

# The MailStreet Advantage



## Total Cost of Ownership: Hosted vs. In-House Exchange

The economics of IT services are rapidly changing. Owning and maintaining multiple servers and software applications requires a substantial financial investment, all of which diverts funds and resources away from what companies should be focused on—growing a successful business.

As more companies choose hosted IT services, MailStreet's hosted Microsoft Exchange provides an efficient, scalable, and cost-effective enterprise-class email and collaboration solution, at a price that companies of all sizes can afford.

With hosted MS Exchange, these companies can reap the benefits of business-class email—without the hassle of managing or maintaining on-site infrastructure.

The following table provides a real-life example of the costs involved to implement and maintain an in-house Exchange solution vs. the MailStreet hosted Exchange service.

In addition, companies who use MailStreet hosted Exchange gain the following extra advantages:

- Business-class email at a cost-effective price
- Low cost-of-ownership
- Zero upfront investment & cost predictability
- Immediate deployment
- The ability to scale up or down as needed, as needed
- Secure and reliable network performance
- Anytime, anywhere access to information
- Premium spam and virus protection
- Team collaboration via SharePoint
- U.S.-based live customer support

### Total Cost of Ownership (TCO):

#### In-House Exchange Implementation Vs. MailStreet Hosted Exchange (\$7.95/Mth/2GB)

TCO scenario based on 20 Exchange users (mailboxes), and 10 BlackBerry Enterprise (BES) users over a 3-year period	In-House Exchange Deployment			Hosted Service (Monthly) MailStreet
	Year 1	Year2	Year 3	
<b>Microsoft Exchange 2007 Server &amp; Installation</b>				
Exchange 2007 Server software (vs. MailStreet subscription model)	\$1,000			\$159
Exchange 2007 standard client licenses (includes Outlook software)	\$2,580			Included
Windows Server Software	\$1,000			Included
Server hardware, 2GB RAM, RAID hard drives, 4-hour warranty service	\$5,900			Included
Tape backup hardware, software, tapes	\$2,300			Included
Anti-spam and anti-virus software (vs. MailStreet subscription)	\$1,700	\$500	\$500	Included
Server implementation services/engineer	\$5,000			Included
<b>Wireless PDA Synchronization Servers &amp; Installation</b>				
BlackBerry Enterprise Server and software	\$6,200	\$700	\$700	\$100
Mobile device support	\$1,000	\$1,000	\$1,000	Included
<b>Services</b>				
Data center server/rack space, power, bandwidth	\$6,000	\$6,000	\$6,000	Included
Off-site tape storage service	\$912	\$912	\$912	Included
Help Desk support (8 hrs/day)	\$3,000	\$3,000	\$3,000	U.S. Based
Routine systems maintenance	\$22,500	\$22,500	\$22,500	Included
<b>Redundancy (included w/MailStreet service)</b>				
Redundant clustered server, Storage Area Network	N/A	N/A	N/A	Included
Service Level Agreement (SLA) 100% uptime	N/A	N/A	N/A	Included
Redundant Internet Service Providers	N/A	N/A	N/A	Included
Redundant power plants, UPS, and fire suppression	N/A	N/A	N/A	Included

<b>Monthly Cost of MailStreet Hosted Exchange</b>				<b>\$259</b>
<b>Annual Cost for In-House Exchange vs. MailStreet Hosted Exchange</b>	<b>\$59,092</b>	<b>\$34,612</b>	<b>\$34,612</b>	<b>\$3,108</b>
<b>3-Year Cost for In-House Exchange vs. MailStreet Hosted Exchange</b>			<b>\$128,316</b>	<b>\$9,324</b>

**3-Year savings gained from using MailStreet Hosted Exchange instead of In-House Exchange \$118,992**

## The MailStreet Advantage

MailStreet hosted business communications solutions spare companies of all sizes from investing in significant upfront infrastructure purchases, ongoing maintenance costs, and the staff resource drain of an in-house solution.

The MailStreet service provides all the features and functionality of Microsoft's world-class Exchange email, including the full capabilities of Outlook. MailStreet provides live, U.S.-based customer support, premium spam and virus protection, and group calendar scheduling. Expanded services include email archiving and compliance, secure mail, secure IM and Web conferencing, and online backup. In addition, our mobile email services enable your users to take the office with them—whether across town or across the country. Users stay connected to their Outlook email via their favorite mobile device, including BlackBerry, Apple iPhone, Windows Mobile devices, and Android Mobile Messaging devices.

MailStreet is staffed by a team of certified engineers whose sole focus is managing mission-critical email services. MailStreet also offers a robust infrastructure that supports our 99.9% SLA and uptime guarantee. Plus, MailStreet handles the setup, provisioning, maintenance, and upgrade to the Exchange infrastructure.

As the largest worldwide hosting service for Exchange, choosing MailStreet to host your Exchange email services will save you money and enable you to focus your critical IT resources on strategic initiatives that grow your company.

## At a Glance

**Headquarters:** Plantation, Florida

**Founded:** 1997

**Customers:** 300,000 users; over 20,000 customers

**Websites:** [www.MailStreet.com](http://www.MailStreet.com)

**Industry:** Messaging & Collaboration

### Awards & Recognition:

- Microsoft Gold Certified Partner Competencies in Hosting, Mobility, Networking Infrastructure, Systems Management, and Server Platform
- 2009 CRN "Fast Growth 100" Ranked #40
- 2009 Washington Business Journal "Fastest Growing Companies"
- 2009 Software Magazine "Software 500" Ranked #2 in its category
- 2009 InfoWorld "Top 100 IT Projects"
- 2009 Deloitte "North American Technology Fast 500" Ranked #208
- 2009 American Business Awards (Stevie) "Finalist in Customer Service"
- 2009 American Business Awards (Stevie) "Finalist in Product Management"
- 2009 Microsoft Awards "Finalist in Unified Communications Solutions"

## Technology Partners

