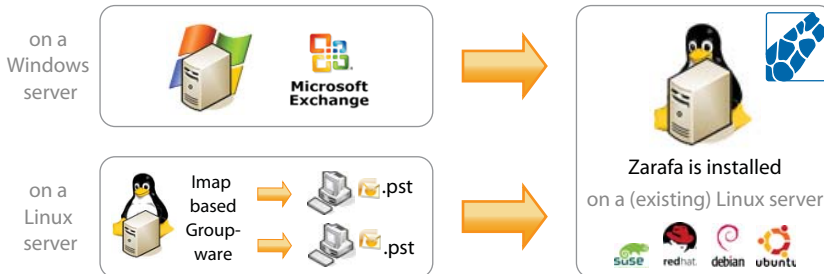
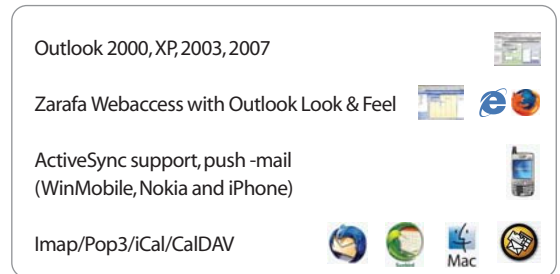


Zarafa, the Number One Exchange Alternative

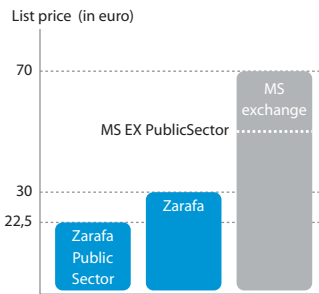
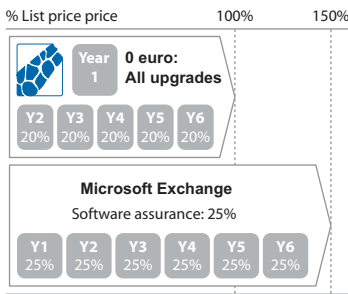
Zarafa replaces MS Exchange...



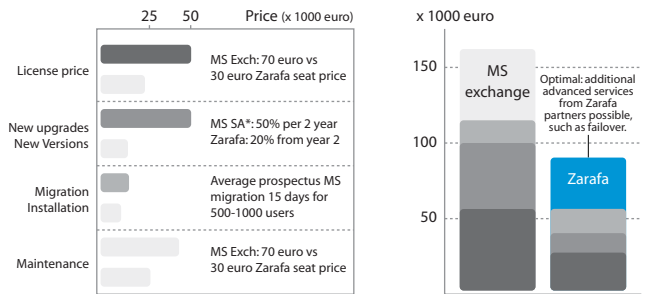
by communicating with:



Price: < 50% MS Exchange



InteraktContour savings (over 4 years 800 users) : > 60k



Basic	Mail, contacts, calendar and tasks connecting with Outlook & Zarafa Webaccess
Other features	Signatures, rules, out of office, delegation (send as), meeting requests, resources (meeting rooms etc)
Handheld support	Activesync compatible devices including Windwos Mobile, Nokia Mail for Exchange and Iphone, Blackberry on the short term
Calendar	Day, (work)week, month and multiuser calendarview: multi-user week calendar in webaccess
Web 2.0 webaccess	Usability features Right mouse click menu, drag&drop mails/meeting; Firefox only: drag and drop multi-attachements from desktop

Zarafa versus other Opensource solutions

Functionality

- Only stable Outlook sharing solution
- Best compatibility with Business phones including all activesync compatible handhelds
- Webaccess in full Outlook "look&feel" for lowest learning curve saving money



Multi-user calendar week view

Zarafa versus MicroSoft Exchange

TCO: 30 instead of 70 euro per user

Tech: Based on open standards & opensource

Functionality

- Brick level Backup: Single item, single mailbox restore of data
- Easy calendar sharing with webaccess
- Unique multiuser calendar in webaccess

Security and data integrity	SSL, Smime support, Single Sign-On, DMZ with webservers, "open" MySQL database
Multiserver & scalability	Multiserver version to connect several location and/or loadbalancing; splitting servers: e.g. web,db,mail- and application server
Integration	LDAP (e.g. Active Directory, OpenLDAP, E-directory), MTA, Via Z-merge SDK with other application such as Sugarcrm, Alfresco
GUI for user administration	OpenLDAP based GUI dealing with users, groups, quota and aliases
Opensource & open standards	AGPL, vendor independence by migrating over ical/imap gateways
Migration & Deployment tools	Tools on Access rights, migration (pst,imap), profile upgrades, push deployments and upgrades (e.g. msi via ads)

Downloads & Reviews

demo.zarafa.com | www.zarafa.com/vmware.html
 www.zarafa.com/download/evaluation.html
 www.zarafa.com/analistreports.html

