



Partner Programme

Get our email solutions working for you - with new revenues from the most essential of business tools...

**Your customers need good email.
Are you missing a valuable
revenue stream?**

It's still the killer application - no other Internet innovation has come close to being anywhere near as useful or important as email. If a company loses access to the web, it's an annoyance. If you can't send or receive email, it's going to cost you money.

Many ISPs provide email bundled in with another service. As it is not a revenue stream, it can often lack the attention given to the core offerings. Here at The Very Good Email Company we just do email and services directly related to it. It's our

focus; what we live and breathe. Over the past years we have designed, built and consistently upgraded our core messaging engine.

Our reseller scheme gives you the opportunity to re-brand our services as your own, from billing down to the domain names used. All management is done on-line and all set-ups are instant. We even have an API for integration into your web site or provisioning systems.

Partners receive extensive support, ranging from training to technical support to marketing materials. The Very Good Email Company's flexible approach and commitment to working individually with every partner ensures your business success.

Unique Partner products

Our Gateway SMTP filtering service, MailCore email hosting, Hosted Exchange and MessageBunker email archiving are now **only available through our Partner network.**

Partner

The Very Good Email Company can provide email solutions for anything from one to one million mailboxes; no company is too big or small. Whether you want to add anti-virus and anti-spam features to an existing system, set up a fully outsourced email solution for a new customer, or use our new MessageBunker secure email archiving service, we can help.

Aggressive margins, monthly recurring revenues
Dedicated partner sales and technical support teams
Re-brandable marketing collateral and sales support
Fully re-brandable online control panel
Free demo partner accounts available

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Partner Programme

Service Overview							
	spam filtering	virus filtering	email hosting	collaboration tools	email archiving	fax to email	email to fax
Gateway	✓	✓					
Mailcore	✓	✓	✓				
Zimbra	✓	✓	✓	✓			
Hosted Exchange	✓	✓	✓	✓			
MessageBunker					✓		
Fax						✓	✓

Fully Re-branded

All domain names, emails and web-based services are re-branded to your requirements. Customers see your service, not ours.

Billing

It's simple. We bill you and you bill the customer. This allows you to set your own pricing and bundling options.

Resellers of our services are billed in arrears at the end of the month. Only pay for services you offer to your customers on an account-by-account basis. If you don't want to offer customer y feature x, we won't charge you for it.

Billing data is provided by email in CSV format for easy parsing.

Email filtering

At the core of our services is our powerful anti-spam and anti-virus platform.

Make the daily flood of spam a thing of the past with our free spam filtering. Choose between a range of sensitivity settings and control how spam is handled. An online (or IMAP accessible) spam quarantine allows you to keep check on what is being caught. We can't promise to get every spam that comes through (and neither can anyone else, despite their claims), but you can expect spam to become an occasional surprise rather than a daily menace.

Our powerful virus filters, supplied by Kaspersky and ClamAV, offer full protection against email viruses. What's more our outbound (SMTP) delivery servers will scan your email for viruses as well. We update our detection capabilities every 15 minutes.

POP3 & IMAP Hosting

Ours is not a web-only service, POP3 is included in all accounts so you can use it with all popular email clients. We also offer IMAP, which gives users the ability to keep messages centrally and use server-based folders. IMAP allows you to run several email clients (laptop, PDA etc.) and always see the same identical mailbox.

SMTP Filtering - Customer already got a server? Add protection easily

Our services are fully compatible with existing email servers. Instead of delivering incoming email to a mailbox, we can forward to a destination SMTP server. Use this to add anti-virus and anti-spam protection to an existing customer server without expensive software or hardware upgrades.

Outbound SMTP - Safe delivery of email and optional virus protection.

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Partner Programme

Unlike some email providers, you can use our servers to deliver email. Our high-performance server farms ensure fast delivery. What's more, if you take the Virus Filter option, we'll scan your outbound mail at no extra charge.

