



Service Provider Partner Revenue Opportunities

MessageSolution Multi-Tenant & Dedicated Hosting Email Archiving Platform

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MessageSolution Multi-Tenant & Dedicated Hosting Email Archiving Platforms

While hosted archiving services provide the backbone of a MSP MessageSolution Partner's services, optimized revenue opportunities are found in additional eDiscovery, migration and data restoration services. MessageSolution provides MSP partners with a number of opportunities for increased profit margins and a higher ROI.

There are many billable features and services that MessageSolution provides at no cost or at heavily discounted rates to our MSP Partners. These services are designed to be billable to the end-client and an opportunity for Partners to boost their client support participation and increase revenue along the way.

MessageSolution offers specialized live training and professional services for new MSP administrators and technicians. MessageSolution Assisted Professional Services are also offered for MSP end-client services at a discounted rate. With Assisted Services, a certified MessageSolution technician will assist the MSP technician with necessary client services until they are comfortable performing said services on their own.

Once an MSP technician is certified and MessageSolution assistance is no longer needed, MSPs can perform some of these services for clients at any time for pure profit.

Professional Services & Increased Profit Margins

Professional Services for MSP to Offer	Sample Industry Pricing (Autonomy, LiveOffice and other hosted email archiving providers.)	MessageSolution Elite MSP Partner Pricing
Historical Data Ingestion From the email server mail database	\$15/GB (LiveOffice) \$25-30/GB (Autonomy)	FREE for MSP Partners <u>highly</u> billable for end-clients
PST/NSF/GroupWise File Ingestion	\$15/GB (LiveOffice) \$25-30/GB (Autonomy)	50¢/Month/User-Base for unlimited file ingestion
Pre-Archive Journal Implementations For prematurely implemented Journal mailboxes with over 10,000 messages	\$100/10,000 Messages	Current MSP discounted rate for assisted service (100% profit for certified partners)
System Reconfiguration For clients migrating from legacy email servers (i.e. Exchange 2007-2010)	\$5,400+ (ProofPoint)	Current MSP discounted rate for assisted service- See chart below (100% profit for certified partners)
Custodian/Legal Access Configuration	\$75+/Month/Custodian	FREE for MSP Partners
End-Client Logo Branding	Average \$5,000/Client/Year	FREE for MSP Partners
Data Redaction Services For Dedicated Hosting Environments	Typically \$10,000+ per project	Current MSP discounted rate for assisted service (100% profit for certified technicians)
eDiscovery File Export in PST Format	\$7,500 minimum project fee	3¢/email + system licensing costs or Current MSP discounted rate
Batch File Downloads	Download project fee charged at an hourly rate	FREE Unlimited batch EML downloading for end-users Can be billable for end-users
Additional OWA IIS Server Installations For Enterprise Suite Edition	\$1,000+ Professional Engineering Service Fee	\$500+/additional server (MessageSolution) or Current MSP discounted rate for assisted service

About MessageSolution Technologies

As a leader in Enterprise Information Archiving, eDiscovery, Hosted Cloud Archiving and Migration services, MessageSolution offers a secure, easy-to-use and cost-effective, high-performing archiving and eDiscovery platform for MSP Partners. Located in the heart of Silicon Valley, California, MessageSolution has operations and clientele globally including Europe, mainland China; also distribution resellers in Europe, South Africa, Australia and Asia Pacific. MessageSolution is a Microsoft Gold Partner and recipient of multiple MSEXchange.org Readers' Choice Awards for best Exchange Archiving Platform.

MessageSolution Enterprise Archive provides a long term, highly scalable data store optimized for unstructured data such as emails, SharePoint objects, files, etc. MessageSolution supports a wide variety of file system, SharePoint and email environments, drastically reduces storage requirements, and helps organizations meet compliance requirements and address standard auditing and eDiscovery requests.

MessageSolution has experienced rapid growth and has acquired global clients from all industries including U.S. Department of Commerce, U.S. Department of Energy, U.S. Massachusetts State Trial Court, AT&T Research Division, Honda China, Toyota Australia, Diamond Bank in Africa, and NTT Communications in APAC, etc.

Contact Us:

For more information on MessageSolution Professional Services or other MSP Partner advantages visit our website at <http://www.messagesolution.com/partners.htm> or contact your MessageSolution Account Representative.

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