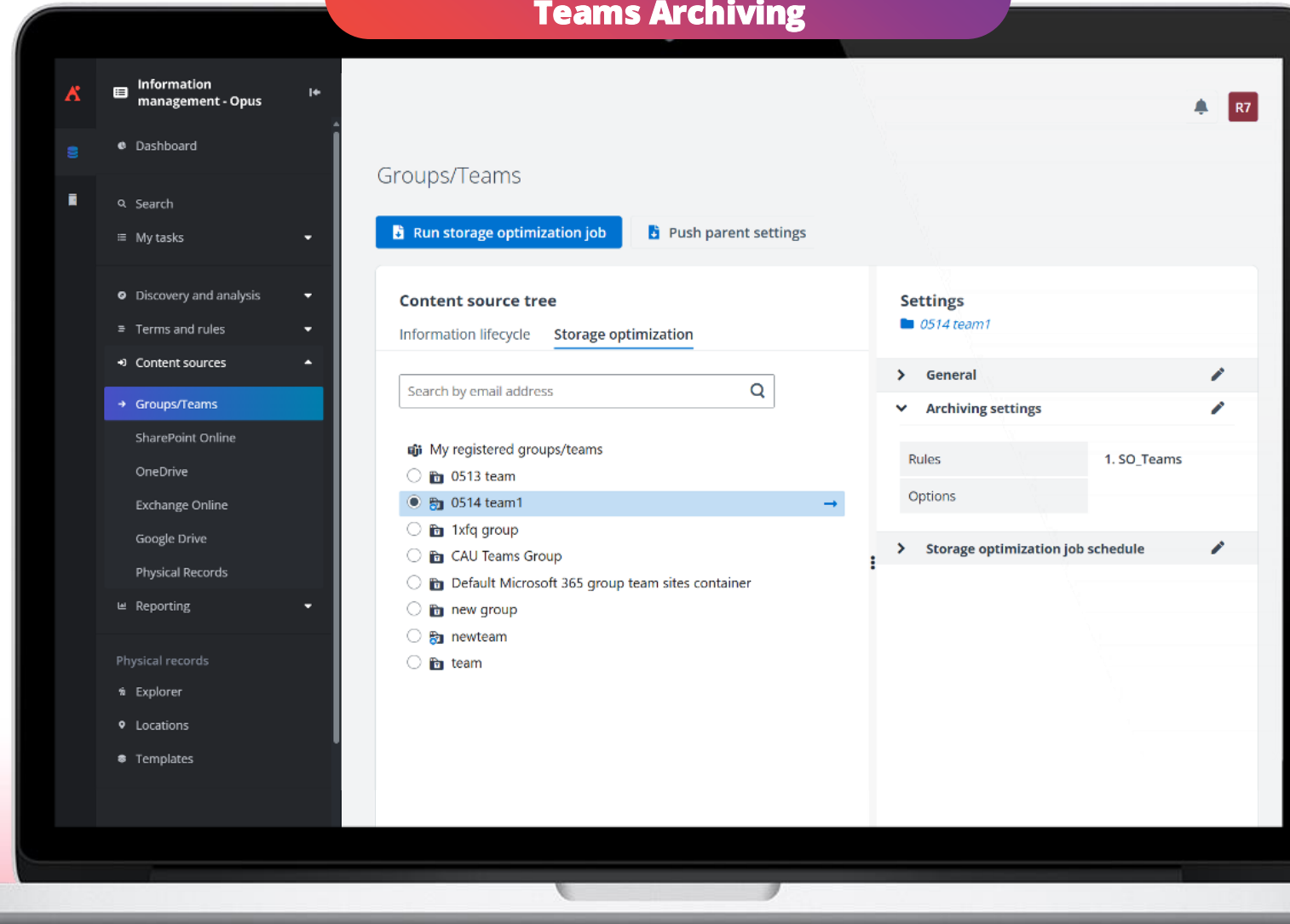
Source: Microsoft

Smart Archiving, Seamless Recovery

Archive entire Teams workspaces with full structure and selectively restore content, conversations, or channels as needed.

- Archives complete Teams groups, including conversations and structure
- Enables granular restore of individual documents, conversations, or channels
- Supports both lifecycle management and storage optimization at scale

New Feature: Teams Archiving



Integration for Archiving

AvePoint integrates with Microsoft 365 Archive to offload workspaces, cut storage costs, and streamline governance.

