The Radicati Group, Inc.
www.radicati.com

Hosted Business Email Solutions

A Radicati Group Webconference

9:30 am, PT
June 30, 2011

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Speakers & Agenda

The Radicati Group, Inc.
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Speakers:

- Gus Harsfai, *President and CEO*, **Ceryx**
- Shan Sinha, *Group Product Manager for Business Messaging*, **Google**
- Tony Rorai, *Product Manager, Messaging and Collaboration*, **NaviSite**

Agenda:

- *Presentations from **Ceryx, Google, NaviSite***
- *Speaker Panel Discussion (all) – moderated by Sara Radicati*
- *Audience Q & A session*

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CERYX

The benefits of the cloud, without the compromise.™

Radicati Webconference
June 30, 2011

IMPACT AWARDS Winner

Microsoft GOLD CERTIFIED Partner

Hosting Solutions
Unified Communication Solutions
Mobility Solutions
Security Solutions

Gus Harsfai
Ceryx, President and CEO
Gus.Harsfai@Ceryx.com
1-800-663-6245 Extension # 101

About Ceryx…in a few words

Value Proposition

Enabling the large enterprise to participate in the benefits of the cloud, without the compromise.

About Ceryx

Industry Innovators

› Ceryx built and has successfully taken to market Cloud Control™ – the world's first enterprise private cloud provisioning platform

› Ceryx pioneered the 100% Uptime Guarantee through real-time geo-replication

Industry Experts

› 10+ years delivering advanced solutions to enterprises as a UCC managed service provider

› 18+ years as a systems integrator focused on messaging and collaboration

› Software development expertise for enabling differentiation with scalability

Leaders in Messaging and Collaboration Solutions

› Chosen by IBM, CompuCom and EMC

› Fortune 500 Companies

› Radicati – Magic Quadrant "Trailblazers"

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Hosting Solutions
Unified Communication Solutions
Mobility Solutions
Security Solutions

BlackBerry Alliance Elite Member

IMPACT AWARDS Winner

BlackBerry Certified Alliance Member • BRONZE

CERYX

The Market…Our Current and Future Clients

Clients Considerations

Clients face a number of business and technical issues when evaluating outsourced messaging solutions

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Hosting Solutions
Unified Communication Solutions
Mobility Solutions
Security Solutions
BlackBerry Alliance Elite Member
CERYX

What the Market is Demanding

1. **Control…over resources**
- Initial costs
- Total cost of ownership

2. **Control…over data**
- Data encryption
- Two-factor authentication
- Advanced mobility security
- Data protection
- Disaster recovery
- **Secure Delegated Administration – via Cloud Control™**

3. **Control…over processes**
- Integration
- Support
- Maintenance
- Adapting for the future

Microsoft GOLD CERTIFIED Partner
Hosting Solutions
Unified Communication Solutions
Mobility Solutions
Security Solutions
BlackBerry Alliance Elite Member
CERYX

Google Apps for Business

Designed for teams, built for the web

Shan Sinha
Google Apps Product Manager

Google Confidential and Proprietary

Unique value for our customers

Pure & Proven Cloud

100% browser based
Rapid innovation
Enviable security & reliability

Designed for Teams

Real-time collaboration
Socially aware
Across organisation borders

Simple & Affordable

Simple licensing
Supported for everyone
Low TCO

Productive Anywhere

Device agnostic
Viewing AND editing
Interchangeable experience

Google Confidential and Proprietary

Pure & Proven Cloud

100% Web

All applications accessed via the browser
No thick-client software to install and maintain
100s of integrated partner apps, just a click away

Rapid Innovation

Over 125 new features in 2010 released directly to the user
Unique new capabilities like automatic translation in Gmail & Talk
'Scheduled release' or 'rapid release' to suit your needs

Enviable Reliability, Scale & Security

99.984% uptime in 2010, 99.9% uptime SLA
>3M businesses, >30M users, hundreds of millions of consumers
SAS70 Type II, FISMA (US), 24/7 threat identification

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Designed for Teams

Real-Time Collaboration

True real-time editing with no conflicts to resolve
Intuitive UI with 2-click sharing

Everyone can be Involved

Colleagues, customers and partners can all collaborate
No additional costs or software required

