

OUTSOURCERY
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PARTNER SALES GUIDE
SAAS
AUGUST 2009



What's Included?

- **NEW:** Updated Bolt-on pricing for Hosted Exchange 2007 Core – see pages 3 of this guide
 - **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
- See the Product Guide located on the Channel Services Partner Portal for more information about the products detailed in this Sales Guide – **UPDATED** this month with even more product information!
- **Plus,** get access to white label marketing collateral, campaign materials, website content / banners, case studies, white papers and support guides - **UPDATED** this month with **Competitor Information and a Hosted Exchange versus Basic POP3 Email Comparison.**

Visit www.outsourcery.co.uk/partners

- Provision Hosted Exchange mailboxes[†], Hosted SharePoint sites and Hosted CRM users via your control panel
- **AVAILABLE SOON** – Order your Bolt-on services for Hosted Exchange, SharePoint and CRM via our **NEW** Online Order Form!

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

† Hosted Exchange 2007 Core mailboxes must be provisioned using the 'Core' template within the control panel. Should the 'Standard' or 'Enterprise Plus' options be used, then an additional charge will be applied for Windows Mobile Access.

Microsoft Hosted Exchange 2007

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

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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
Hosted Dynamics CRM 4.0 Core (per user) Includes: <ul style="list-style-type: none"> • 1 x Hosted Dynamics CRM 4.0 User • 500MB CRM Storage • CRM Encryption • Outlook Access • Web Browser Access • 12 month contract 	£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
Hosted SharePoint 2007 Standard (per site) Includes: <ul style="list-style-type: none"> • Hosted SharePoint 2007 Site with 2GB Storage • 25 x SharePoint Users • SharePoint Anti-Virus • Windows Mobile Access • 40 x SharePoint Templates • SharePoint Designer Software • 12 month contract 	£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

Microsoft Dedicated SharePoint 2007 (Priced per SharePoint Solution)

Dedicated SharePoint Product	Setup Price	Monthly Reseller Price	Annual Reseller Price	Outsourcing Monthly RRP	Outsourcing Annual RRP
Dedicated SharePoint 2007 Server with unlimited accounts, unlimited SharePoint sites and 100GB data transfer Supplied with 1 HP DL320 server, Xeon 350 Dual Core 2.13GHz Processor, 2GB RAM, 2 x 160GB SATA disks, RAID 1 Mirror and 100GB data transfer	£459.99	£109.47	£1,182.23	£136.83	£1,477.78
SharePoint 2007 Professional System Supplied with 2 front-end DL320 servers (load balanced), a DL360 back-end server and 100GB data transfer	£1,490.00	£795.18	£8,030.64	£993.97	£10,038.30
SharePoint 2007 Enterprise System Supplied with 2 front end DL320 servers (load balanced) two DL360 back-end servers (clustered), an iSCSI SAN and 100GB data transfer	£2,900.00	£1,577.83	£17,040.60	£1,972.29	£21,300.75
Domain Name Registration	-	-	£15.96	-	£19.95

Microsoft Dedicated SharePoint 2007 Bolt-ons

Hosted and Dedicated SharePoint Bolt-ons	Setup Price	Monthly Reseller Price	Annual Reseller Price	Outsourcing Monthly RRP	Outsourcing Annual RRP
SharePoint Anti-Virus (per 50 users)	-	£16.00	£157.44	£20.00	£196.80
Additional 50GB of Data Transfer	£50.00	-	-	-	-
Secure SharePoint SSL Certificate	-	£12.04	£121.60	£15.05	£152.00
Standard Backup per 100GB (off-server storage space – for Dedicated SharePoint 2007 servers only)	-	£30.80	£302.40	£38.50	£378.00
Dedicated Server Monitoring - Standard (for Dedicated SharePoint 2007 servers only)	-	£16.20	£159.20	£20.25	£199.00
Dedicated Server Monitoring - Enterprise (for Dedicated SharePoint 2007 servers only)	£1,561.67	£256.28	£2,713.52	£413.00	£4,372.98
SharePoint Server Storage Upgrade to 200GB (for Dedicated SharePoint 2007 servers only) – <i>available at point of sale only</i>	£82.50	-	-	-	-