- Reduces Microsoft 365 storage overages and cost pressures
- Enables data-driven archiving decisions tied to lifecycle and renewal
- Preserves workspace context and improves governance alignment

**New Feature:
Integration with Native Microsoft Archiving**

The screenshot displays the AvePoint Cloud Governance interface. On the left is a navigation sidebar with categories like Home, Management, Services, Profiles & templates, Settings, Directory, and Workspace report. The main area shows 'Automated escalation profiles' with a table listing 'Profile 001' and 'Profile 002'. A modal window titled 'Create escalation profile for site collection' is open on the right. This modal contains several fields: 'Profile name *', 'Description', 'Stage one' (with a dropdown set to 'Native archive'), 'Execute this action if the task is overdue for *' (with a 'Days' dropdown), and three checkboxes: 'Use an approval process for this automated action' (checked), 'Send a reminder email to the task assignees before the escalation' (checked), and 'Notify the following people when the escalation action is executed' (checked). Below these are fields for 'Approval process *', 'Reminder profile *', and a list of people. At the bottom, there's an 'Email template *' dropdown set to 'Built-in object status email template' and 'Cancel'/'Save' buttons.

Name	Description	Object type
Profile 001		Microsoft Tea
Profile 002		Microsoft Tea

Create escalation profile for site collection

Profile name *

Description

Stage one

Select an escalation action *

Native archive

Execute this action if the task is overdue for *

Days

☒ Use an approval process for this automated action

Approval process *

Select one

☒ Send a reminder email to the task assignees before the escalation

Reminder profile *

Select one

☒ Notify the following people when the escalation action is executed

*

Email template *

Built-in object status email template

Cancel Save

OneDrive Owner Cleanup

Gain control over ungoverned data in OneDrive with comprehensive assessment and action

- ✓ Set expiration policies and trigger reviews for OneDrive owners
- ✓ Review shared content to prevent overexposure of sensitive information
- ✓ Assess external users to prevent oversharing and external risk

New Feature: Data Owner Engagement

The screenshot displays the 'My OneDrive assessment' dashboard. At the top, it shows '21029 Risky items' with a warning icon and '10 Sharing Links Reviews'. Below this, a message states: '21029 high risk items are shared with external users. High risk items are those that match the sensitivity and exposure definitions specified in Insights for Microsoft 365. We recommend you confirm and remove access to these items from others.' A search bar and filter options are present. A table lists three items with high risk levels, each containing sensitive information like EU National Identification Number, EU Tax Identification Number (TIN), EU Social Security Number (SSN), U.S. Driver's License Number, and ABA Routing Number. All items were last modified 'Over a month ago'.

