EXCEL MICRO

Excel Micro, Incorporated

2013 COMPLETE PRODUCT GUIDE

Excel Micro, Inc.
## Your Premier SaaS Distributor

Founded in 1991, Excel Micro is considered one of the industry's premier Software-as-a-Service distributors partnering with leading providers of best-of-breed cloud solutions. By establishing relationships with market leaders focused on security and compliance, Excel Micro takes the burden out of having large minimum commitments, and gives resellers the opportunity to take advantage of a program built for resellers without any huge upfront costs. Excel Micro's approach is to provide our partners with a single point-of-purchase for the industry's top security solutions, with round-the-clock sales and technical support from headquarters based outside of Philadelphia, PA.

Our goal is to provide our clients with not only the choice of market leading solutions, but also access to a team dedicated to the industry. Our in-house Development team is constantly improving on the experience a valued client of Excel Micro receives as well as the process of managing accounts. Our Sales & Technical Support teams' primary goal is to not only supporting clients but to work with and assist them with anything from free trials, conference calls, live webinars, videos, and training sessions.

Excel Micro does not just offer a license; we offer an experience unlike any other distributor. Contact us today to learn about how we can work together to take you and your company to the next level of cloud security.

Excel Micro does not offer just a license; we offer an experience unlike any other distributor.

- Secure Partner Portal

- Migration Tools & Specialists

- Reseller Discounts & Low Minimums

- Technical Training & Reseller Support

- Sales Webinars, Tools, & Training

- Resource Website

- Marketing Materials

- Access to Product Support Specialists

- Console to Manage Accounts
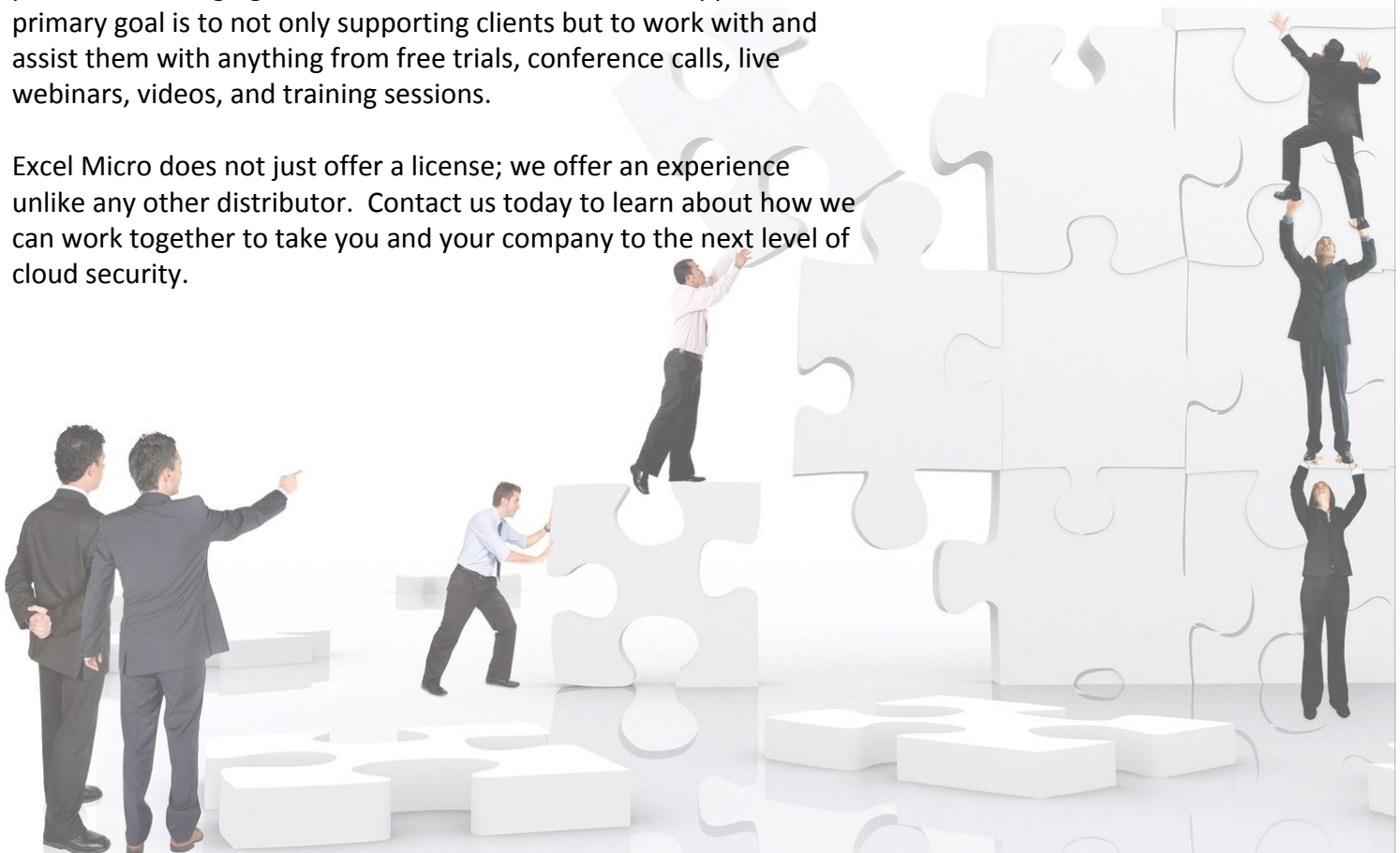
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Our Cloud

