



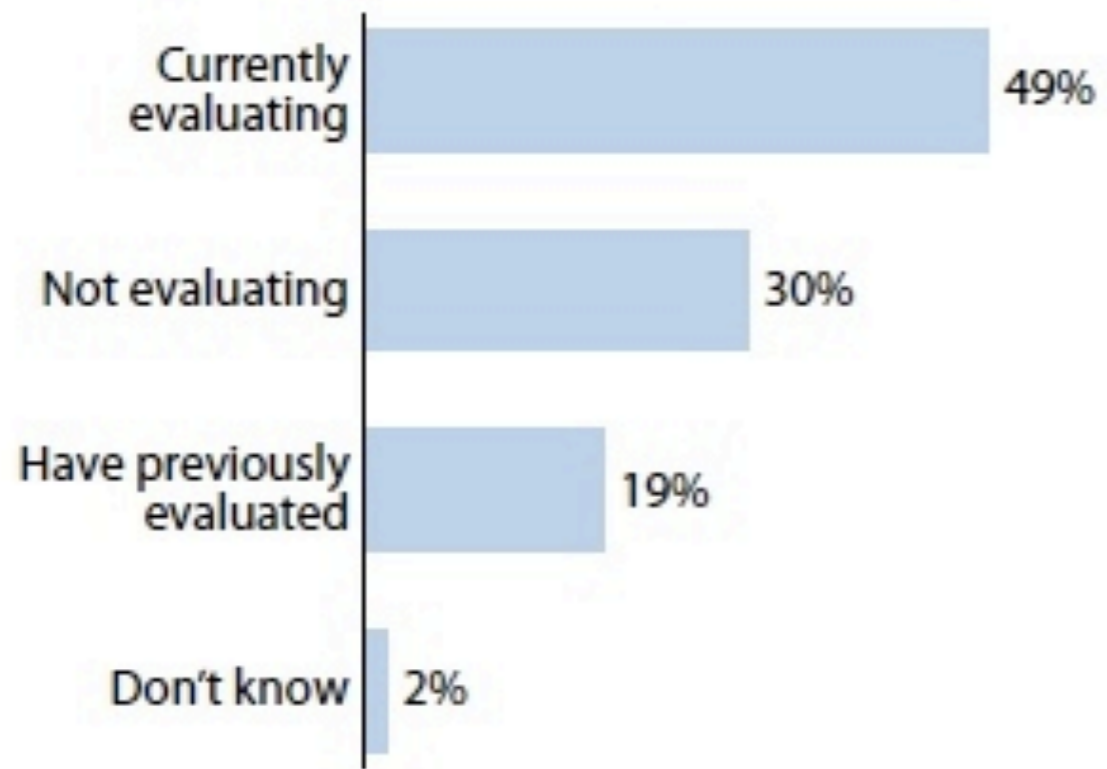
Do You Really Need Exchange To Provide Enterprise-Grade Email And Calendaring?