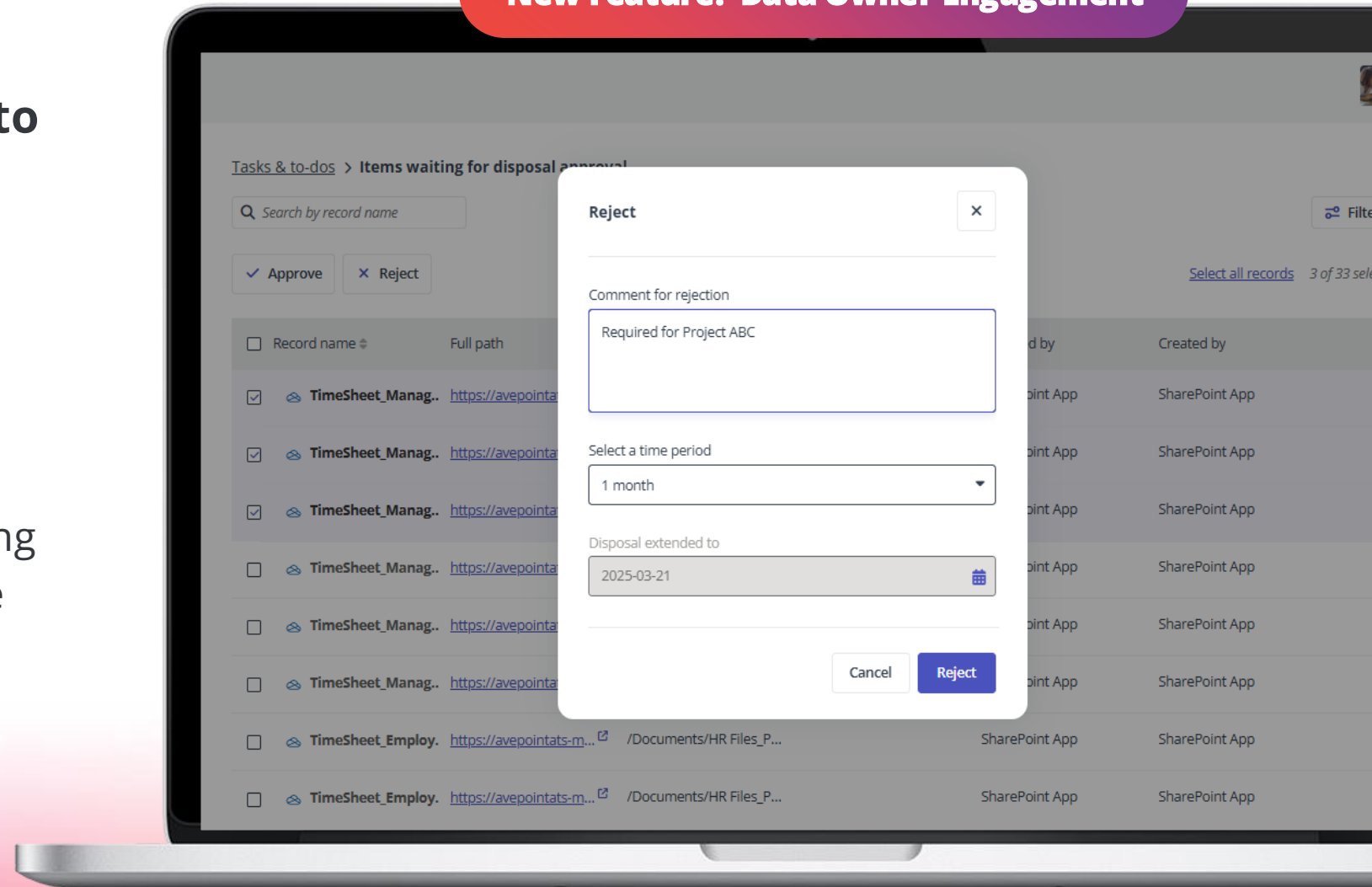
Name	Risk level	Sensitive info type	Last modified
2018-02-06 full log for dwsu@avepoi...	High	EU National Identification Number EU Tax Identification Number (TIN) EU Social Security Number (SSN) or ...	Over a month ago
2018-02-06 full log for shuang.gao@...	High	U.S. Driver's License Number ABA Routing Number	Over a month ago
2018-02-09 full log for penghui.wan...	High	ABA Routing Number EU National Identification Number	Over a month ago

Confident lifecycle action

Surface content lifecycle tasks to data owners to prevent accidental deletion

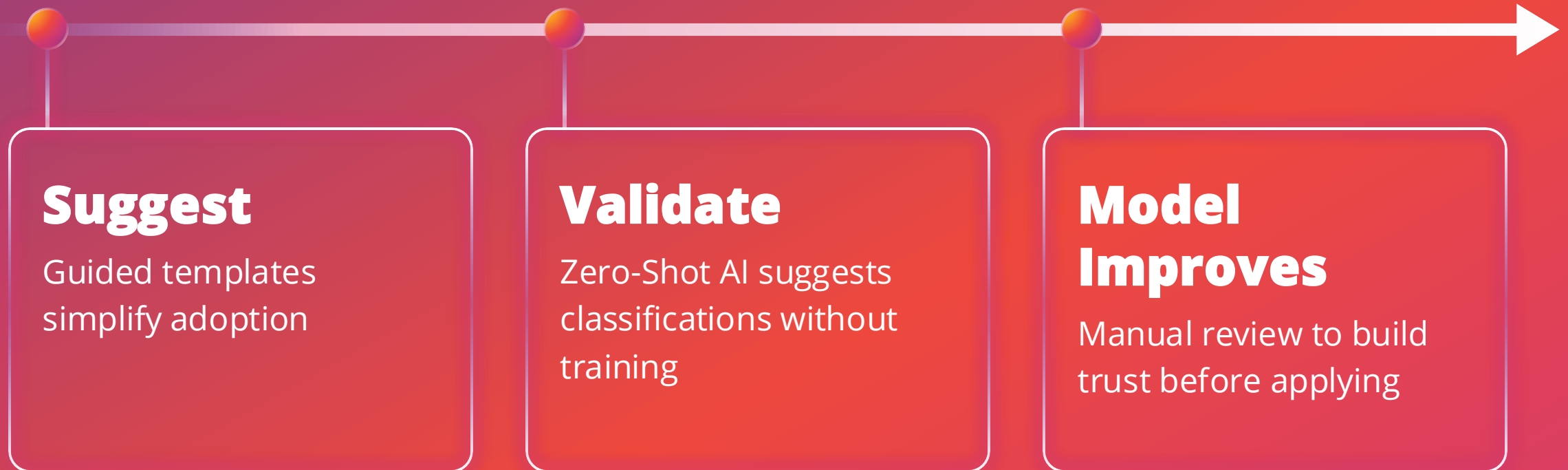
- ✓ Maintain organization-wide information lifecycle guardrails to ensure proper data retention
- ✓ Confidently dispose data by enlisting data owners with knowledge of the data's business context