Excel Micro has partnered with leading providers of secure 100% hosted solutions. Whether you are looking to simply protect your email or bundle multiple solutions together, Excel Micro can assist you with a smooth and secure transition to the best of breed cloud solutions. By partnering with Excel Micro you are not just purchasing a license, you are a purchasing an experience and building a relationship with a distributor that adds more than any other.

Excel Micro's in-house Product Specialists, Technical Support Department, and team of Developers, provide premium support for the available solutions. Our team is restlessly improving our knowledge of each solution, and prides ourselves on offering a complete value-added package of the market's top security solutions.

Symantec.cloud, formerly MessageLabs, is the world's leading provider of hosted service for securing and managing information stored on endpoints and delivered via email and Web. Symantec.cloud includes the industry top Service Level Agreement. **READ MORE...**

McAfee Security-as-a-Service delivers email & web protection through the cloud, saving you time, effort, and costs. McAfee SaaS includes Global Threat Intelligence which is considered to be the most comprehensive threat intelligence in the market. **READ MORE...**

Reflexion Networks provide a range of hosted email services that are differentiated by their ease of implementation and use, their unique features and effectiveness, and their affordability. **READ MORE...**

Sonian Email Archiving is the only true cloud email archiving solution that has been built from the ground up with grid computing infrastructure technologies to offer best-of-breed archiving and the most powerful search on the cloud. **READ MORE...**

Google Apps is a cloud-based productivity suite including Gmail, Google Drive, and Google Calendar, that help you and your team connect and get work done from anywhere on any device. It's simple to setup, use and manage, allowing you to work smarter. **READ MORE...**

ZixCorp offers industry-leading policy-based email encryption to meet your company's data protection and compliance needs. ZixCorp is trusted by nation's most influential institutions in healthcare, finance and government. **READ MORE...**