Enterprises Moving To Hosted Email

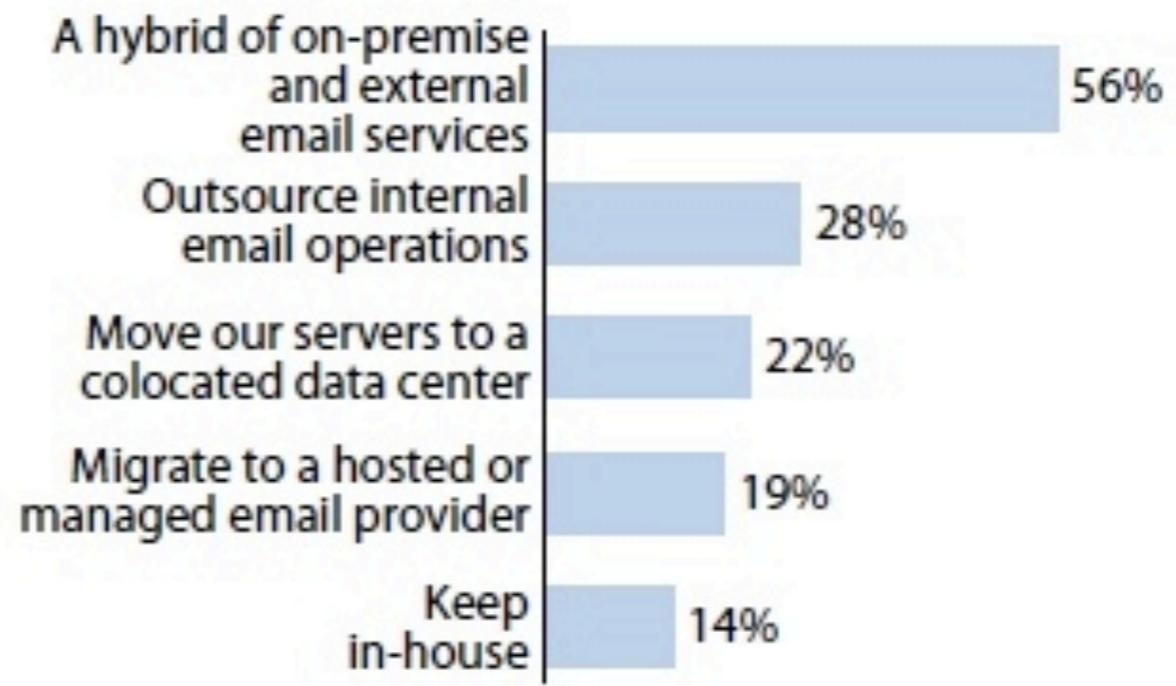
Figure 1 Many Enterprises Are Rethinking Their Email Architecture

1-1 "Are you evaluating alternative options for managing and providing email?"



Base: 53 IT professionals responsible for providing email at North American and European businesses

1-2 "What delivery model do you think you will use?"



! 31% are considering multiple models

Base: 36 IT professionals responsible for providing email at North American and European businesses that have previously evaluated or are currently evaluating alternative options for managing and providing email (multiple responses accepted)

Source: Q3 2008 North America And Europe Email Architecture Online Survey

42980

Source: Forrester Research, Inc.

Gartner Says E-Mail Will Lead the Charge Into Mainstream Adoption of Cloud Computing

Percentage of Commercial Mailboxes Using a Cloud-Provisioned Model to Grow from 1 Percent of Enterprise Seats in 2007 to 20 Percent in 2012

STAMFORD, Conn., July 2, 2008 —

Driven by falling prices and new vendors, the percentage of commercial mailboxes using a cloud-provisioned model will grow from 1 percent of enterprise seats in 2007 to 20 percent in 2012, according to Gartner Inc. The push into the cloud e-mail market by large suppliers will cause fundamental restructuring of the e-mail market, analysts predicted.

"Events during the past year have created the conditions for the rapid growth of the cloud delivery model for enterprise e-mail, with companies such as Google, Yahoo, Dell and Microsoft all making major investments in cloud computing," said Matthew Cain, research vice president at Gartner.

Email and Calendaring in a Microsoft World

- Many users expect and demand Outlook on the desktop
- Power users addicted to Blackberry, Windows Mobile, or iPhone
- High per user and per server licensing fees
- Microsoft server proliferation and server drag
- System downtime from endless patching
- Artificial functional limitations

All roads lead to more Microsoft product and less choice



You need to provide the Enterprise-grade email and calendaring services customers are looking for.

But!

Without your software provider:

- Competing with you
- Abandoning their integration platform
- Limiting your options for differentiation



Microsoft®
Online Services

Home

Overview



Hosted Messaging
and Collaboration

Microsoft Exchange Online: Implications for Firms Offering

Hosted Exchange

 Comment on this (0 comments) Feb 2, 2009



David Ferris

A number of firms are offering hosted versions of Microsoft's Exchange, SharePoint, and OCS, using [Microsoft Solution for Hosted Messaging and Collaboration](#) , or *HMC* for short.

On November 17, 2008, Microsoft announced its own version of these hosted services; i.e., where Microsoft provides the hosting platform itself.

Service providers using HMC are now in an unfortunate position of competing with Microsoft directly. This means they need to offer substantial value adds over Microsoft Online. They can provide alternative mobility solutions, conferencing, voice services, systems integration, and billing integration. They can also provide vertical market expertise. It's hard for them to compete on price because of the license fees they must pay Microsoft.