New Feature: Data Owner Engagement



Precise classification, Every. Time.

sneak peek!



What's New?

Business Continuity and Resilience

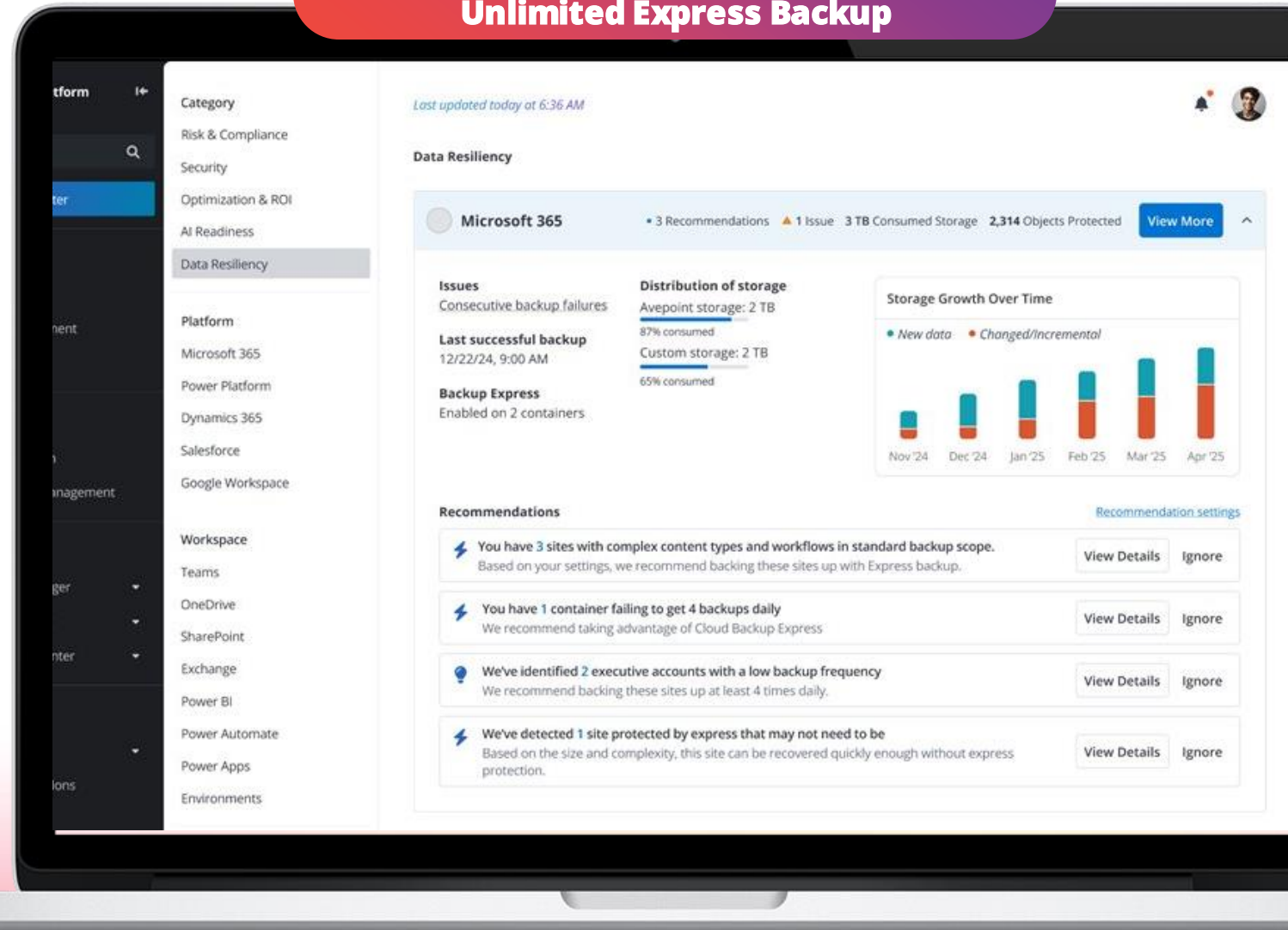


Unlimited Express Backup

Deliver nonstop protection across your entire tenant with truly unlimited Microsoft 365 express backups.

- Apply express backup to all your Exchange, SharePoint and OneDrive data with no limits
- Multiple Recovery Points every hour
- Retain data for 1 year within the Microsoft Trust
- Mass Recovery up to 2TB/hr

