

zimbra®
A SYNACOR PRODUCT

Why Become a Zimbra MSP?

Microsoft Alternative + Better Margins

What is Zimbra?

Zimbra is the world's leading open source-based email platform, powering hundreds of millions of mailboxes in 140 countries. Governments, service providers, educational institutions and small/midsize enterprises all turn to Zimbra for our low-cost, customizable platform that provides secure email, chat, video conferencing, calendar, contacts, tasks, document editing, file sharing and cloud storage.

Zimbra is 100% Channel Focused

Do you want to …

- Host the feature-rich email collaboration tool for WFH / Return-to-Office / Future of Work?
- Offer a low-cost, high-margin alternative to Microsoft & Google?
- Add a new revenue stream?
- Offer your service to customers in your local language?

Then you and Zimbra are a perfect fit!

We provide our MSPs with ...

- Support from Zimbra Sales Engineers & Sales Associates
- Easy order process in your language and currency through our global or regional Distributors or Aggregators
- Joint Partner lead-generation events
- Sales enablement training & certification
- Technical & sales workshops
- Partner Portal with sales & marketing collateral and more

Top 10 Reasons

1. Alternative to Microsoft and Google (add to your portfolio!)
2. YOU own your customer relationship
3. Feature Rich Email and Collaboration Platform
4. Full "Multi-Tenant" support
5. Open Source-based
6. Integrate with 3rd party apps - Slack, Zoom & more
7. Lower TCO than competition
8. Bundle with your other products & services
9. Host in your data center
10. Rebrand for your customers

zimbra® ♥ Partners

Offer the best alternative to Microsoft & Google.
Become a Zimbra MSP today!

Zimbra Collaboration Feature Highlights

Zimbra Server Infrastructure = Security, Privacy & Data Sovereignty



Zimbra's dependable server infrastructure provides the security, privacy and data sovereignty Zimbra customers have come to expect, and in many cases, require.

Extensible

Zimbra is designed for extensibility and features best-in-class, out-of-the-box integrations with **Slack, Dropbox, Zoom** and many more integrations underway. Customize your Zimbra offerings for different customers to maximize profits ... choose what integrations work best for you and for them! Break free from the closed systems of Microsoft and Google.

Customizable

Zimbra gives you the power to customize your deployment from high-end collaboration to simple business email. Customization = upsell

5 Simple Steps to Become a Zimbra MSP

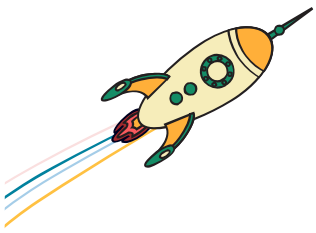
STEP 1 — VISIT
www.zimbra.com/partners/become-partner

STEP 2 — SUBMIT
the Become a Partner online form

STEP 3 — CONNECT
A Zimbra Team will contact you within 1-2 business days

STEP 4 — SIGN
After being accepted, sign and return the Partner Agreement

STEP 5 — CELEBRATE
With your Zimbra Welcome Kit!



YOUR SUCCESS IS OUR SUCCESS

Nearly 100% of Zimbra sales are through our worldwide Partner network. When our Partners succeed, we succeed. Our Partner program reflects our dedication to you.

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