The Very Good Email Company

Gateway - Partner Sales Guide

Protect your clients' business

Gateway has been designed for organisations running their own mail servers. It provides a comprehensive suite of security features, all configurable via a simple web-based interface:

- **Anti-Spam Protection** - each email is subjected to hundreds of tests to establish validity. We detect emails from open relays, 'zombies' and by the language used.

- **Specify how spam is handled** - we can quarantine it or deliver it with special markers.

- **A range of settings** that adjust how sensitive our filters are to the content and origin of an email. No spam filter will ever be 100% effective but our highest level will give you the best protection you've ever had against unsolicited email.

- **Spam Digest** - summary emails of the past 24 hours activity in your Spam Folder. It allows you to see, at a glance what has been put in there and is ideal for spotting false positives should they occur.

- **Easy access to your quarantine** - access your spam folder on our web site, or via IMAP.

- **Anti-Virus Protection** - fast and powerful protection from viruses with the ability to scan for worms, attachments and inside compressed files.

- **Outbound SMTP** - virus-scanning for outbound email. You never have to worry about accidentally infecting a customer, supplier or friend!

- **Blacklists and Whitelists** - override our spam detection and block or allow emails from certain addresses or whole domains.

- **Control over notifications** - control how the system behaves when spam or viruses are detected. Receive notifications, or not, as required.

- **User Control Panel** - web-based interface providing control over the settings for the above features.

- **Fast Throughput** - all scans completed in seconds with no perceivable delay on email delivery.

- **No lost emails** - in the event of server or connectivity problems, we'll queue your email and recommence delivery within 5 minutes of your server returning to normal operation. You can even review and respond to your queued email online. **NEW -** Business continuity storage - 500MB purchased now gives you a huge 5GB of storage quota!

- **Failover IP** - specify multiple delivery addresses (via twin 'A' records in DNS) so that email will seamlessly be redirected to the failover WAN IP if the primary is un-contactable. Peace of mind should one of your connections go down.

- **100% Online configuration** - everything can be configured online and changes take effect instantly. To set up you only need to amend your MX records.

- **24x7 Monitoring and updates** - virus detection signatures update every 15 minutes and we constantly review our spam detection tests.

- **Up to 50 domains** included in standard fee.

advanced spam and virus filtering
no hardware or software to deploy

email filtering *before* it hits your clients' network

Gateway - Partner Sales Guide

the web

Gateway
filtering engine

your network

AVG

SPAMHAUS

ClamAV

SpamAssassin

Issue	In-House	Gateway
Set–up costs	Server & OS, initial software licenses, technical resource to build, configure, implement and test.	Fixed monthly per–user cost, no hardware or software required. No mandatory server changes. No hidden fees for domains or aliases.
Renewal Costs	Renew security software licences.	No renewal costs.
Hidden Costs	Server replacement or expansion due to capacity, or age of equipment.	No capacity, bandwidth or throughput costs.
Resilience	None without second–site infrastructure, which duplicates costs.	Redundant multiple server array in secure fail–safe environment. Fail–over IP and Mail Queue.
Maintenance & Development	Design, implement and monitor an update strategy.	All done for you. Virus signatures are updated every 15 minutes; subscriptions to several spam databases included.

email filtering *before* it hits your clients' network

Gateway - Partner Sales Guide

Partner Opportunity

Gateway is the ideal filtering platform for your customers' in-house mail servers.

With most businesses looking to reduce costs an external filtering platform can deliver substantial cost savings whilst actually improving levels of service.

Simple and fast to deploy - it provides partners with a solid email filtering solution that is very sticky and generates monthly recurring revenues.

Not only will it reduce internal overheads, but it will also free-up valuable bandwidth - as well as providing a valuable fail-over service should your customers' email servers, or Internet connection, go down for a period of time.

Branding

Gateway is fully white-labelled and can be incorporated seamlessly into your current portfolio. Your customers won't see us anywhere!

Business Drivers

- Cost savings - reduced TCO
- Performance - reduce load on your mailserver and network

- Business Continuity - continued access to email - even if in-house mail servers fail
- Budget flexibility
- Protection from virus threats
- Reputation - prevent outbound emails carrying Virus payloads
- Peace of mind - developed and managed by experts in email

USPs

- Scaleable - 5 to 5 million users (and more!)
- Unbeatable price/performance ratio
- Simple set-up
- Powerful controls
- Multiple filtering layers
- Compatible with all mail server platforms
- Outbound protection at no extra cost
- Failover IP - should any network issues arise
- SPAM Digest
- Queued mail - view queued email and respond online should connection to your email server go down. **NEW -** Business continuity storage - 500MB purchased now gives you a huge 5GB of storage quota!

- Flexibility - upgrade, or downgrade number of users immediately - with no contractual obligations (unlike certain other solutions!)

Competitors

- **Symantec/MessageLabs** - good, but expensive - and rigid contractual obligations. Gateway saves up to 50% on like for like service
- **Sophos** - software - bundles multiple services together - not as flexible. For AV/AS more than twice retail price
- **Trend Micro** - a lot more expensive than Gateway
- **Webroot** - inflexible - bundles together with other security features
- **Barracuda** - appliance - high costs - lacks flexibility
- **AVG** - Gateway uses the AVG platform as one of many filtering stages

Pro's and Con's

Pro's: your customers don't have yet another box/platform to manage

Con's: Your customers don't get a nice shiny box to look at!

ideal solution to your customers' email woes and a sticky source of monthly recurring revenue

email filtering *before* it hits your clients' network

Gateway - Partner Sales Guide

Users	RRP (monthly)	Gold	Silver	Bronze
5	**£10.00** (£2.00 per user/month)	£6.50 (£1.30 per user/month)	£7.00 (£1.40 per user/month)	£9.00 (£1.80 per user/month)
25	**£32.00** (£1.28 per user/month)	£20.80 (£0.84 per user/month)	£22.40 (£0.90 per user/month)	£28.80 (£1.16 per user/month)
50	**£49.50** (£0.99 per user/month)	£32.17 (£0.65 per user/month	£34.65 (£0.69 per user/month)	£44.55 (£0.90 per user/month)
100	**£74.50** (£0.75 per user/month)	£48.42 (£0.49 per user/month)	£52.15 (£0.53 per user/month)	£67.05 (£0.68 per user/month)
150	**£109.50** (£0.73 per user/month)	£71.17 (£0.48 per user/month)	£76.65 (£0.52 per user/month)	£98.55 (£0.66 per user/month)
250	**£129.50** (£0.52 per user/month)	£84.17 (£0.34 per user/month)	£90.65 (£0.37 per user/month)	£116.55 (£0.47 per user/month)
500	**£254.50** (£0.51 per user/month)	£165.43 (£0.33 per user/month	£178.15 (£0.36 per user/month)	£229.05 (£0.46 per user/month)

Above table based upon standard charges and Partner Discounts using the online Pricing Calculator and assumes a standard Mail Queue storage allowance of 20MB per user. For specific quotes please refer to the Pricing Calculator.

The Very Good Email Company

8 Akeman Street
Tring, Herts HP23 6AA
United Kingdom

sales@verygoodemail.com

01442 927640

www.verygoodemail.com

email filtering *before* it hits your clients' network