All in all, it's unclear how well they'll be able to compete. These are interesting times for people reselling hosted Exchange, whether they be a mega-telco, or whether they be Joe-the-PC-integrator.

... [David Ferris](#)



Try Microsoft Update today

Windows Server 2008 finally introduced Server Core option without Internet Explorer when Microsoft realized IE Updates alone were causing 80%+ of server reboots

Even without IE, can your operations afford all the other reboots?

- What if you could offer the core services and rich end user experiences needed for Enterprise-grade email without being locked into a Microsoft-dominated data center?
 - Outlook email, calendaring, and collaboration
 - Smartphone mobility and connectivity
 - Linux-based back-office

The rich Outlook experience users are accustomed to

- ▶ Push email, PIM,
- ▶ Group calendaring, free/busy, delegation



Mobile support to keep the execs happy

- ▶ iPhone, Blackberry, ...

Strong support for the secondary clients

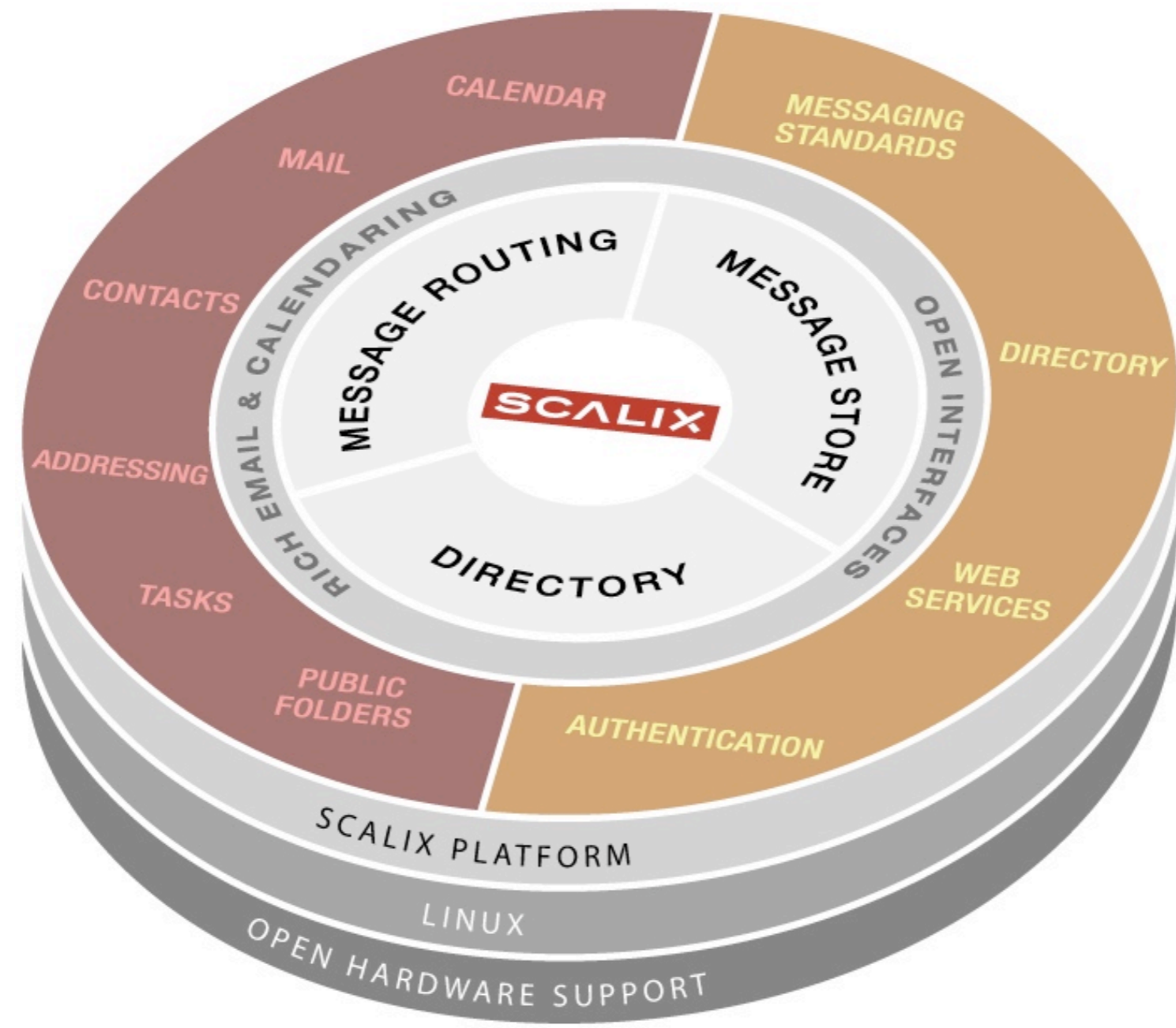
- ▶ Mail.app/iCal, Thunderbird/Lightning

