

Channel Partner Program

Reselling, Referral and Alliance Opportunities
Hosted Microsoft® Exchange and 50+ Enhanced Services

USA.NET[®]
You run your business.
We'll run your email.[®]

Business messaging requirements are becoming increasingly sophisticated, going beyond basic mailbox availability to now include synchronized wireless mobile access, encryption, content hygiene, regulatory compliance and collaboration tools. The challenges of providing these features, maintaining the underlying infrastructure and meeting commonly expected high availability standards are overwhelming even for the largest enterprises. For the typical Small to Mid Size Business (SMB) with small IT staffs and limited budgets, these challenges are often insurmountable.

In response to these challenges, a growing number of companies are actively pursuing the hosted services/Software as a Service (SaaS) option as an alternative delivery method for their eMessaging needs. A hosted solution makes "big enterprise" messaging available to companies of all sizes at an affordable price and without the headaches associated with managing an in-house system.

Key industry indicators show that Hosted Exchange is a large and rapidly expanding market:

- Hosted Exchange is a rapidly growing business with 38% year-over-year seat growth
- A January, 2008 Forrester Research survey found that over 50% of companies would consider a Software-as-a-Service (SaaS) based software solution
- Radicati predicts 24% CAGR in installed hosted business mailboxes through 2010

With more and more businesses embracing hosting as a viable option to solve their email challenges, the USA.NET and Perimeter solutions offer an outstanding opportunity to launch a new services based business or to expand your current practice to include hosted services. Providing email services to your customers creates a recurring revenue stream retaining higher margins than traditional hardware and software licensing. By partnering with USA.NET, you can instantly begin offering high quality services to your customers, avoiding the large capital outlay for an email infrastructure, and long-term period of 18+ months before achieving a profit.

"The recurring revenue we generate selling Hosted Exchange creates a revenue stream that we can count on month after month. I see the Hosted Exchange market as only growing and us growing along with it using USA.NET as our provider."

-Greg Stocking, VP of Technology, Micro Medic

1.800.653.0179
www.usa.net

- ▶ A Complete Portfolio of Messaging, Collaboration and Security Services
- ▶ Recurring Revenue Model
- ▶ 40%+ Margins
- ▶ Short Time to Revenue
- ▶ No Start-up Fees!
- ▶ Dedicated Channel Support Team
- ▶ High Customer Entanglement Services

Experience the Difference by Partnering with USA.NET

USA.NET is the recognized leader in outsourced messaging, collaboration and security services provided on a SaaS subscription model to SMBs and large, multi-national organizations alike. USA.NET hosts more than 750,000 mailboxes in over 120 countries, processes over 12 million messages daily and manages over 80 Terabytes of data with USA.NET advanced technology architecture. USA.NET's credentials are extensive and include:

- 10+ years operating hosted email solutions consistently meeting 99.9% SLAs
- Microsoft Gold Certified Partner since 2002 and SAS 70 Type II audited since 2003
- Highest customer satisfaction rate in the industry with less than 0.6% customer churn
- Top Player in The Radicati Group's Hosted Business Email Market Quadrant <http://www.usa.net/radicati/>
- EBITDA cash-flow and income positive
- USA.NET maintains relationships with over 50 best-of-breed hardware & software vendors
- Member of the Microsoft Technology Adoption Program (TAP) for Exchange

At USA.NET we position our partners for success by providing on-going resources and tools including:

- Dedicated channel management team
- Sales and pre-sales support
- Extensive marketing resources
- Initial and ongoing provisioning and sales training
- Partner portal
- Technical and migration/integration support

Microsoft
GOLD CERTIFIED
Partner

Advanced Infrastructure Solutions
Mobility Solutions
Security Solutions

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