Socially Aware

See others editing alongside you
Comments that bring people into your documents

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Productive Anywhere

View AND Edit

Not just access to information, but collaboration on the go
Adaptable to your situation with features like voice input

Device Agnostic

Gmail, Calendar and Docs on any web-enabled device
Seamless experience with BlackBerry, iPhone, Symbian and Android

Interchangeable Experience

Consistent user experience across all devices and form factors
Start on your phone, move to your tablet, finish on your phone

Google Confidential and Proprietary

Simple & Affordable

Simple licensing

Single price meeting the needs of all users
No additional costs to consider

Low TCO

$50/user/year, that's what you pay
Proven deployment tools and training

Open & Consistent

Phone and email support for all businesses
Transparent availability dashboard available to everyone
No lock-in with initiatives like the Data Liberation Front

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Tools for today's workers

Google

Gmail *Huge inbox with search. Keep and find everything.*

Talk *Business class IM and VC as easy as email.*

Groups *Let users easily create and work in teams.*

Calendar *Make sharing calendars and schedules easy.*

Docs *Makes collaborating as easy as creating.*

Google Cloud Connect *Co-authoring in Microsoft Office.*

Sites *Allow users to manage their own sites.*

Video *Unlock the power of video within your business.*

Postini *Security and compliance solutions.*

Google Confidential and Proprietary

3M businesses have gone Google – 3,000 more each day

Learn more at **google.com/apps**

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NaviSite®

Messaging and Collaboration Services

Tony Rorai
Product Manager

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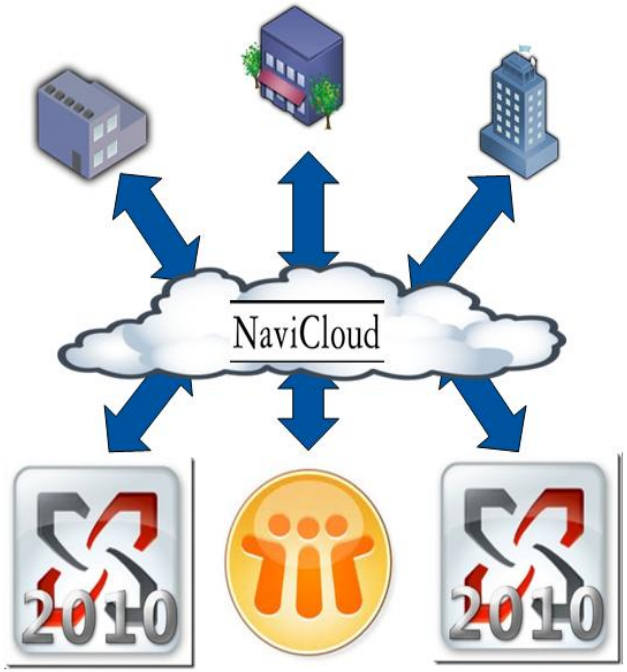
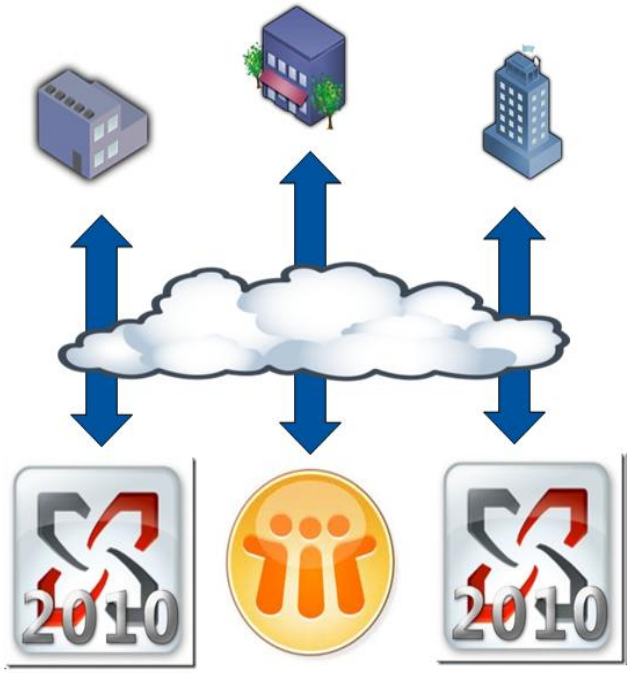
NaviSite Managed Messaging Services