Easy Customer Domain Management

Each account can have as many domains as you like with no extra charges. You can create 'catch-all' aliases or specific names to reduce spam attacks.

White & Black Lists

Got on a mailing list you can't get out of? Our blacklist can ensure that they can no longer get through. Likewise, whitelists ensure that an address is not subjected to our spam filters.

Zimbra hosted email and collaboration suite

Our Zimbra Collaboration Suite provides rich Zimbra features in a fully customised 'in-the-cloud' package that includes dynamic webmail, shared contacts and calendars, as well as online document and spreadsheet authoring and editing capabilities.

Zimbra hosting from the Very Good Email Company offers convenient anytime access via the web, off-line or mobile, including full compatibility with outlook and other popular desktop clients.

Zimbra includes the option of push email, which sends messages in real time to your mobile device.

The service includes our anti-spam and anti-virus filtering and can be used in conjunction with MessageBunker.

Hosted Exchange

A Hosted Microsoft Exchange service that can be accessed from anywhere at anytime and with any device. Our 'weapons grade' anti-spam and anti-virus filtering protects your users from threats whilst added features make the running of their businesses seamless and synchronised.

MessageBunker - secure in-the-cloud email archiving

MessageBunker is a simple, robust and highly secure solution that provides an offsite, 'in-the-cloud', email archive that simply plugs into your existing email platforms.



POP3, IMAP, SMTP, Zimbra, archiving and filtering services

Instant online set-up of accounts

Technical support tools

Dedicated UK based support team

24/7 Emergency Hotline

Full SLA

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Partner Programme

Fax - Bin the fax machine!

Fax to Email: Add fax numbers to any of your accounts. Choose from 0871, 0844 or a range of Geographic numbers. Any faxes sent to the resulting number will be forwarded to the designated email address.

Email to Fax: Your customers can send a message to **number@domain** and we'll deliver it to the destination fax machine. Your customer will get a sent receipt via email.

Fax to email and email to fax accounts can be set up and managed via your Reseller Control Panel.

Instant Set-up - No waiting for someone to get back to you

You create and manage accounts using our reseller web site. As soon as you click 'Submit', the account is created and ready for you. Same goes for changes to account functionality.

Integration API - Automate everything

Partners get unrestricted access to our MailCore API, allowing the automation of every account management feature. Ideal for integrating with your own control panels or provisioning systems.

Service Level Agreement - Peace of mind

Our SLA guarantees a high up-time and performance thresholds.

Revenue

Under our Partner Programme you can exploit aggressive discounts and increased margins.

Customers only pay for what they use. There are no set packages containing unwanted add-ons. Choose a basic account, then add on features your end-users need. We can give you full pricing on request.

There is a small one-time set-up fee to cover re-branding work. After that, Partners are subject to a monthly minimum commitment.

	Bronze	Silver	Gold
Min monthly revenue	£25	£100	£500
Min training	N/A	1 x accredited staff	2 x accredited staff
Partner Logo			
Partner Portal			
Partner Listing			
Client Referrals			
Co-Op Marketing Funding (MDF)			
Sales Incentives			
Re-brandable collateral			
Training			
Standard Discounts <small>(non-standard discounts on Hosted Exchange)</small>	10%	30%	35%

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Partner Programme

Accreditation

All resellers initially become Bronze Partners and may progress from there to become Silver or Gold Partners depending upon levels of business and training courses attended.

Silver Partners are listed in our online Partner Directory; Gold Partners have access to sales incentives and can bid for co-op marketing funding.

Training

It's essential that our Partners understand our services and have the best tools in place to support and sell. Ongoing training events and online tools are an important part of the Very Good Email Company Partner Programme and are geared to ensure you get the maximum benefit from partnering with us.

Interested?

To register, or to find out more, please contact our Partner Account Team on **01442 892644**, or email us at **sales@verygoodemail.com**

We look forward to working with you!



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