A stable, efficient back-end that won't let you down

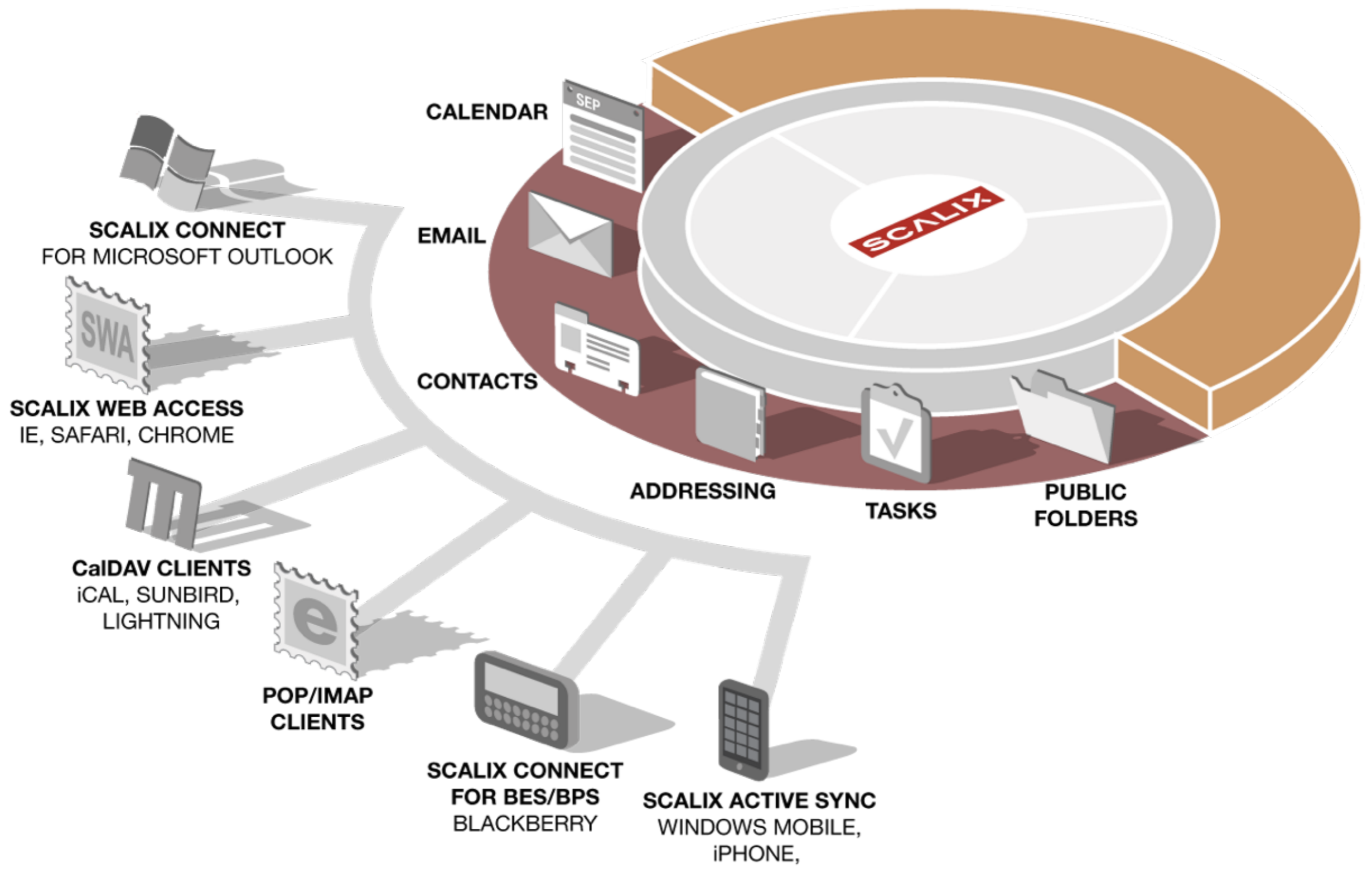
An open platform that allows you to extend and differentiate at a price that is compellingly lower than on-premises