Two basic flavors

NaviCloud



Dedicated



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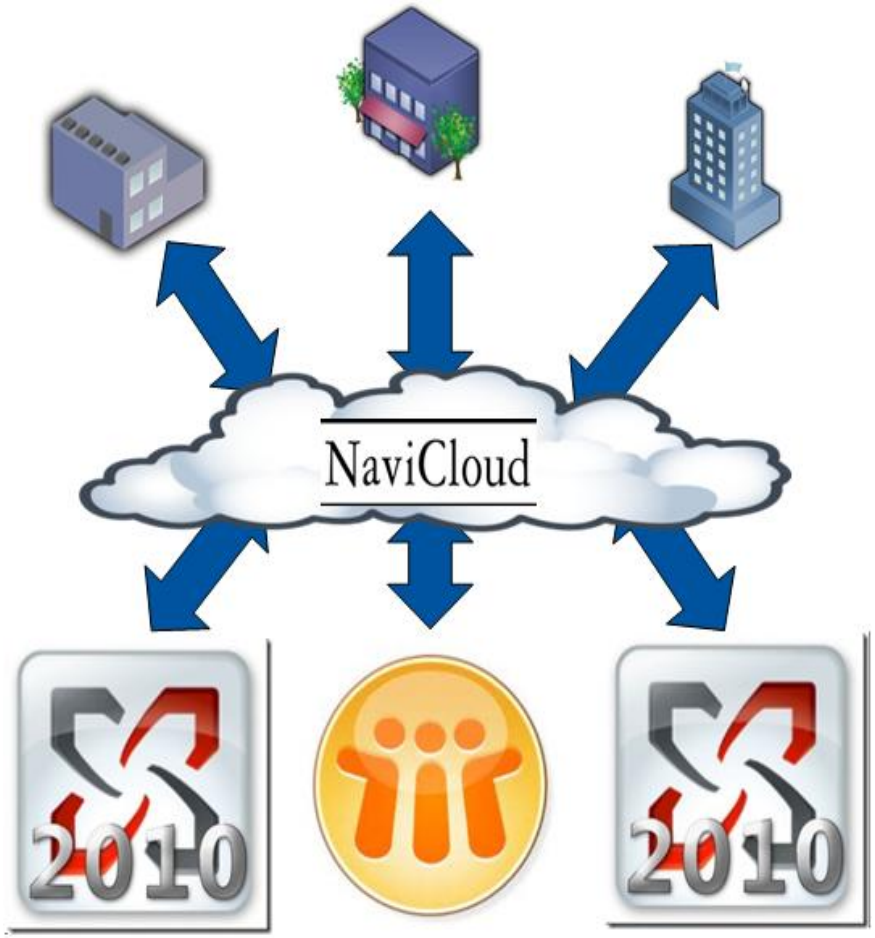
NaviSite NaviCloud Messaging Solutions

- Single customer per logical architecture on multi-tenant cloud infrastructure
- Powered by NaviCloud MCS
- Full Active Directory integration
- Lifecycle Management
- Fully customizable based on customer requirements including compliance and regulatory
- Microsoft Exchange 2010, SharePoint 2010, OCS 2007/Lync 2010
- Lotus Notes & Domino 8.5, Sametime, Connections
- Postini and Trend standard
- Mimecast UEM, Global Relay Compliance Archiving
- BES/Good/ActiveSync
- Up to 99.99% SLA



