



Zimbra Partner Sales Overview

Looking for an alternative to Microsoft Exchange? Need shared calendaring and files?

Zimbra Hosted email and groupware suite is a powerful communications platform for small to medium enterprises.

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 Virus Filtering - avoid accidentally infecting a customer, supplier, or friend.		Blacklists and Whitelists - override our filters and block or allow emails from certain addresses, or whole domains.
	Calendars - share calendars across a company, or teams.		Share Content - share files, documents, folders and contacts.
	Spam Digest - individual daily Spam Digest available listing identified emails - with easy restoration to Inbox.		Platform Independent - Outlook, Thunderbird, maximise productivity with Zimbra Desktop, or use Zimbra Web Client online.
	Huge storage - 25GB as standard per mailbox.		Go Mobile - sync. with iPhone, iPad, BlackBerry, smartphone.
	Microsoft Outlook - free Outlook plugin.		Distribution Lists - any number of aliases - sales@ and info@ etc. don't necessarily need their own mailboxes.
	Easy Migration - using our MessageBunker email archiving tool.		Online Management - everything easily set up and configured online – changes are instant.

Business Drivers

- **Cost savings** - reduced TCO
- **Performance** - reduce load on your network - increase team communication and productivity
- **Business Continuity** - continued access to email via the webmail interface
- **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**
- **Spam Digest** - daily reports for end users
- **open source** email and calendar groupware

Competitors

- **Hosted Exchange** - Cheaper than a Hosted exchange alternative. If your client needs file sharing and calendars our Hosted Zimbra packages are the ideal solution.
- **GMail** - hosted email for consumers, concerns over security for business.
- **Microsoft Office 365** - Focus on Microsoft Office apps., Microsoft owns customer relationship.
- **In-House Server - MS Exchange** - expensive, needs onsite hardware + management and knowledge. Extra costs for mail filtering, not resilient.

Pros and Cons

Pros: your customers don't have yet another box/platform to manage. Simple and efficient business collaboration platform with built in spam and virus filtering.

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

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



The
VeryGoodEmail
Company

Zimbra - work smarter!