



Reach

Microsoft Exchange Server 2007

Bell Micro recommends genuine
Microsoft® Exchange Server



Reach for success with Bell Micro and Microsoft

More demands;
demand more

The release of Exchange Server 2007 presents a major opportunity to upgrade existing customers. Both Exchange Server 2000 and 2003 customers will see significant advantages in moving to Exchange Server 2007. From a sales perspective, the Exchange 2000 base is the 'low-hanging fruit' for upgrade for the following reasons:

- Mainstream support ended for Exchange 2000 on

January 10th, 2006. Extended support continues until 2011

- SA has likely expired (or is non-existent) for Exchange 2000 customers so the revenue upside is larger to move these accounts
- According to an Osterman Research report, Exchange 2000 represents 25% of the Exchange installed base
- Exchange 2000 customers are more likely to have fully depreciated their existing hardware to be close to the end of manufacturer's support

Exchange Server 2007 Editions

Exchange Server 2007 is offered in two server editions: Standard Edition and Enterprise Edition:

- Exchange Server 2007 Standard Edition is designed to meet the messaging and collaboration needs of small and medium corporations; it may also be appropriate for specific server roles or branch offices.
- Exchange Server 2007 Enterprise Edition, designed for large enterprise corporations, enables creation of multiple storage groups and databases.

Exchange Server 2007 Edition Offerings

Feature	Standard Edition	Enterprise Edition
Storage Group Support	5 storage groups	50 storage groups
Database Support	5 databases	50 databases
Database Storage Limit	No software storage limit; storage limit is hardware dependent	No software storage limit; storage limit is hardware dependent
Single Copy Clusters	Not supported	Supported
Local Continuous Replication	Supported	Supported
Cluster Continuous Replication	Not supported	Supported

The Top 10 Reasons to Upgrade to Microsoft Exchange Server 2007

1. **Keep your email systems running at lower cost.**
New data replication capabilities in Exchange Server 2007 drive increased availability at a lower cost.
2. **Access email, voice mail, calendar and contacts from virtually anywhere, anytime.**
Access important inbox information from virtually anywhere and enjoy a rich and familiar experience based on Microsoft Outlook.
3. **Get affordable, enterprise-class mobile messaging that's better than ever.**
Building on advances in Exchange Server 2003 SP2, mobility features raise that bar on user experience and deliver improved manageability.
4. **Empower employees with unified messaging while saving money.**
Now employees can receive their email, voicemail and faxes through a single inbox that is organised just as they manage email today.
5. **Get comprehensive protection from spam, viruses and phishing attacks.**
Integrated anti-virus, anti-spam and anti-phishing technologies stop the latest threats before they impact your business and employees.
6. **Reduce compliance risk in a way that makes sense for your business.**
Incorporates new features specifically designed to help your business comply with corporate, regulatory and legal requirements.
7. **Take advantage of powerful Web access.**
Outlook Web Access (OWA) 2007 provides a rich, Outlook 2007-like experience in an internet browser.
8. **Boost administrator productivity with new tools.**
Helps administrators save time and reduce effort with advanced management tools.
9. **Ease deployment and management.**
Deploying Exchange Server has never been easier. New modern, modular architecture helps eliminate potential errors resulting from manual configuration, reducing the exposure to malicious attacks and simplifying day-to-day management.
10. **Optimise your investment for future growth.**
Exchange Server 2007 breaks through past memory and cache limitations for higher performance and increased scalability even as mailbox sizes continue to grow to accommodate employee's demands for more storage.

For more information visit www.reachformicrosoft.com or call your account manager

PAIN POINT

Our users are increasingly working from remote locations and mobile devices; we need a solution that can cope, while not requiring a lot of extra management.

SOLUTION

With Outlook Web Access, external partners and vendors can participate in your email system without requiring a VPN connection.

Direct Push technology via Windows Mobile software and Exchange Server 2007 enables real-time cost effective connectivity between mobile devices and corporate networks. It allows mobile users to stay connected, and has a smaller footprint to save bandwidth. Remote device management features help make provisioning and updating devices more efficient and are built right into Exchange 2007.

PAIN POINT

Compliance – that's the only thing I am thinking about at the moment – and the need to make our systems work with the regulations.

SOLUTION

Exchange 2007 incorporates features made specifically for compliance, such as multi-mailbox search, retention rules that are managed via folders, transport rules for messages, and more flexible journaling. Exchange Hosted Services provides additional compliance support with archiving, filtering and encryption services.

These services enable organisations to store and search through terabytes of email therefore avoiding the cost and complexity of on-premise email management.

Opportunity Spotter

The following customer issues can help begin a conversation around the benefits of moving from their existing solution to Exchange Server 2007.

- Increased demand for advanced remote/mobile capabilities
- Need to support compliance/legal discovery requirements
- Interest in new VoIP/PBX solution or replacing an existing more costly solution
- Consolidation of systems acquired through mergers and acquisitions
- Hardware investment has been fully depreciated (most hardware is refreshed every 4 to 5 years) or reaching end of support by the manufacturer
- SA has expired or does not exist

Bell Micro's innovative online tool, Licence Desk on the Internet (LDi), simplifies the process of licence sales for resellers

LDi assists resellers in overcoming the challenges faced in managing the variety of software licence products purchased by their end user customer. And it enables resellers lacking the necessary skills and resources to move into software licence sales.

LDi handles multi-vendor quotes/orders, has an 'always best price' saver wizard, offers unique end-user management tools and automatically handles order tracking and renewals.

To access LDi visit www.reachformicrosoft.com/how_licensing_ldi.htm

If you have not accessed LDi before, you will need to register for a new user account.

What's new in 2007?

Enhancements over previous versions of Exchange Server can be found in the following areas:

Deployment – modular setup and server provisioning based on roles, along with auto-discovery on Outlook and mobile clients help simplify deployment

Flexibility of Choice – ability to manage in-house or choose service managed by a hosted provider

Business Continuity – new data replication capabilities keep the system available while limiting the need and frequency for tape backup

Compliance – message transport and storage rules can control routing, encryption and retention to meet compliance requirements

Security – built-in defences against spam, phishing and viruses. Automated intra-org encryption keeps messages secure

Unified Messaging – going beyond email to deliver more types of communication into the inbox, such as voicemail and fax

Calendaring – enhanced features simplify collaboration and increase output

Mobility – improved Outlook email and calendaring on mobile devices. Direct push allows for bandwidth savings

Scalability – improved server consolidation and storage efficiency

Automation – new interfaces offer easy manageability and increased automation while integrated tools simplify maintenance

For more information call your account manager