



# PRIVATE LABEL HOSTED EXCHANGE

## How Intermedia Partners Can Sell More Hosted Exchange 2010

Intermedia Private Label Partners can offer the latest version of hosted Microsoft Exchange, Exchange 2010. Your customers can get Outlook 2007, Entourage, plus Outlook Web App 2010. Add-on BlackBerry, iPhone or Windows Mobile devices – all for a flat fee.

Services are sold and billed under your brand, not ours. It's how we help you build your business and reputation. **Here are four reasons your customers will choose your hosted Exchange 2010 service versus the competition's out-of-date service:**

- 1. Premium infrastructure.** Intermedia operates a multi-million dollar infrastructure. Service is backed by a 99.999 percent uptime service level agreement.
- 2. The power and reliability of Exchange 2010 with our migration support.** Move your customers' to the latest version of Exchange, with support and specially-designed migration tools and resources to simplify the process.
- 3. Offer your users control with our brandable control panel.** Your customers can add or delete users, distribution lists, mobile devices or company contacts anytime via the web using a control panel that showcases your company brand.
- 4. Expert support standing by. You provide your customers with Tier-1 support.** Our experts are a phone call away when you need further assistance. We support you so you can support your customers and build your reputation.

### Intermedia private label advantage

- Set your own prices and margins; we offer wholesale rates
- Maintain customer ownership
- Grow your business, your way, all under your own brand

## THREE TYPES OF PLANS TO OFFER: STANDARD, ADVANCED AND BUSINESS PRODUCTIVITY SUITE

**Standard plans** are ideal for businesses that require ready-to-go Exchange hosting with few or no add-ons. Add-ons are offered a la carte so you can select and pay for only the features your customers require.

**Advanced plans** are targeted to businesses requiring advanced controls, datacenter selection to accelerate email delivery, integrated user management, compliance option, and more. They are designed to help you earn higher margins by including a suite of add-ons you can then price individually and sell.

**Business Productivity Suite (BPS) plans** are ideal for companies who require productivity and collaboration features. With this offering, critical enterprise services are included in the price per mailbox as well as SharePoint and OCS.

Compare the features of the three plans:

Feature	Standard	Advanced	BPS
Mailbox Storage	5 GB	25 GB	25 GB
Price	Call for pricing	Call for pricing	Call for pricing
Resource Mailboxes	Call for pricing	1 included	1 included
ActiveSync	Call for pricing	Included	Included
Retention Policies	Call for pricing	Included	Included
Wireless Policies	Call for pricing	Included	Included
Company Disclaimer	Call for pricing	Included	Included
MessageMirror	Call for pricing	Included	Included
Compliant Journaling	Call for pricing	Included	Included
Office Communicator Server	Call for pricing	Call for pricing	Included
SharePoint	Call for pricing	Call for pricing	2 GB included

Build “sticky” client relationships. Hosted Exchange and our other communication and collaboration services reduce client turnover because they are critical to business.



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