Cisco IronPort Email Encryption provides a solution that meets compliance requirements for email encryption, while delivering powerful email control. IronPort meets regulatory requirements such as HIPAA, SOX, GLBA, as well as state privacy regulations. **READ MORE...**
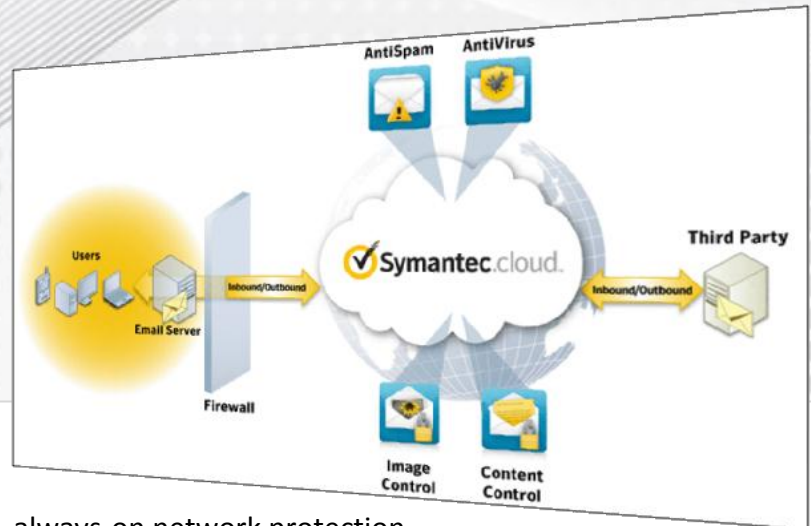
Webroot Web Security Service protects businesses from malware, spyware, phishing, and other web threats. Administrators can control contact what users are able to access based on over 50 categories or by actual domain. **READ MORE...**

Symantec.cloud

- EMAIL PROTECTION
- EMAIL CONTINUITY
- EMAIL ARCHIVING
- EMAIL ENCRYPTION
- WEB PROTECTION

Email Safeguard.cloud – Email Protection
- Multi-layered defenses, ensuring long-term, always-on network protection
- Incorporates Skeptic™ technology, which has pioneered predictive detection since 1999.
- 100% protection against known and unknown viruses with no more than 0.0001% false positives
- Over 99% spam capture rate with no more than 0.0003% false positives
- Service availability guarantee of 100% uptime
- Email Continuity.cloud available to be added anytime

Enterprise Vault.cloud – Email Archiving, Mailbox Management, eDiscovery, & Compliance
- Support for end-user searches within Microsoft Outlook, secure web portal or BlackBerry
- Search and retrieve email and hundreds of types of attachments
- Easily place legal holds while global search capability can be delegated to legal staff or managers
- Support for multiple email servers to create one searchable off site email archive
- Unlimited storage and retention

Policy Based Encryption.cloud – Email Encryption & Compliance
- Applies a company's encryption policies automatically; facilitates regulatory compliance measures
- Allows secure, two-way emailing for all recipients
- Secure messages can be read regardless of what technology is being used by the recipient
- Outbound email travels between your email server and our infrastructure via a TLS encrypted tunnel
- Each message has a unique AES encryption key to provide a higher level of security

Web Protect & Control.cloud – Web Security & URL Filtering
- Multi-layered anti-virus and antispyware defenses operating at the Internet level
- Incorporates Skeptic™ technology, which has pioneered predictive detection since 1999
- Enables organizations to quickly create Web use policies & restricting access to undesirable sites/content
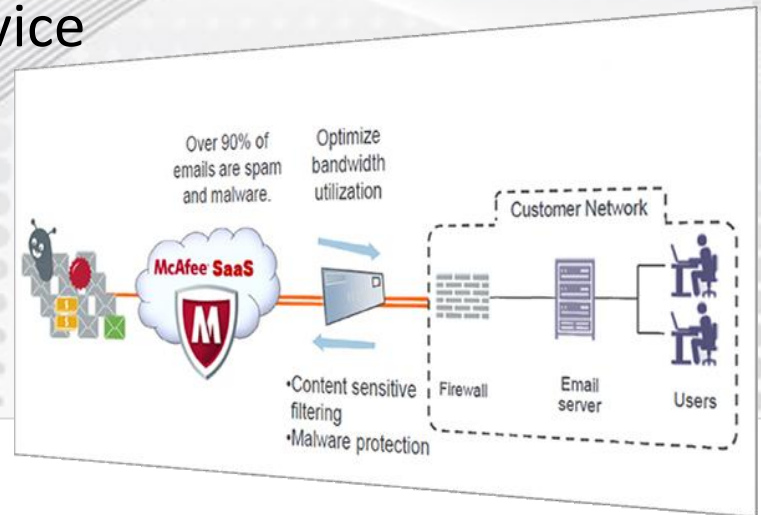- Extends protection and policy enforcement to employees outside the corporate network