New Feature: Unlimited Express Backup

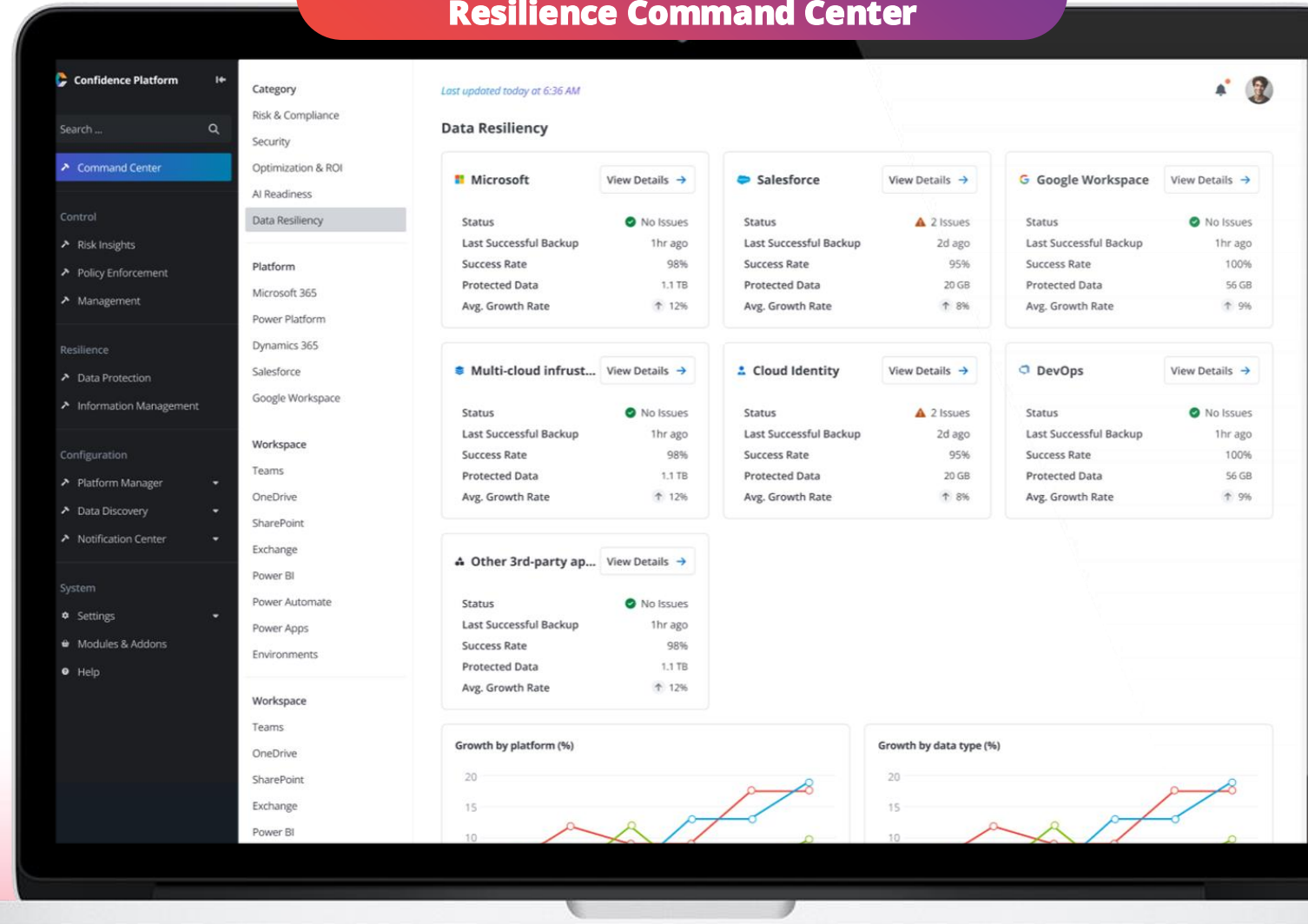


Unified Visibility Across Clouds

One dashboard to assess, act, and recover across Microsoft, Google, and Salesforce.

- Reduces Microsoft 365 storage overages and cost pressures
- Enables data-driven archiving decisions tied to lifecycle and renewal