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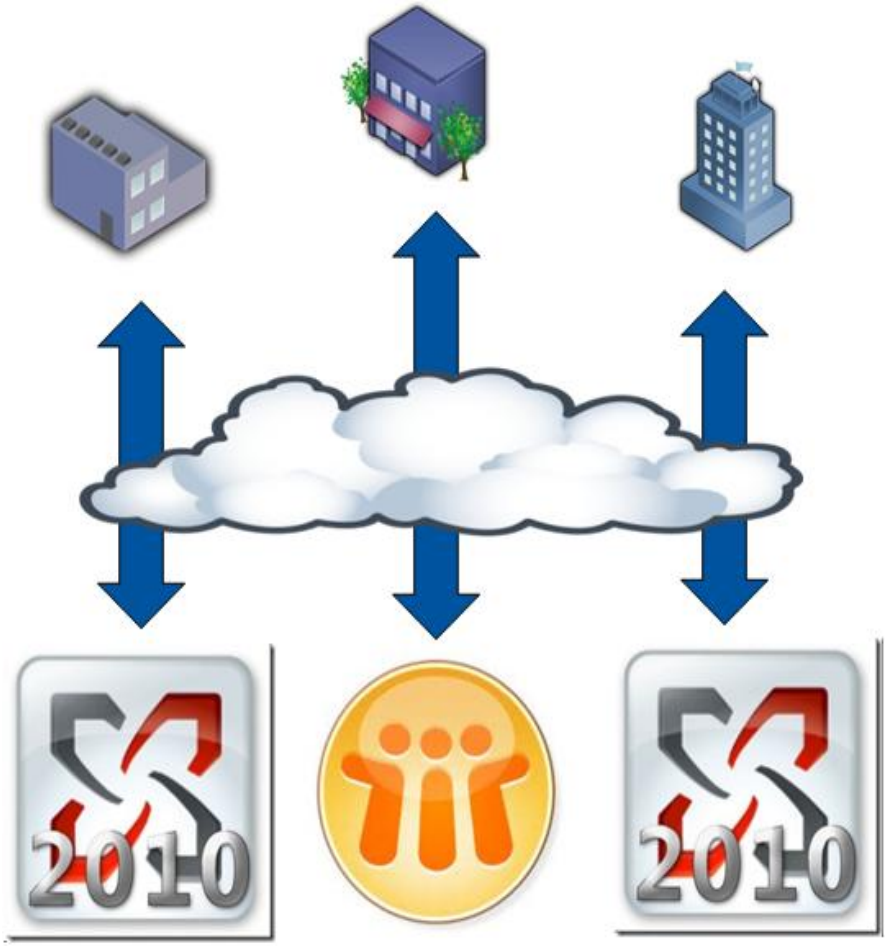
NaviSite Dedicated Messaging Solutions

- Single customer per architecture
- Fully dedicated hardware
- Full Active Directory integration
- Lifecycle Management
- Fully customizable based on customer requirements including compliance and regulatory
- Microsoft Exchange 2010, SharePoint 2010, OCS 2007/Lync 2010
- Lotus Notes & Domino 8.5, Sametime, Connections
- Postini and Trend standard
- Mimecast UEM, Global Relay Compliance Archiving
- BES/Good/ActiveSync
- Up to 99.99% SLA



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NaviSite Managed Messaging - Key Features

Complex Environments	• Fully customized solutions built to spec • Seamless Integration with multiple AD options •Vendor Agnostic equals best of breed at each layer
Security & Compliance	• Multi-pronged security framework • Enterprise Spam and Virus included in all solutions • SAS70 Type II, PCI, HIPAA, Sarbanes Oxley compliant
Performance	• Enterprise class architecture • SLA guarantees • High Availability and Disaster Recovery
Application Expertise	• 15 years supporting IBM Lotus solutions • 10 years supporting Microsoft Exchange solutions • Custom apps/Custom integration/multi-platform
Usage-based Pricing	• Per user charge for all Messaging solutions • No up-front capital investments • Managed solutions delivered as a hosted service

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Thank You!

NaviSite®

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Your Speaker Panel

The Radicati Group, Inc.
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- **Sara Radicati**
  President & CEO, The Radicati Group
- **Gus Harsfai**
  President and CEO, Ceryx
- **Shan Sinha**
  Group Product Manager for Business Messaging, Google
- **Tony Rorai**
  Product Manager, Messaging and Collaboration, NaviSite

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New Reports just published by The Radicati Group:

- Email Archiving Market, 2011-2015
- Email Statistics Report, 2011-2015
- Enterprise Social Networking – Market Quadrant, 2011
- IBM Lotus Notes and Domino Market Analysis, 2011-2015
- Corporate Web Security Market, 2011-2015
- Microsoft SharePoint Market Analysis, 2011-2015
- Microsoft Exchange and Outlook Market Analysis, 2011-2015

You can view all our published and upcoming reports at www.radicati.com

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