McAfee®
An Intel Company
McAfee Security-as-a-Service

- EMAIL PROTECTION & CONTINUITY
- EMAIL ARCHIVING
- EMAIL ENCRYPTION
- WEB PROTECTION

Over 90% of emails are spam and malware. Optimize bandwidth utilization

McAfee SaaS

Customer Network

- Content sensitive filtering
- Malware protection

Firewall Email server Users

Email Protection & Continuity
- Advanced spam and fraud protection
- Layered virus and worm scanning to block 100 percent of all known viruses
- Email attack protection
- Filtering and policy enforcement for outbound messages and attachments
- Complete messaging continuity
- Group policies management

Email Archiving
- Total protection for your email-based data assets
- Powerful e-discovery features to retrieve information in seconds
- Full support for industry and regulatory compliance requirements
- No hardware or software to install or manage
- Retention for one or multiple years with Unlimited storage

Email Encryption
- ISO 27001 certified data centers
- Advanced prebuilt DLP rules help businesses comply with industry and government legislation
- Encrypt outgoing email with minimal administration
- Ensure compliance with data privacy and retention regulations
- No key management

Web Protection
- Enforces Internet usage policies & provides visibility to web usage through reports by user or group
- More than 100 content categories allow content control to protect your business against legal liability
- Automatic protection updated in real time
- Content analysis detects changing malware

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Reflexion Networks

- EMAIL PROTECTION & CONTINUITY
- EMAIL ARCHIVING
- EMAIL ENCRYPTION

Reflexion Total Control (RTC) – Email Protection

- Multi-Layered Defense-in-Depth
- Geographic and language-based filtering
- Address-on-the-Fly™ makes it easy for users to employ alternate aliases for a single inbox
- In-Message Control Panel
- Open relay and zombie prevention
- Avoids IP address blacklisting
- Defeats Directory Harvesting and Denial of Services Attacks
- Supports SMTP restrictions
- Automatic spooling of all incoming email for three days, in the event of power or email server outage
- **Optional RADAR Lite Add-on for Email Continuity**

Reflexion Archiving, Discovery and Recovery (RADAR) – Email Archiving

- All inbound and outbound email and attachments are indexed, encrypted and stored in real time for rapid access
- With powerful email discovery tools, including our exclusive DeepLink™ technology, users can instantly search the archive for any email or attachment, with very fast results
- Customized email "packaging" allows users to recover their search results from the active archive back to their Inbox
- An integrated webmail client enables users to access the RADAR archive 24x7 from any location to ensure continued access to email during power failures or in-house server outages

RTC Encrypt – Email Encryption

- Policy-based email encryption for regulatory compliance
- Hosted and maintained in SysTrust-certified and SAS-70 type II accredited DataCenters
- Send and receive encrypted messages ubiquitously from any email client including mobile devices
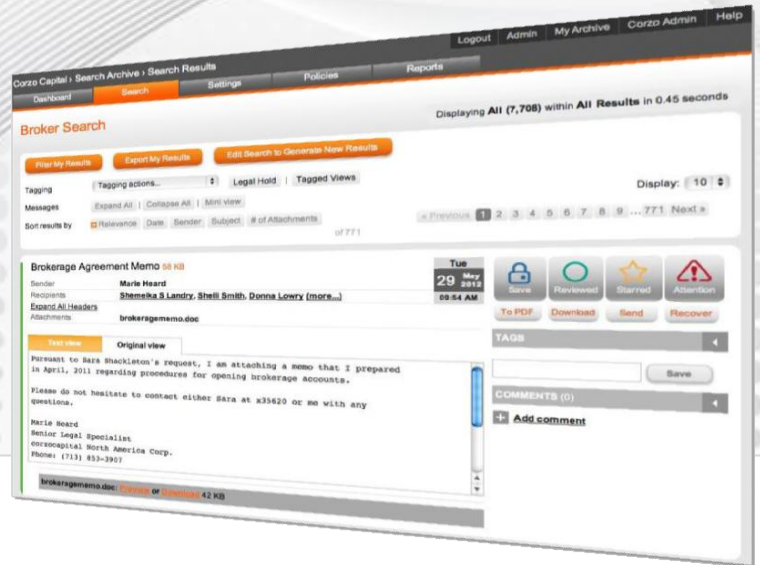
sonian
Cloud Powered Archiving and Search

