Zimbra hosted email and collaboration suite

Sales Overview for Partners

Introducing our Zimbra Hosted Email and Collaboration Suite

Email is a critical business tool, yet many businesses don't have the time, staff, or budget to get the best from it. Now you can! Our hosted Zimbra solution is a real alternative to Microsoft Exchange - with greater functionality and lower costs.

What Is Zimbra?

A fully managed hosted email and collaboration solution for businesses of every size.

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.

The service offers convenient anytime access via the web, off-line or mobile, including full compatibility with Outlook and other popular desktop clients.

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

How is our service better than other options?

All the benefits of having your own dedicated server - without having a server to host and manage! Better email, better protection from spam and viruses, full mobility, security, backups and disaster recovery - all for a fixed monthly cost.

The Very Good Email Company's spam filtering makes the daily flood of spam a thing of the past. 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 virus filters offer powerful protection against email viruses.

Features

Business-class email, protection from spam and virus, automatic filters, signatures…

Exchange style collaboration features with Outlook integration, server-based storage (IMAP) and everything you would expect, including:

- Powerful shared calendaring - multiple calendars, invitations, share with anyone, sync with Windows, Mac, or mobile!
- Mobility built-in - custom client for mobile devices enables easy access to all of your email, wherever you are.
- Business collaboration tools - task lists, document storage and sharing, as well as a private file 'briefcase'. All fully integrated.

Wherever you are, whenever you want - use of best of breed webmail anywhere and/or dynamically sync with Outlook, Thunderbird or Mac.
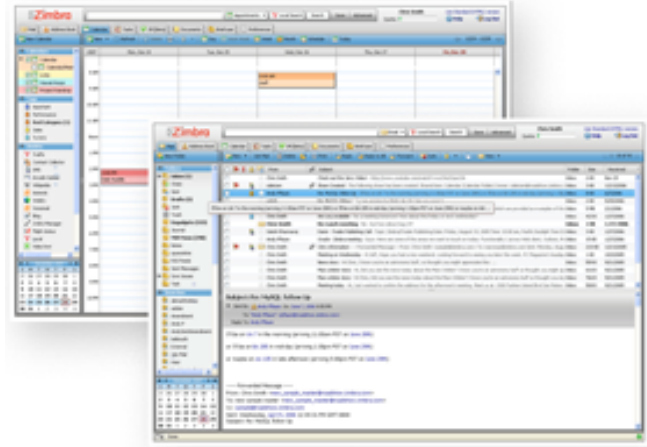
Zimbra - work smarter!

Zimbra - Partner Sales Guide

Better than Microsoft Exchange

Zimbra is cheaper than Exchange and yet comes with more features as standard, is far more versatile and can integrate or run on more platforms, applications, browsers and devices.