- Preserves workspace context and improves governance alignment

New Feature: Resilience Command Center

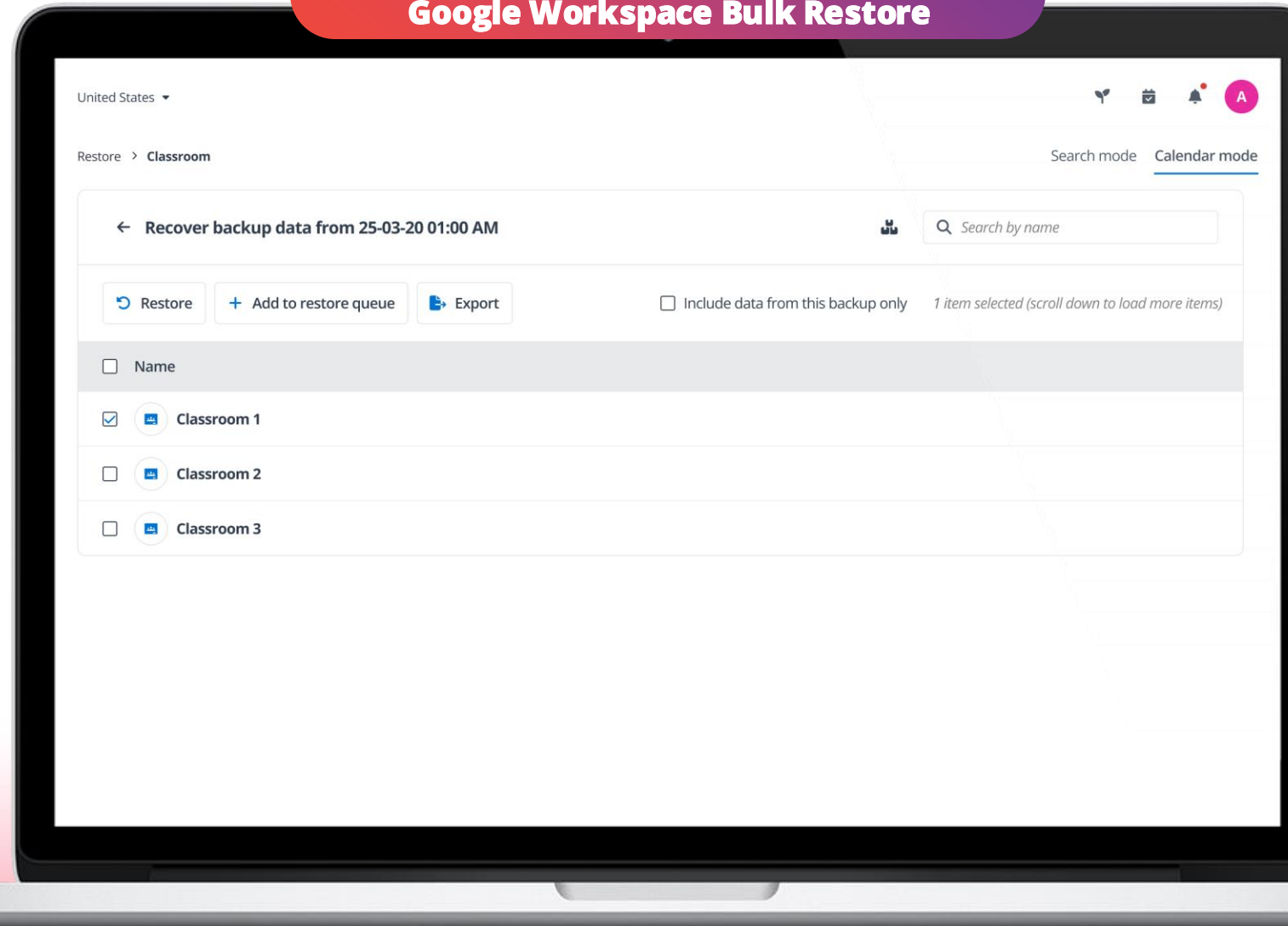


Fast Recovery for Google Workspace

AvePoint now enables bulk restoration of Google Groups, Shared Drives, and Classrooms