Sonian Email Archiving

- STREAMLINE eDISCOVERY NEEDS
- REGULATORY COMPLIANCE
- REDUCE IT COSTS

Sonian Email Archiving is the only true cloud email archiving solution that has been built from the ground up with grid computing infrastructure technologies to offer best-of-breed archiving and the most powerful search on the cloud.

- Designed for compliance archiving and e-discovery (FINRA, FERPA, FRCP, SOX, SEC & HIPAA)
- Every email, stored, searchable, accessible & secure—forever
- Unlimited storage of emails
- A true business grade compliance solution to your email archival requirements
- Allows organizations to focus on their core business and not be distracted with infrastructure hassles
- Global Administrator extensive search options of all mail over any period
- Individual End User search
- Archives both internal and external mail securely (AES military strength encryption) to 8 redundant data centers
- Preserve emails related to lawsuits, legal holds and attorney-client privilege
- Respond to legal discovery requests
- Enable your HR department to enforce company policies
- Supports all major messaging environments including: Exchange, Notes, GroupWise, IMail, Scalix, and Zimbra
- Email accessible as online view, PDF, message download, or PST download

- 100% Email Capture

- Unlimited Storage
  - Lifecycle and Storage Allocation

- Full Text Indexing
  - Header, Body and Attachments

- Advanced Searching based on Indexing
  - Advanced eDiscovery Features
  - Legal Hold
  - Add Comments
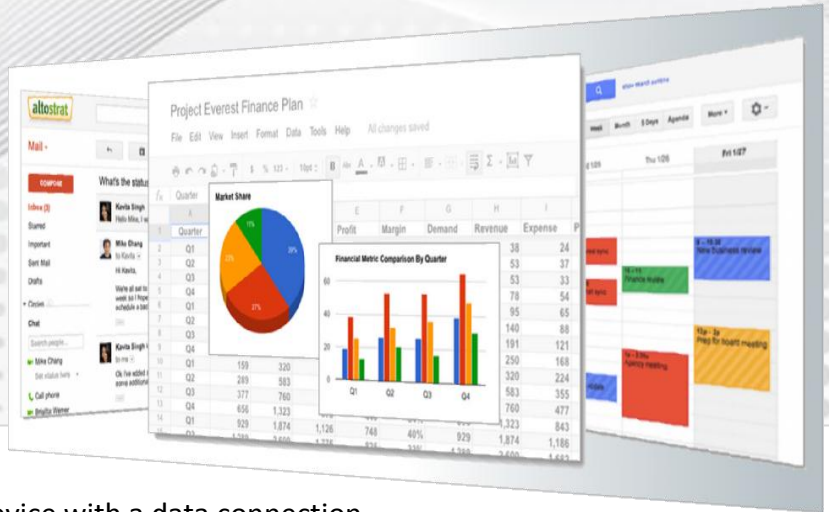 - Mark as Reviewed, Saved, Needs Attention
  - Add tags

Return to 'OUR CLOUD'