Take a look at our quick comparison chart below - but you really need to be using Zimbra to fully appreciate the benefits:
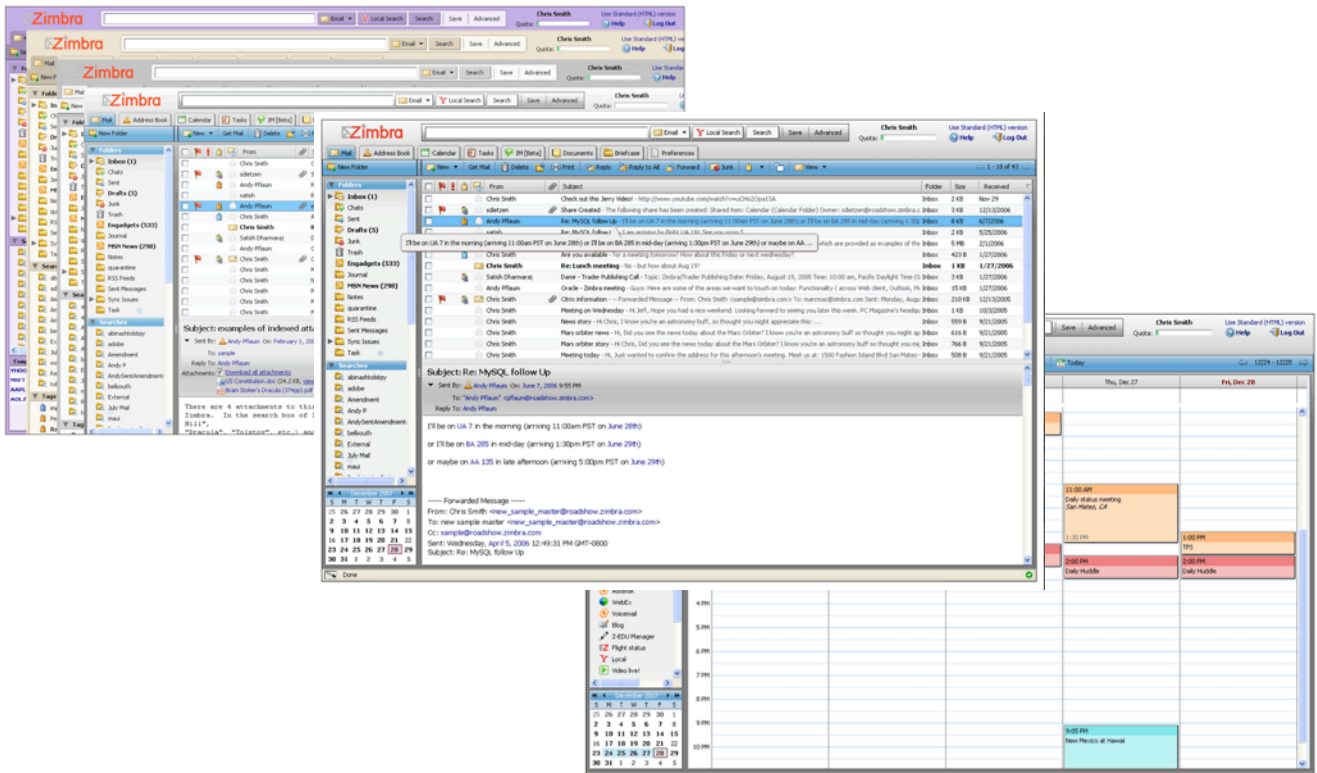
Standard Feature	Exchange	Zimbra
Calendar/contact, task sharing	Yes	Yes
iPhone support	Yes	Yes
Blackberry support	Yes	Yes
Windows Mobile support	Yes	Yes
Outlook 2007 support	Yes	Yes
Android Support	Yes	Yes
Universal desktop client	No	Yes
Apple iSync Support	No	Yes
Document management	No	Yes
Instant messaging	No	Yes
Briefcase/wiki	No	Yes
Sarbanes–Oxley compliance as standard	No	Yes
Email grouping	No	Yes
Integrated anti–spam and anti–virus	No	Yes
Web interface	Marginal	All major browsers supported
Cost of Ownership		
Typical yearly operating costs for **50 users** – how much are you paying?		
Dedicated Server	£2,000.00	No server required
Software and Licencing	£2,350.00	£2,034.00
Spam and Malware Protection	£800.00	Included
Data Backup	£750.00	Included
Staff	£25,000.00	We look after it!
Annual cost per user	**£618.00**	**£40.68**

Zimbra - work smarter!

Zimbra - Partner Sales Guide

Go Mobile

Zimbra Mobile for Smartphones enables two-way, over-the-air synchronisation of mail, contacts, calendar and task data between the mobile device and the Zimbra Server. It features push email, which sends messages in real time to your mobile device when it arrives on the Zimbra Server.

Zimbra Mobile is an optional component add-on purchased for Zimbra Collaboration Suite and works 'out-of-the-box' with supported devices.

Supported devices are ActiveSync compatible and include Treo 650, 680, 700 w/p, Nokia E-Series, Motorola Q, and Samsung Blackjack (all Windows Mobile 5+ devices).

Zimbra Mobile also is compatible with the Apple iPhones running 2.0 software and handsets running Android v.2.1 and above.

Zimbra Mobile for Smartphone key features:

- Over-the-air synchronisation of mail, address book, and calendar
- Uses the native device UI, no additional mail client download required
- Search messages, manage all folders
- Open / view attachments
- Manage calendar events; accept / decline meetings
- Easy device configuration

Blackberry

To provide real-time synchronisation with Blackberry devices we recommend a third party software solution provided by **AstraSync**. Please contact sales for details and a discount code to **get an additional 5% off AstraSync subscription**. AstraSync is currently used by the NHS here in the UK.

headache-free migration from existing email platforms

Zimbra - work smarter!

Zimbra - Partner Sales Guide

How do I get it?

We'll help you configure existing email clients to work with your new mail platform - with no site visit required. Simple, fast and efficient!