- A robust Linux-based email and calendaring server with over \$150 Million of R&D investment to date
 - Rich Outlook user experience including public folders, delegation, and more
 - Seamless support for mobile Blackberry and smartphone users
 - Use existing Active Directory or an open alternative
 - Stable multi-server, multi-instance, & multi-tenant architectures
 - Wide range of clustering and high availability options
 - Cost effective pricing models

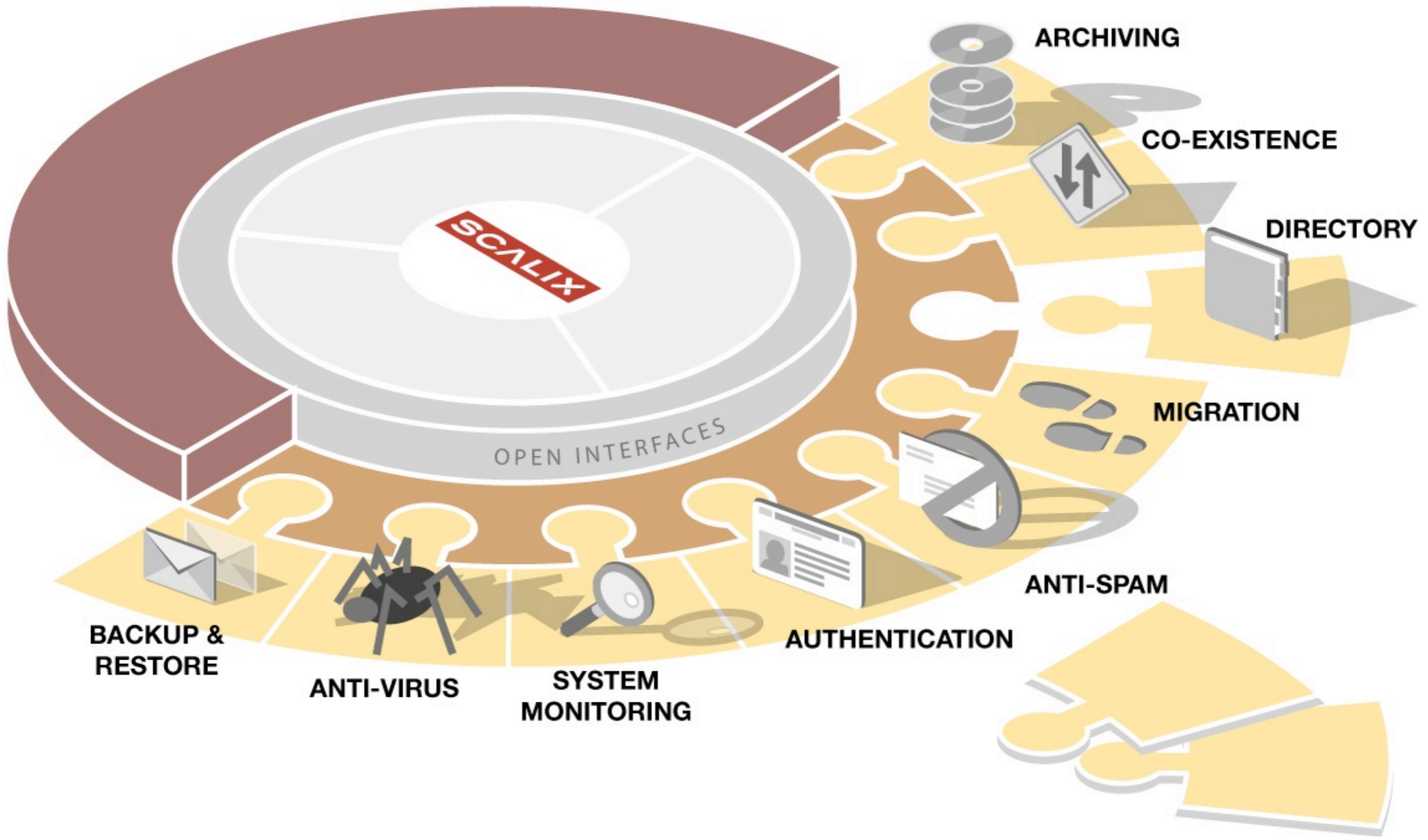
Scalix Is Based On An Open Architecture



Scalix Means Clients Of Choice

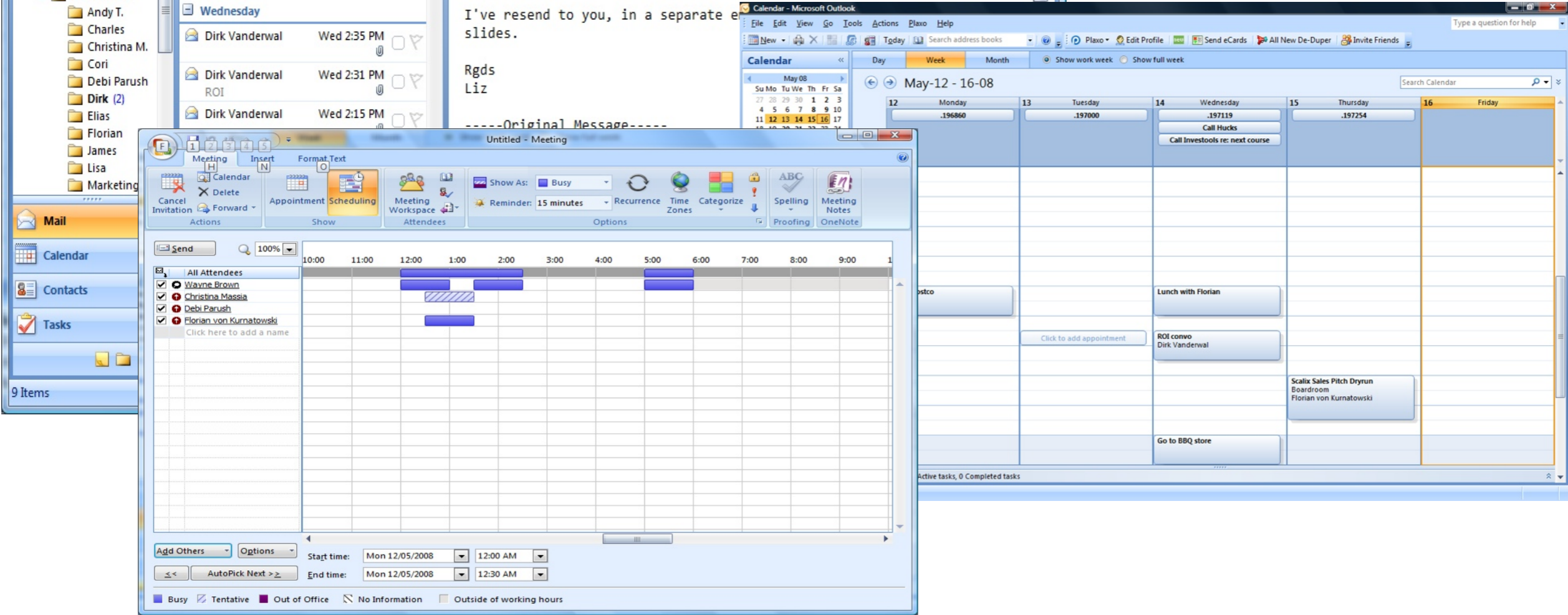
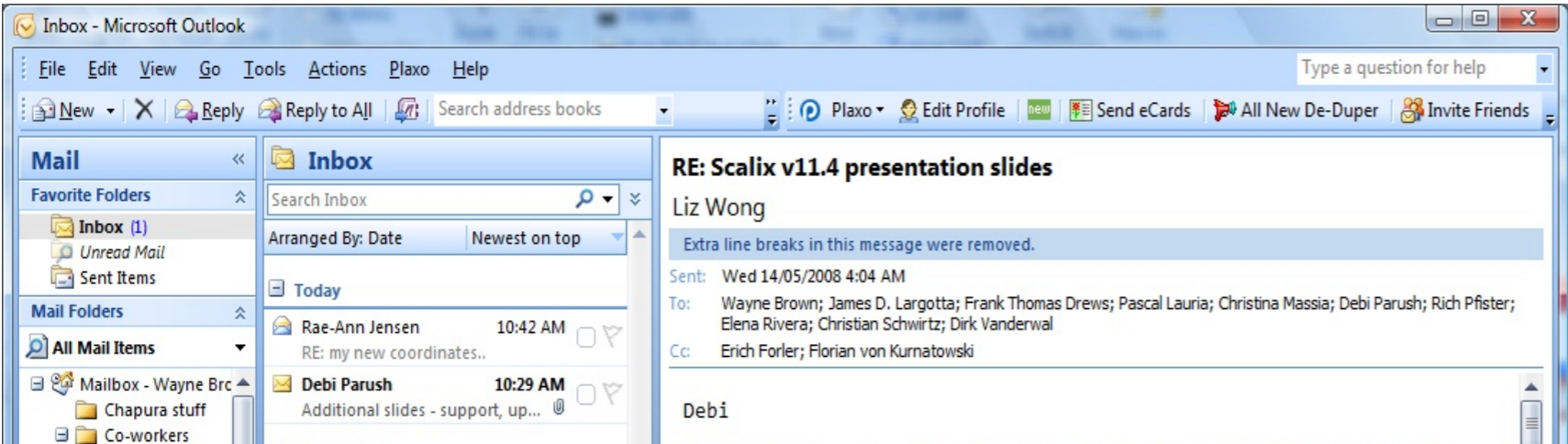


