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**PARTNER SALES GUIDE**  
**SAAS**  
**JANUARY 2010**



# What's New?

- **New SharePoint Demo Site and Guide.** Log into the Partner Portal and navigate to the Campaign Centre. Within the Hosted SharePoint 2007 page you will now have access to our exclusive SharePoint demo site and guide.
- **Office Communicator Coming Soon.** The first of our Unified Communications products is due to launch in January. Watch out for further information and an invite to a webinar to explain what Office Communicator is and the benefits to your customers:
  - Next webinar - 7<sup>th</sup> January 10.00am – 11.00am
  - Office Communicator will provide instant messaging, presence, group chat, voice/video conferencing, desktop sharing and Office Communicator Live Meeting, all for a monthly rental per user
  - Attend the webinar or speak to your Account Manager about Office Communicator
  - Look out for a new Unified Communications section on the Partner Portal in January
- **Market leading hosted Exchange 2007, Dynamics CRM 4.0 and SharePoint packages available for you to sell to your customers...**
  - **Hosted Exchange 2007** mailboxes available from £4.80 per mailbox per month - includes UNLIMITED\* storage and a 1 month contract term
  - **Hosted Dynamics CRM 4.0** from just £24.00 per user per month
  - **Hosted SharePoint 2007** from just £27.20 per site per month
- Order your bolt-on services for Hosted Exchange, SharePoint and CRM via the **Online Order Form** within the **Partner Portal**.
- **IMPORTANT:** When provisioning hosted Exchange mailboxes within the control panel, the '**Core**' template should be used. Should the 'Standard' or 'Enterprise Plus' options be used, then an additional charge will be applied for Windows Mobile Access.
- See the Product Guide located on the Channel Services Partner Portal for more information about the products detailed in this Sales Guide.
- **Plus,** get access to white label marketing collateral, campaign materials, website content / banners, case studies, white papers and support guides...

Visit [www.outsourcing.co.uk/partners](http://www.outsourcing.co.uk/partners)

\* Subject to Terms and Conditions and Acceptable Use Policy. Unlimited storage is subject to a fair usage limit of 10GB

## Microsoft Hosted Exchange 2007

Hosted Exchange 2007	Monthly Reseller Price
<b>Hosted Exchange 2007 Core (per mailbox)</b> Includes: <ul style="list-style-type: none"> <li>• 1 x Hosted Exchange 2007 Mailbox</li> <li>• UNLIMITED<sup>#</sup> email storage</li> <li>• Outlook Web Access</li> <li>• Outlook Anywhere Secure Access</li> <li>• Standard Anti-Virus / Anti-Spam</li> <li>• 1 month contract</li> </ul>	£4.80 per user

<i>Outsourcing Monthly RRP</i>
£6.00 per user

Hosted Exchange 2007 Bolt-ons	Monthly Reseller Price
Domain Name	£1.60 per organisation
Advanced Anti-Virus / Anti-Spam	£1.60 per user
Windows Mobile Access	£0.80 per user
BlackBerry Enterprise Service (BES)	£5.00 per user
Microsoft Outlook 2007 Software	£1.25 per user
MailSafe Compliance (Includes 1GB MailSafe Storage)*	£3.75 per user
Additional 10GB MailSafe Storage	£34.00 per organisation
Additional 50GB MailSafe Storage	£120.00 per organisation

<i>Outsourcing Monthly RRP</i>
£2.00 per organisation
£3.00 per user
£2.00 per user
£5.00 per user
£2.00 per user
£5.00 per user
£40.00 per organisation
£150.00 per organisation

\* Must be applied to every user on the account

# Subject to Terms and Conditions and Acceptable Use Policy. Unlimited storage is subject to a fair usage limit of 10GB

Note: All Hosted Exchange 2007 Bolt-ons carry a 12 month contract term

## Microsoft Hosted Dynamics CRM 4.0

Hosted Dynamics CRM 4.0	Monthly Reseller Price
<b>Hosted Dynamics CRM 4.0 Core (per user)</b> Includes: <ul style="list-style-type: none"> <li>• 1 x Hosted Dynamics CRM 4.0 User</li> <li>• 500MB CRM Storage</li> <li>• CRM Encryption</li> <li>• Outlook Access</li> <li>• Web Browser Access</li> <li>• 12 month contract</li> </ul>	£24.00 per user

<i>Outsourcing Monthly RRP</i>
£30.00 per user

Hosted Dynamics CRM 4.0 Bolt-ons	Monthly Reseller Price
Additional 10GB CRM Storage	£80.00 per organisation

<i>Outsourcing Monthly RRP</i>
£95.00 per organisation

*Note: All Hosted Dynamics CRM 4.0 Bolt-ons carry a 12 month contract term*

## Microsoft Hosted SharePoint 2007

Hosted SharePoint 2007	Monthly Reseller Price
<b>Hosted SharePoint 2007 Standard (per site)</b> Includes: <ul style="list-style-type: none"> <li>• Hosted SharePoint 2007 Site with 2GB Storage</li> <li>• 25 x SharePoint Users</li> <li>• SharePoint Anti-Virus</li> <li>• Windows Mobile Access</li> <li>• 40 x SharePoint Templates</li> <li>• SharePoint Designer Software</li> <li>• 12 month contract</li> </ul>	£27.20 per site

<i>Outsourcing Monthly RRP</i>
£34.00 per site

Hosted SharePoint 2007 Bolt-ons	Monthly Reseller Price
Domain Name	£1.60 per organisation
SharePoint Encryption (SSL Certificate)	£12.00 per organisation
Additional 1GB SharePoint Storage	£9.60 per organisation
Additional 5GB SharePoint Storage	£40.00 per organisation
Additional 10GB SharePoint Storage	£76.00 per organisation

<i>Outsourcing Monthly RRP</i>
£2.00 per organisation
£15.00 per organisation
£12.00 per organisation
£50.00 per organisation
£95.00 per organisation

*Note: All Hosted SharePoint 2007 Bolt-ons carry a 12 month contract term*