

HydraTec has asked Quantix to provide information regarding their need to take a step change in their messaging solution to meet changing business demands. The key drivers for this change are as follows;

- There is a need for archiving and retention policies to meet compliance and growth requirements.
- Technical staff running the internal messaging solution could be put to a more profitable use.
- There is a lack of business continuity or disaster recovery around key systems.

Internal Exchange

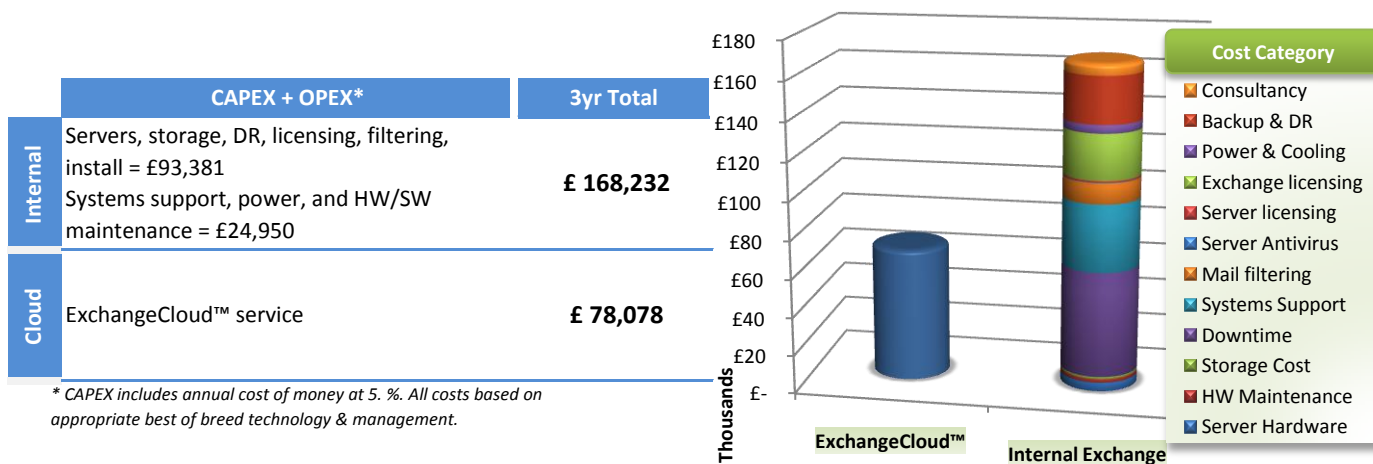
A traditional approach retaining ownership, management and support of internal systems.
Requires purchase, install and management of hardware, software, systems & an appropriate backup/DR platform.

VS

ExchangeCloud™

24x7 cloud Exchange provided as dedicated, hosted systems including all Microsoft licensing requirements. No shared Exchange platform, and no internal infrastructure to purchase or manage, no DR or backup system to maintain.

3yr Total Cost of Ownership Analysis based on Exchange 2010 Enterprise



"The ExchangeCloud™ platform could save HydraTec £90k, or 54%, in TCO over 3 years."

This is an example TCO analysis for a fictional company.

To request a bespoke analysis for your own organisation please visit www.quantix-uk.com

	Availability	Scalability	Information Security	
Internal	An Email outage on the proposed DR platform carries a potential business cost of £88k.	Need to add users? Purchase storage, replace servers, cable rack, install software, config systems, add to DR platform, etc...	Check compliance, investigate options, manage 3rd party software, complete audit survey, meet governance, spam filters, etc...	Internal
Cloud	99.9% Availability SLA. 24x7 Support. Max uptime, minimal cost.	Unlimited Cloud resource. Scalable on-demand.	Archiving, PCI Controls, Encryption, Business Continuity ...all included.	Cloud



Please, explain how the ExchangeCloud™ service works.

Delivered from an industry leading Cloud infrastructure, dedicated Enterprise Exchange 2010 systems are now available in the UK. While providing the flexibility of a physical Exchange server infrastructure securely connected to your environment, Exchange Cloud adds the scalability and reduced cost benefits that only true Cloud SaaS can bring.

- Best practice Cloud provision of a Domain Controller, DMZ located Front End and secured Back End Exchange servers.
- All systems replicated across twin UK datacentres (outside M25) for the ultimate in communications resiliency.
- All systems monitored, supported and managed by the UK based 24x7 Quantix support desk.