Scalix Integrates With A Complete Ecosystem

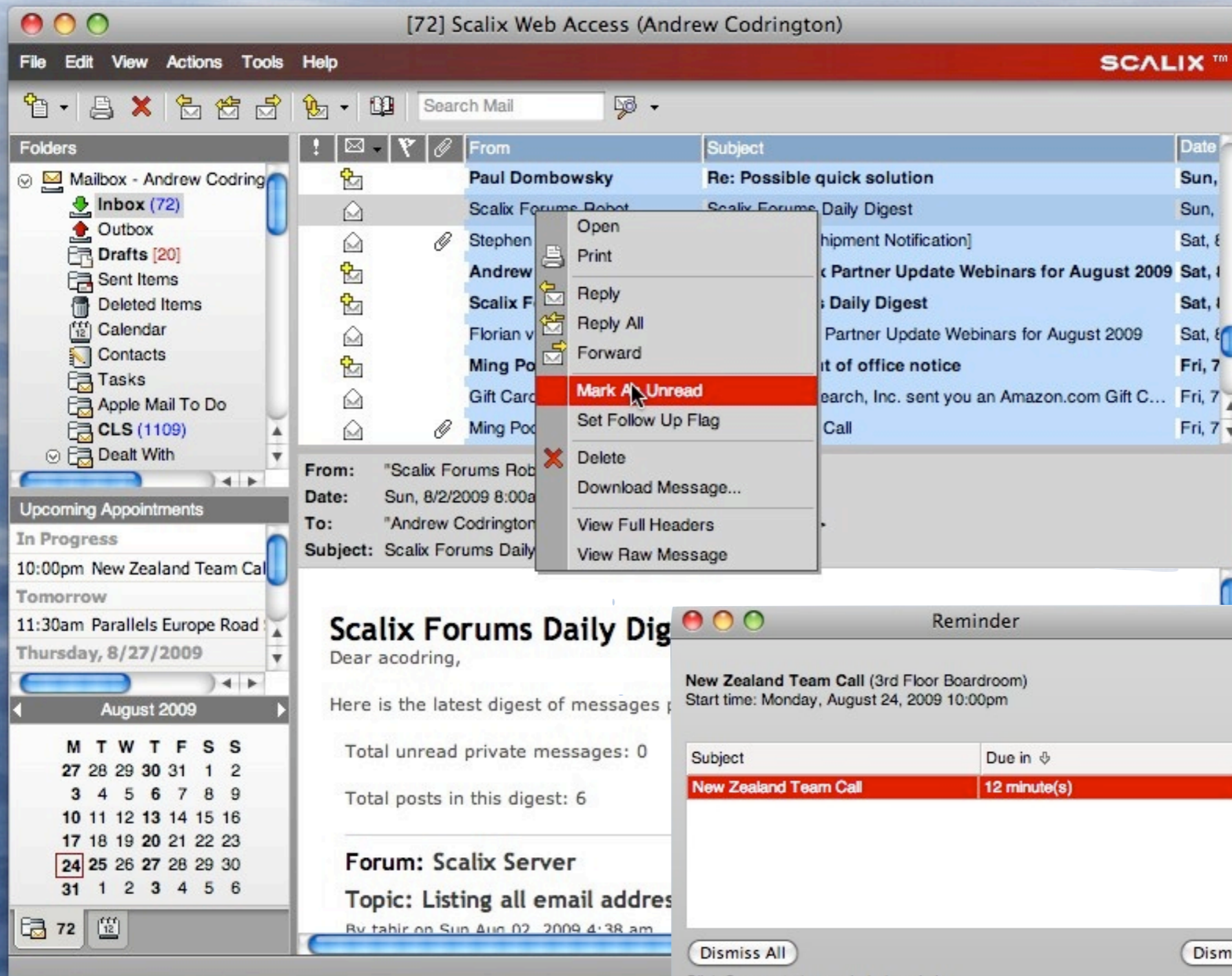


Scalix Connect for Outlook: A Full User Experience

- Native MAPI, not a PST hack
- Smart Cache for offline use and speed
- Automated deployment and update
- Active Directory sign-on
- Multi-Language support



Scalix Web Access: Web Client, Desktop Performance



- Reduce desktop licensing and management costs
- Enable kiosk & deskless working with full collaboration and calendaring

- Desktop look & feel
- Desktop functionality
 - Public Folders, Delegation, PIM, etc
- Extremely responsive
- Right click, hover text, drop downs...
- Works seamlessly with IE and Firefox
- Safari & Chrome support coming soon

- Support of all leading wireless PIM devices

- Blackberry (BES/BPS)
- iPhone (ActiveSync)
- Windows Mobile (ActiveSync)
- Palm (ActiveSync)
- Symbian-based smartphones (ActiveSync)

- Full features:

- Email: compose, reply, forward, delete
- View & edit attachments
- Maintain calendars & contacts
- Send & respond to meeting requests

- Achieved through native device support - no plugins



...Two Years In A Row.

InfoWorld Best of Open Source Awards, Mail and Collaboration - Sept 2007

InfoWorld Best of Open Source Awards, Mail and Calendar - Sept 2008



Gartner

2008 & 2009
Promising Vendor



3-time Winner
Best Messaging Product



2-time Winner

var Business

Top 100 Midmarket
Solution



“An enterprise
ready system”



Emerging Star



“A compelling enterprise-class option”



“An appealing alternative to Microsoft Exchange Server”

- Working together to streamline API's and integration points
 - User Provisioning
 - Billing
 - Deployment



Use an alternative mail server to Exchange, based on Linux

- Lower up front costs
- Lower operating costs
- Higher uptime



“However, designing and building an Exchange Hosting platform is expensive and complicated. The Microsoft recommended solution for offering Exchange Hosting can easily cost more than \$200,000 to build and maintain per year. And without a trained staff of Microsoft certified experts, Exchange Server can be unstable in large environments. Would you really want to take this risk with something as mission critical as e-mail?”

Source: Groupspark

You want options, not trade-offs

Your customers won't notice it's not Exchange,
but your bottom line will.



Let's talk! www.scalix.com