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Google™
Apps for Business

- GMAIL
- GOOGLE CALENDAR
- GOOGLE DRIVE
- GOOGLE SITES
- GOOGLE VAULT

Gmail – More than email
- Gmail works on any computer or mobile device with a data connection
- 25GB of storage per user - you never have to delete anything
- Powerful search lets you find everything, and labels and filters help you stay organized
- Text, voice, and video chat lets you see who's online and connect instantly

Google Calendar – Stay in sync with your team
- Organize your day with Calendar and get event reminders on your phone or in your inbox
- Attach files or docs to your event
- Calendar sharing makes it easy to find time with the people you work with
- Create an event calendar and embed it on your website

Google Drive – Work together better
- Google Drive on your Mac, PC or mobile device (or your browser) gives you a single place for up-to-date versions of your files from anywhere
- Share files or whole folders with individuals, your entire team or even customers and partners
- Multiple people can work on the same document at the same time
- Create an event calendar and embed it on your website

Google Sites – Shared workspaces for your team
- Build project sites without writing a single line of code
- Choose from hundreds of pre-built templates
- Organize everything from calendars to documents to presentations to videos

Google Vault – Add archiving and e-discovery to Google Apps
- Define retention policies that are automatically applied to your email and chat messages
- Email and chat messages are archived and retained according to your policies
- Place legal holds on users as needed and run reports on user activity and actions in the archive
- Be prepared for litigation and compliance audits with powerful search tools
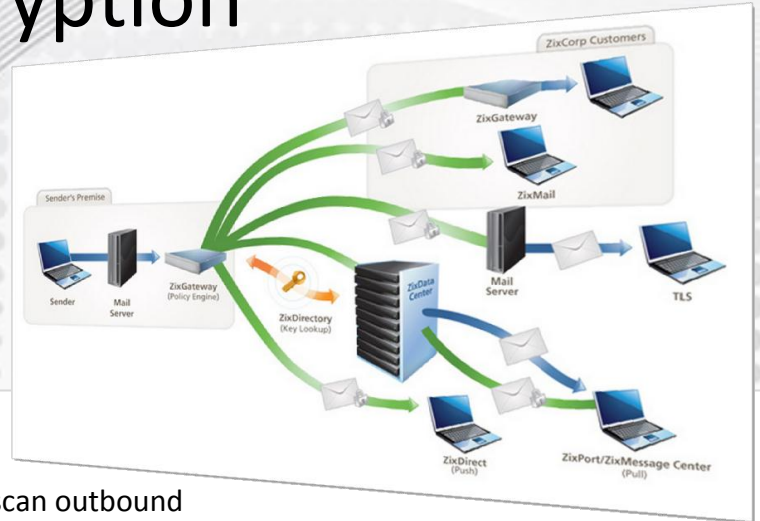- Export specific email and chat messages to standard formats

Return to 'OUR CLOUD'

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zixcorp®

ZixCorp Email Encryption

ZIXCORP IS THE LEADING PROVIDER OF POLICY-BASED EMAIL ENCRYPTION AS A SERVICE FOR PRIVACY AND REGULATORY COMPLIANCE

ZixCorp Email Encryption

- Policy-based email encryption to automatically scan outbound emails for sensitive information
- Prevent security breaches caused by user errors and meeting compliance requirements
- Each ZixCorp customer is enrolled in the ZixDirectory, a global repository with more than 30 million members
- Ability to send secure email to anyone
- Built-in content scanning
- No training for end users
- Policy management for regulatory compliance
- Automatic retrieval and distribution of encryption keys
- Full content scanning of subject line, messages and attachments
- S/MIME, OpenPGP and TLS support

ZixCorp provides email encryption services to WellPoint, Humana, the US Securities and Exchange Commissions (SEC), and more than 1,200 hospitals and 1,300 financial institutes

Excel Micro is a ZixCorp Diamond Partner

Excel Micro hosts one of the largest MSP deployments within the Zix network. Each Zix cluster handles emails from hundreds of Zix customers. A Zix cluster is a group of servers housed in separate data centers across the US. The configuration of a Zix cluster ensures redundancy for all of our customers and ensures that customers are always able to send and receive email. Excel Micro's ZixCorp offering is completely customizable.