Why consider ExchangeCloud™ over a Hosted Exchange service?

Full Active Directory Synchronisation Just add users as normal in AD & use your hosted AD as a failover for extra protection

Platform scalability Need to hook into your ERP, VoIP or CRM? Absolutely, you've got a dedicated server!

Remote access to file shares and apps? Grow into our platform and upgrade to include SecureConnect our hosted SSL VPN

Single sign on No annoying pop ups or multiple passwords; users just use!

Retain environment control! Don't compromise IT strategy and be forced down a shared vision. Go ExchangeCloud!

Tell me about security and compliance.

PCI Controls Stop credit card leakage and help meet your own security audits.

E-mail Encryption Increase security with inclusive encryption of all emails.

Enterprise: Archival & Retention Create bespoke policies to retain and protect all business communication.

User controlled SPAM 'Grey' positives can be released by your own staff, reducing impact on IT.

Dedicated Servers Don't open yourself up to the risks associated with shared messaging platforms

What benefits does Exchange Enterprise 2010 bring?

Receive email on your mobile iPhone, Android, Windows Mobile, BlackBerry - all supported with Exchange Cloud.

Unified Messaging support Extend your business reach by hooking into Office Communications Server.

Integrated Archive & Customer Policies No 3rd party integration to worry about, and policies adapted to your specific needs.

Multi-mailbox search & Legal Hold Search across all email sent within the business, ever.

Industry benchmark for software support Exchange is the first, and often only, platform software vendors provide support on.

exchangecloud
All the benefits without the compromise

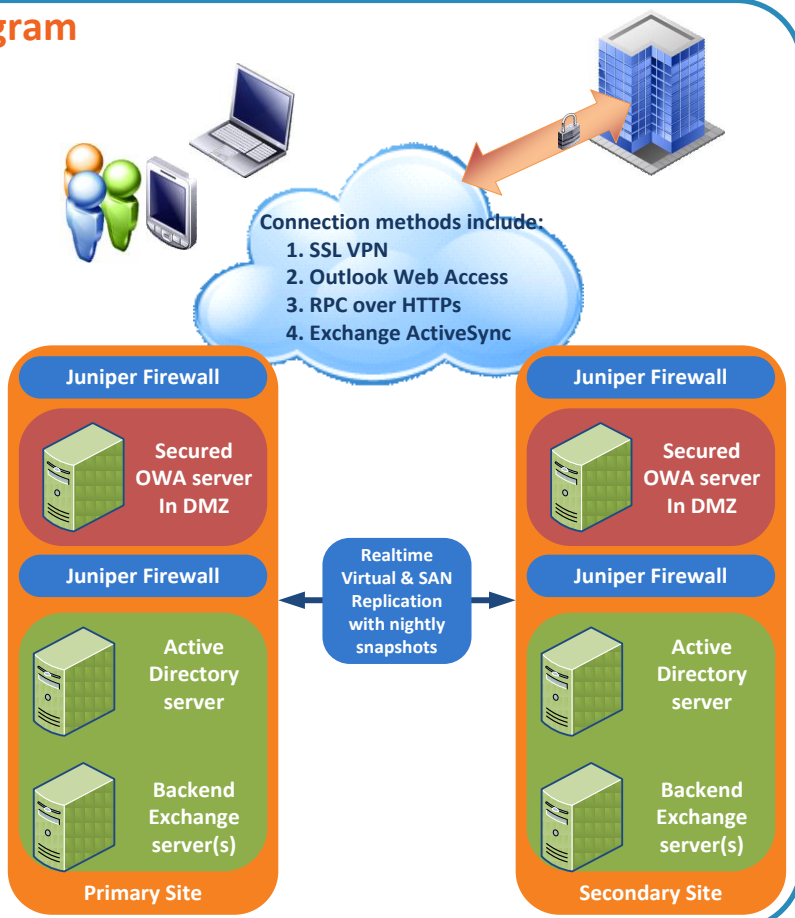
ExchangeCloud™ Network Diagram

Unlike traditional Hosted Exchange platforms which slice up large Exchange environments between multiple users (reducing integration, flexibility and security), ExchangeCloud™ actually provisions dedicated cloud servers according to Microsoft best practise Exchange 2010 environments. This environment includes;

- **Front End Outlook Web Access servers** in a secured DMZ.
- **Active Directory servers** that synchronise with your own AD providing a seamless end user experience and full integration with your internal systems.
- **Back End Exchange 2010 servers** to manage and deliver your critical business communication.