Simple migration

Migration from existing email platforms is easy - use our email archiving service, MessageBunker, Zimbra's own migration tool, or Outlook Import tools.

Partner Opportunity

- Greater margins than Hosted Exchange
- Higher performance and functionality compared to Hosted Exchange and significantly cheaper
- Companies looking to source cheaper alternatives to in-house email servers such as Microsoft Exchange
- Increased collaboration tools for customers
- Cloud computing has matured and is a hot business topic in current economic climate
- Very sticky as a service - with monthly recurring revenues
- Migration/retention path for customers looking to replace in-house email solutions

Branding

Zimbra brand is visible to customers and enables you to leverage the publicity and reputation of this rapidly expanding brand.

Customers have no view of The Very Good Email Company brand.

Business Drivers

- Reduce cost: Cheaper than Exchange
- No internal overheads
- No hardware
- No software licences
- Improved internal communication

USPs

- Includes 'Weapons Grade' Spam and Virus filtering from The Very Good email Company
- Hosted on dedicated high performance Dell servers in state-of-the-art data centres
- UK Based support
- Technical Excellence - we do email and nothing else
- 24 x 7 support and SLA's
- Works seamlessly with MessageBunker
- Free Outlook plugin
- Zimbra Desktop the only online/offline Enterprise grade client that offers aggregation of multiple accounts for email, calendar, contacts and social media.

Competitors

In-house mail servers - a dying breed? Far more expensive than Cloud based email solutions.

Hosted Exchange - Zimbra is cheaper and just as feature rich. For Partners Zimbra provides greater margins.

GMail - shouldn't your customers be using a business class service?

Pro's and con's

Pro's: It's not Microsoft Exchange. More modern architecture, lower costs.

Zimbra is deployed in more than 13 different industries in over 80 countries worldwide including education, service providers, business, government, non-profits, healthcare, financial services, manufacturing, transportation, technology, advertising and media, real estate, retail, and more.

Zimbra brand now owned by VMware and built around a stable and scaleable architecture.

Con's: It's not Microsoft Exchange. Some customers will insist on an Exchange solution - it's what they're used to and it's in their comfort zone. If they can't be persuaded then we also offer a Hosted Exchange solution.

"Zimbra is focused on improving the overall collaboration experience through innovative and flexible messaging, calendaring and document authoring technology,"

Andy Pflaum, VP of Zimbra Business Development.

The Very Good Email Company - leaders in email solutions

Leader in email and fax solutions, formed in 2002.

With a specific focus on fax and email solutions, the company has built a successful niche providing fax-to-email and email-to-fax solutions, as well as email packages with leading edge spam and virus filtering.

The Very Good Email Company has brought together experienced individuals to create a core team of design, development and implementation experts.

The company is all about technical excellence, concentrating on messaging and nothing else, maintaining a tight focus on providing the best services in the business.

includes 'weapons grade' anti-spam and anti-virus filtering as standard

Zimbra - work smarter!

Zimbra - Partner Sales Guide

Existing solution	Email (POP / IMAP) server only	Legacy email and collaboration platform (Exchange, etc)
Typical pain points	No group calendars or shared address lists No desktop or mobile sync No backup and restore	Windows-centricity Administration is complex and time consuming High cost
Zimbra benefits	All versions of ZCS offer a complete email, contact, calendar and document management suite. 'Weapons grade' AV and AS filtering as standard.	Zimbra's innovative AJAX experience puts Windows, Mac and Linux end-users at complete feature parity.

Key Features and Pricing* per mailbox	
Charge (per mailbox/month)	
Professional	£3.99
Free Storage (per mailbox)	25GB
Additional Storage (per mailbox/month)	£1.00
Push to Mobile** (per mailbox/month)	FREE

*Standard prices illustrated (excluding VAT). Standard Partner discounts apply.

**Blackberry users will need to purchase and install suitable software directly from AstraSync. AstraSync is available from http://www.astrasync.com and costs approx. £30 per year (charged in $ US). The service is robust (currently used by the NHS here in the UK) and there is a free 7 day trial available. We have a discount code available to give customers an additional 5% discount on sign-up – please contact us for the discount code.

The Very Good Email Company

8 Akeman Street
Tring, Herts HP23 6AA
United Kingdom

sales@verygoodemail.com

01442 927470

www.verygoodemail.com

Zimbra - work smarter!