Return to 'OUR CLOUD'

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Cisco IronPort Email Encryption

POLICY BASED EMAIL ENCRYPTION TO MEET YOUR COMPLIANCE NEEDS

Cisco IronPort Email Encryption

- Meet regulatory requirements such as PCI, HIPAA, SOX, GLBA, as well as state privacy regulations and European directives
- Solution that meets compliance requirements for email encryption
- Improve their security and transparently protect users from the latest Internet threats
- Cisco Registered Envelope Service provides secure and transparent management of encryption key creation, distribution, and retention
- Proven in mission-critical deployments of up to 30 million recipients
- Messages can be opened by any Gmail, AOL, Yahoo!, Gmail, or Hotmail user, as well as by traditional enterprise email clients such as Outlook, Lotus Notes, and Groupwise
- Administrator Configured Policies (lexicons)
- Customize Keywords or Phrases to trigger encryption
- Email Client Plug-In (encryption on-demand)

Opportunistic TLS

- Servers attempt to negotiate a TLS connection with recipient servers but resort to a non-TLS connection if they are unable to make a secured TLS connection. If they are able to establish a TLS connection message are sent completely encrypted but arrive in the recipient's inbox in plain text with no further action needed to decrypt.
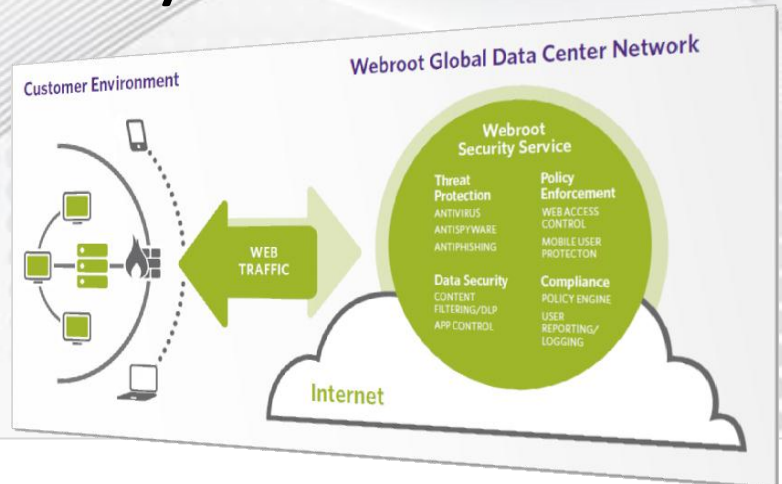
WEBROOT®

Webroot Web Security Service

- THREAT PROTECTION
- INTERNET POLICY ENFORCEMENT
- SERVICE MANAGEMENT

Threat Protection

- Guarantee defense against 100% of known malware, and multiple zero-hour heuristic filters protect against new and unknown variants
- Reduce risk by identifying holes in your security before attackers do
- Scan endpoints directly from Webroot's Desktop Web Proxy (DWP) to identify known system vulnerabilities, including operating systems, browser versions, and other installed software, as well as spyware infections
- "Scan Ahead" technology that examines all search engine queries and returns color-coded search page results based on the requestor's Internet access policy

Internet Policy Enforcement

- Filter web content based on site URL, web application, attachment type, MIME type, file type, and size
- Millions of URLs are categorized into 12 main categories and 96 subcategories
- Ability to block advertisements
- Set website access to be "Allowed," "Blocked," or "Coached" to help inform users & manage Internet use
- Support and enforce Internet use policies by placing limits on bandwidth consumption
- Enforce company policies regardless of where an employee is working with roaming user protection

Service Management

- Manage company Internet use and security policies via an intuitive Web-based management console
- Real-time logs display which sites and downloads users have attempted to access and whether or not they were allowed
- Scheduled reports can be set up
- Guaranteed 99.99% service availability to ensure that you have consistent, reliable access

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