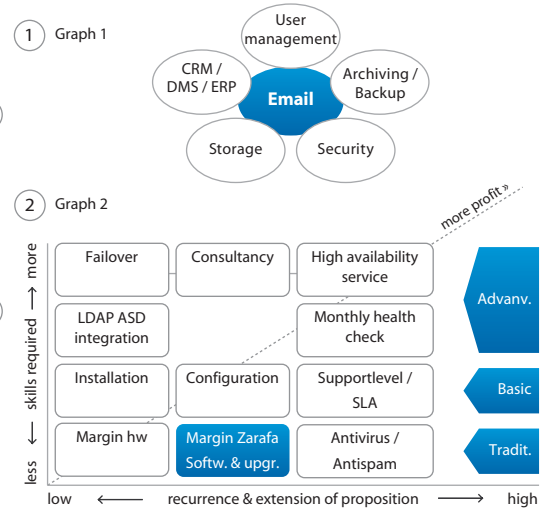
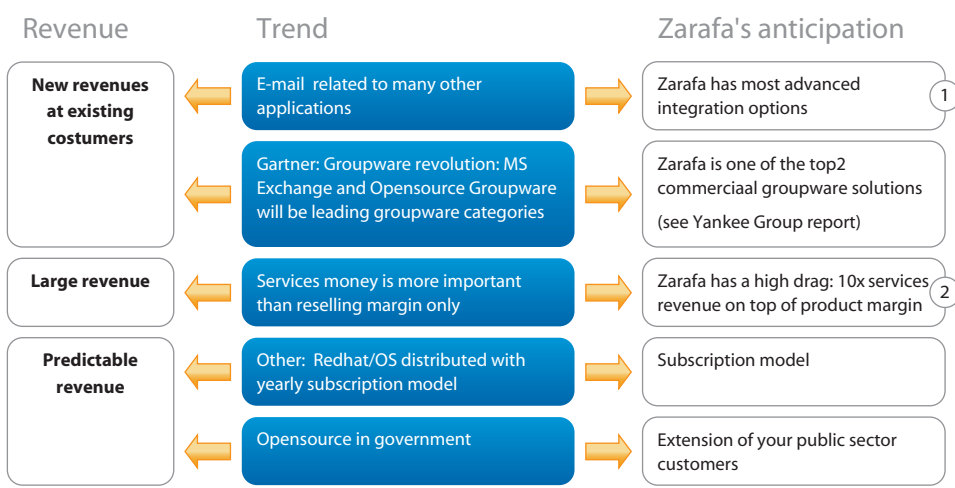


"ZARAFANUMBER 1
 SOLUTION IN EXCHANGE
 MARKET"

References



For Partners: Play with Trends in Predictable Revenues



Comparing with MS Exchange

You hear at the customer (C)

Large PST's & old Exchange version 5.5/2000 (and you want to speed up the migration process)

More webaccess usage, new departments that need simple access

Security issues with Outlook Webaccess

Opensource / open standards

You confront him

Do you know Exchange database has a 16gb limit in Exch 5.5. / 2000? Have you calculated the risk of days without e-mail when the limit is reached? Do you want to risk the value of your data when Exchange crashes due to this limit?

Do you think management is happy that your organization pays the same amount of money for people with a limited usage of their groupware?

Have you already informed management about this danger? That would happen when hackers access your managements e-mail?

Do you want to create vendor lockin? Do you know government stimulates open standards to prevent vendor lockin.

Do you know that with Zarafa you show your management that they can prevent vendor lockin and use open standards?

Your argument on Zarafa

Zarafa has no mailbox or database limit

For webaccess users companies shouldn't pay more than required. With Zarafa webaccess you can really open eachother's calendar. With MS Exchange: difficult.

Zarafa Webaccess runs on Apache (like 70% of the world) which is regarded safer than Microsoft IIS

Zarafa is Opensource software

Comparing with other (Opensource based) alternatives

You hear at the customer (C)

C wants to go away from Outlook and regard Zarafa too much as Outlook centric solution (mailclient related argumentation)

C wants to go away from Outlook and regard Zarafa a "Outlook centric solution" (handheld related argumentation)

Price

You confront him

Have you informed management they cannot collaborate anymore using Outlook? What chaos is created when all secretaries have to change their working habits with a new interfaces: like meetings.

What handhelds are used in the organisation/at management level? Do you tell them they cannot use pushmail the next years AND that they have to quit the handhelds they like and they are used too?

Is in your organisation e-mail the dominant communication channel to interact with externals? Do you think it is smart to make the management happy saving a few 1000 euro but after six months confronting you with anot-fully-working solution?

Your argument on Zarafa

Zarafa has Outlook support and an "Outlook Look & Feel" webaccess. If you decide to quit Outlook: it is interesting for your organisation to have a user interface in the same style.

Zarafa supports blackberry (Rel. Q4 2008) and ActiveSync handhelds like Windows mobile, Nokia mailfor exchange and iPhones.

Zarafa has a good price/quality. It is the only one with a 100% Outlook/Exchange type (so called "MAPI") implementation. Besides Zarafa is a European organisation with unrivaled advanced support for partners. Also many trainings and events are organised.