The solution continues to scale according to the number of users and amount of storage your business requires - no need to 'rip and replace'.

Should you need to deploy additional servers within our cloud to support CRM, ERP, Office Communications Server or any other appropriate system we can of course provide this service, and with the same 99.9% SLA, geographically dispersed replication and nightly backup as the ExchangeCloud™ solution itself.



What do people say about the Quantix cloud?

*"I have contacted 6 other providers including yourself and I have to say that **you gave me the best overall impression of your service** and level of competence. And when you're looking for a hosting provider, **you really want someone who could do the job much better than yourself** ..."*

Some of the vendors had to query why we wanted AD integration and just didn't seem to understand the benefits, which ruled them out in my mind as this showed me that they didn't understand the infrastructure."

IT Manager, Procurement Consulting - Sep 2010

*"**Quantix have developed the leading, UK based, Cloud platform** for delivering Oracle and 3rd party, Applications and Databases to both corporate and public sector organisations and Independent Software Developers (ISV's). If you are looking for a **secure, robust, scalable and cost effective** Private Cloud service to run Software as a Service (SaaS), extend your computing power, deliver more storage capacity or improve WAN speeds, then I recommend you **talk to Oracle Platinum Partner, Quantix**, asap. Their ability to consult on your migration plan and then support both the infrastructure and Oracle environment, long term, is second to none."*

Director of Oracle Cloud Strategy UK – January 2010

"The Quantix cloud is the leading UK based platform for delivering secure, robust, scalable and cost effective Private Cloud Services."



What is included in the price?

24x7x365 Exchange Server Management	✓	PCI Controls - Stop Credit Card data loss	✓
Mail Storage pool of 400 GB	✓	E-Mail Encryption Policies	✓
All required Microsoft licensing (Server & Exchange)	✓	Mobile Access - iPhone, ActiveSync, BlackBerry	✓
Migration to Exchange Cloud handled by MCSE's	✓	Replication of your Exchange across 2 data centres	✓
View the health of servers via the admin portal	✓	Managed Nightly Backups of your data	✓
Dedicated Exchange Server - no risk of sharing	✓	Your data is kept in UK Data Centres only	✓
Single Sign on for users - Active Directory Sync	✓	Include Outlook 2010 from only £11 per user	✓
100% Protection against know viruses	✓	3, 5 and 7 year mail retention policies	✓
99% SPAM Protection SLA	✓	Legal Hold - Cross mailbox search facility	✓
Self Service mail release function	✓	Moderation - Managers can sign off mail release	✓
Access to elastic resources that scale on demand	✓	E-Mail Journaling - retain ALL your e-mail	✓
Site to Site VPN with AES encryption	✓	Archiving Policies available for all e-mail	✓
OWA 2010 Server - Located in a DMZ	✓	Archive mailbox view integrated into Outlook 2010	✓

Included as part of Exchange Enterprise Edition.

Reduced Cost. Increased scalability, availability and security. Easy.

Assumptions used in the financials of this Management Summary

The internal costs calculated are based on the following assumptions; that as per Microsoft best practise 2 Exchange servers are deployed in the environment. This is then backed up to tape with standby hardware available. It is understood that the business runs 9 hours a day, 5 days a week and 51 weeks a year. A CapEx loaded investment strategy is assumed, with mainly Volume Microsoft licensing. These details form the basis for the 3yr Total Cost of Ownership of an internally implemented and managed Exchange 2010 Enterprise infrastructure.

Server cost	£2,000
Replication SW	£1,800
Replication Maint.	£400
Consultancy day rate	£800
# days Server Rebuild	1
# days Replication Config	0.5
# Svrs/Consultant (Rebuild)	2
HydraTec Revenue	£ 75m
HydraTec opening hours	9x5, 51weeks

Failover server support/yr	£1,000
Tape Mngmnt annual/svr	£841
Hosting overhead per server	£1,500
Hosting setup per server	£220
Replacement Tape	£25
Power Cost/yr (2 sckt server)	£360
No. Years between outages	5.0
SAN/Storage cost per GB	£2
Annual cost of money	5.00%

All numbers are based on industry averages and actual hardware/ software costs.

Quantix will happily customise this report further if required.

