



Gateway Partner Sales Overview

Protect your clients' business from email threats and provide business continuity should their network fail: Gateway has been developed for organisations running their own mail servers and provides a comprehensive suite of security features, all configurable online.

Features

✓	Anti-Spam - multi-layered filtering – spam filtering that works!	✓	Anti-Virus - multiple filters – removing threats before they get anywhere near your customer.
✓	Outbound SMTP Filtering - never have to worry about accidentally infecting a customer, supplier, or friend.	✓	Blacklists and Whitelists - override our filters and block or allow emails from certain addresses, or whole domains.
✓	No Lost Email - loss of server or connectivity? We'll queue the mail until fixed.	✓	Disaster Recovery/ Business Continuity - view, send and receive queued email via a webmail client.
✓	Online Management - everything easily configured online – changes are instant.	✓	Spam Digest - individual daily Spam Digest available listing identified emails - with easy restoration to Inbox.
✓	Failover IP - should any network issues arise.	✓	24x7 Monitoring and updates - virus detection signatures update every 15 minutes.
✓	Up to 50 domains included in standard fee.	✓	Quarantine - easy access to quarantined emails

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** - upgrade, or downgrade number of users immediately - no contractual obligations
- **Dual Protection** from virus threats using AVG and ClamAV
- **Reputation** - prevent outbound emails carrying virus payloads
- **Peace of mind** - developed and managed by experts in email

USPs

- **Scaleable** - 5 to 5 million users (or more!)
- **Unbeatable price/performance** ratio
- **Simple set-up**
- **Powerful controls**
- **Multiple filtering layers**
- **Compatible with all mail server platforms**
- **Spam Digest** - daily reports for end users

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
- **Inty** - Gateway is on par with Inty's Maildefender and costs less at Silver and Gold partner level
- **Trend Micro** - a lot more expensive than Gateway
- **Websense** - comprehensive but much more expensive than Gateway.
- **Barracuda** - appliance - high costs - lacks flexibility
- **AVG** - Gateway uses the AVG platform as one of many filtering stages

Pros and Cons

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

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

[Sales Sheet \(PDF\)](#)

email filtering *before* it hits your clients' network

