Microsoft Hosted Exchange: Email Economics

The ongoing management, updating, and expanding of company email systems is typically the single largest consumption area of IT resources for most companies. Moving this IT workload from an on-premises (a typical client/server model) to a cloud environment (Hosted Email) can provide companies with a number of benefits, including cost and management time savings, the latest technologies, and a flexible technology solution that results in improved productivity.

Evaluating Your Email Infrastructure

1. How many employees use email? Do your staffing levels vary?

2. What is your current email system? Do you currently use Outlook?

3. How long have you had your current email system and hardware? Are you planning an upgrade?

4. How much do you spend on all the hardware and software required to run your system and backup?

5. How much do you spend on staff time (internal or contracted) managing your email system on an ongoing basis?

6. Do you have employees that need remote access to email, calendar and contacts or need access on their personal devices (tablets, smart phones)?

7. How do you protect your email system (backup, anti-virus, anti-spam, disaster recovery)? How long would it take to restore your email?

8. Do you have regulatory/compliance needs for your email?

Typical Pain Point with On-premises Email Systems

Spiraling costs caused by expanding email requirements and ongoing email management

Increased burdens from requirements for storage, archiving, security, high availability, disaster recovery, and compliance

The need to extend email access to any device, with access from anywhere

Proliferation of mobile devices such as laptops, smart phones, and tablets accessing email and the ability to synch all devices to a centralized inbox

Ongoing IT management burden

Keeping servers updated with the latest security patches and updates, and overall keeping the system running at a high availability

Outdated hardware and software

Speed and capabilities are falling behind

Who Can Benefit From Hosted Exchange?

COMPANIES

Start-ups:	5-25
Small Businesses:	5-50
Medium Businesses:	50-500
Upper Mid-Market:	500+

ROLES

CEO/Business Owner
Business Decision Maker

IT Pro Technology Influencer

Visit savvisdirect online at www.savvisdirect.com to learn more, or call us at 855.459.5121.

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The Benefits of Hosted Exchange Email

You can retire and/or supplement your on-premises email server(s) and move to Microsoft Hosted Exchange from savvisdirect.

Save Money and Move Off the Hardware Upgrade Cycle:

- No more server hardware to buy, update and support
- Lower licensing costs and predictable monthly expenses

Reduce IT Management and Support Needs:

- Outsource your ongoing IT support and server maintenance
- We'll manage server updates, patches and maintenance so you don't have to
- Utilize your IT staff time and budget where it can be most effective for your company

More Features and Improved Productivity:

- Get anytime, anywhere access to your email on your PC, laptop, smart phone and tablet
- Synchronize your email, calendars, and contacts across all of your devices

Typical On-premises Email Set-up

A typical on-premises email system set up will consist of the following components:

Hardware

- Front-end server
- Email server and backup
- Storage system
- Back-up system
- Replace/upgrade hardware every 3-5 years

IT & Admin Support

- Exchange Administrator
- Installation of hardware & software
- Ongoing server maintenance, patching, updates
- Ongoing Exchange administration
- User support

Software/Licenses

- Windows Server Licenses + CALs
- Exchange Server Licenses + CALs
- Outlook licenses
- Anti-spam
- Anti-virus

Additional Costs

- Bandwidth
- Compliance/Archiving/eDiscovery

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Frequent Questions

1. **Is moving to the cloud/migration/setup complicated?**

   ANSWER: At savvisdirect, we believe that getting to the cloud shouldn't be a difficult process. We offer the assistance you need, whether its setup, management, maintenance or training. Our FastForward Onboarding℠ and ongoing 24/7 technical support options simplify your onboarding and management experience so you can get the most out of your cloud services, quicker.

   As a Microsoft Hosted Exchange customer, you'll also have ongoing 24/7 access, via phone, email or chat, to our Cloud Support team for any technical challenges that you might encounter.

   Learn more about our FastForward Onboarding services.

2. **Can I keep my existing on-premises systems and hardware, and then onboard new email users onto the hosted email platform?**

   ANSWER: You can run a hybrid system with current users on your on-premises server and add new users to the hosted environment saving the need to add additional storage and hardware as you increase users. Moving to Hosted Exchange from savvisdirect can save you money on continuous maintenance costs, time spent patching and updating servers, and provide automatic backups and disaster recovery systems. You'll also get a predictable monthly cost, and you won't have to worry about IT staff turnover.

3. **We're currently using Exchange 2003, is Exchange 2010 worth the upgrade?**

   ANSWER: Exchange 2010 and Outlook provide a seamless email experience across your PC, phone and browser; providing better access to remote users. The new features help you organize and prioritize the communications in your inbox more efficiently. Hosted Exchange 2010 from savvisdirect can lower messaging costs by 50-70%.

4. **Is Hosted Email from savvisdirect secure? Will my data and employee information be safe?**

   ANSWER: savvisdirect leverages the global infrastructure of our parent company CenturyLink, the third largest telecommunications company in the U.S., as well as the best practices of our partner company Savvis, a worldwide leader in cloud infrastructure and hosted IT solutions for large enterprises. With SSAE 16/ISAE 3402 Type II-compliant Data Centers, built to Tier 3 standards, two diverse internet backbones, a network that spans 224,000 route miles; savvisdirect offers a fully redundant environment that provides self-healing, recovery, and backup, with multiple industry-leading data security and virus protection processes in place.

   Physical data center 24/7 bio-metric security, customer-specific firewall protection, monitoring, CyberSource's PCI-compliant credit card processing, and network and source code scans using multiple security providers all add up to the peace of mind that your data is secure. savvisdirect and Savvis are both members of the Cloud Security Alliance, a nonprofit organization that supports best practices for securing cloud computing.

5. **In the unanticipated case of downtime, how do we get our email?**

   ANSWER: We don't just claim reliability when it comes to your applications. savvisdirct SLA guarantees 99.99% uptime which beats the Microsoft Exchange industry standard SLA.

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Compare technology costs over a three year span:

25 User	On-Premises	Hosted Exchange
Hardware	$8,719	$0
Software/Licenses	$6,251	$7,200
IT Admin & Support	$34,937	$0
Total 3 Year Cost	$49,907	$7,200

You Save up to 69%

50 User	On-Premises	Hosted Exchange
Hardware	$8,965	$0
Software/Licenses	$20,661	$14,382
IT Admin & Support	$71,499	$0
Total 3 Year Cost	$101,125	$14,382

You Save up to 70%

100 User	On-Premises	Hosted Exchange
Hardware	$10,713	$0
Software/Licenses	$26,361	$28,800
IT Admin & Support	$126,750	$0
Total 3 Year Cost	$163,824	$28,800

You Save up to 57%

Bringing Cloud to Every Business Under the Sun

savvisdirect believes that all businesses should have access to the simplicity, security, reliability and flexibility of cloud services. That's why we work hard to provide you the support and service you need to make the switch. And it's all **backed by the reputation of Savvis, a world-leader in IT and cloud solutions, and CenturyLink, the nation's third-largest communications provider.**

At savvisdirect, you'll get the help you need to do more for your business. Because this is more than just cloud. It's the bedrock of your business. Learn more about how cloud technology can benefit your business at www.savvisdirect.com.

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