- Speeds recovery from large-scale data loss events
- Eliminates time-intensive, item-by-item restoration workflows
- Expands coverage to Shared Drives and Classrooms in June release

New Feature:
Google Workspace Bulk Restore

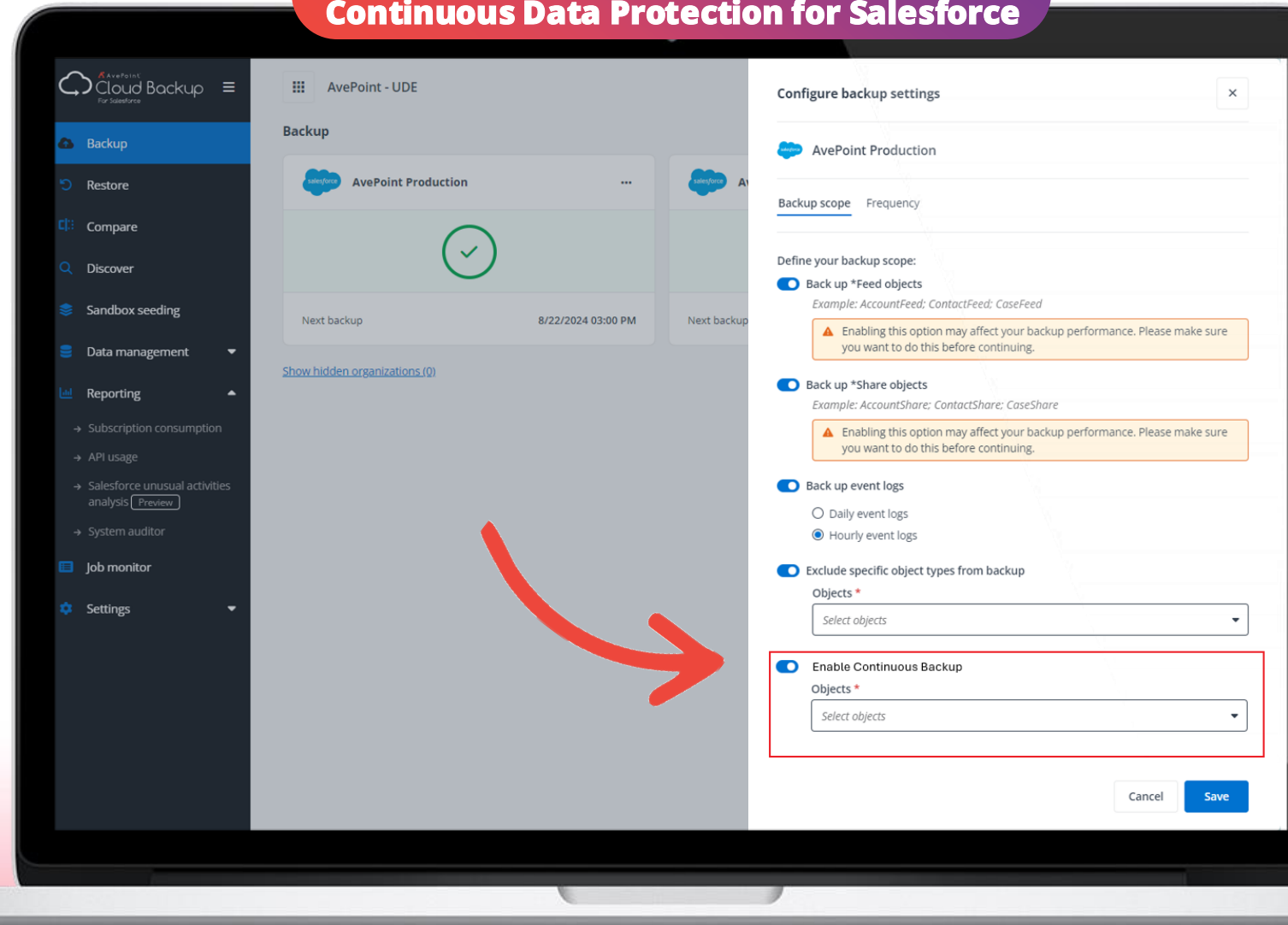


Continuous Data Protection for Salesforce

Near-Zero Protection for Business Critical Salesforce Records

- Backs up Salesforce records the moment they change, not hours later
- Preserves complex record relationships and structured data integrity
- Reduces risk of data loss in environments with a high change rate

New Feature: Continuous Data Protection for Salesforce





All-SaaS Protection

Meeting clients where
their business needs are

USE CASES



Choice



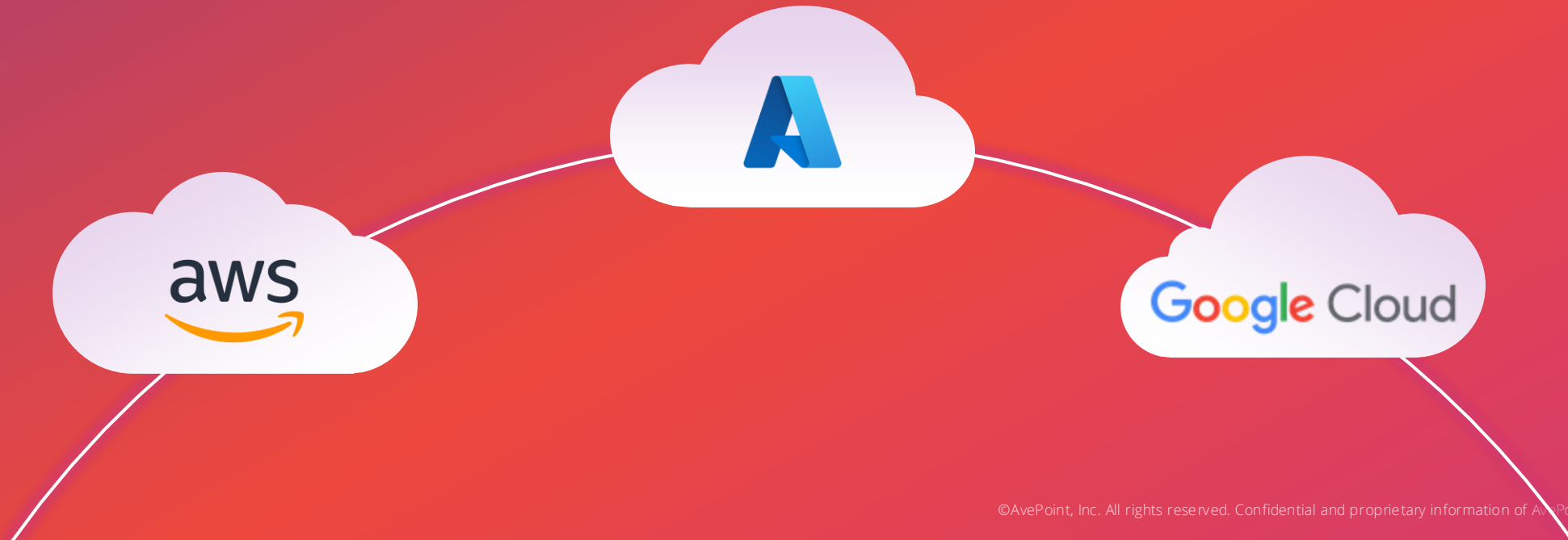
Consistency



Control

Collaboration ~~has gone~~ **IS** Multi-Cloud

89% of enterprises are already multi-cloud (*Flexera, 2024*)



Consistent Protection, Wherever Work Lives

Productivity and Collaboration

Microsoft 365



Power Platform



Google Workspace



CRM



Developer and Business Tools

GitHub

DocuSign

Project / Product Management

Monday.com

Smartsheet

Atlassian

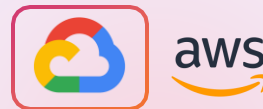
Jira

Confluence

Bitbucket

Trello

Infrastructure and Storage



Azure



Identity Management

Microsoft Entra ID

Okta



Preview starts
October



Preview starts
December



Q1 Release



Looking ahead...



Stay notified for OnPoint 2026





Register Interest

