



Zimbra Feature and Benefit Overview

April 2010



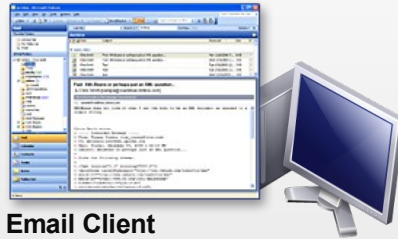
IT Collaboration Strategy Trends



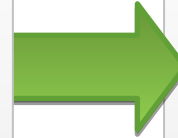
End Users

Email client predominance

- Windows-centric
- Local file store
- Steady state experience



Email Client



Web application predominance

- Anywhere access, cross-platform
- Personal & public clouds
- Rapid innovation, integrated UI



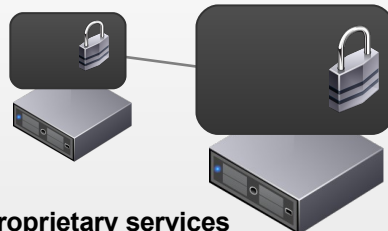
Web 2.0



IT Administration

Proprietary collaboration platforms

- Dedicated IT administration team
- Higher hardware, license TCO
- Limited integration capability

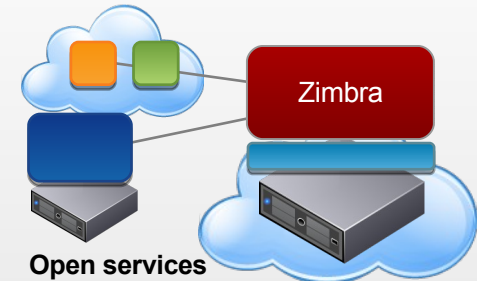


Proprietary services



Open collaboration platforms

- Part time administration
- Utility computing, lower overall TCO
- Web services, highly integrated



Open services



- **Commonly called a “next-generation Outlook and Exchange” because it offers:**
 - Cross-platform enterprise-class functionality
 - Most innovative, advanced web application available today
 - Open Source option

- **Highest deployment flexibility**
 - On-premises private cloud, public cloud or hybrid
 - Unlike Exchange, virtual appliance for ultra-simplicity
 - Unlike Google Apps, can be deployed on-premises

- **Simple administration and best overall TCO**
 - Open technologies with more efficient web-scalability
 - Designed for virtualization
 - Simplified administration
 - 35-50% less than Exchange

Rapid Commercial Growth and Momentum



- **Fastest growth trajectory: 5 years to 55 million**
- **Currently #3 provider behind only Microsoft and IBM**

Source: Zimbra internal metrics Q4 2009

Zimbra Customers in 90+ Countries



Large Business



SMB & SME



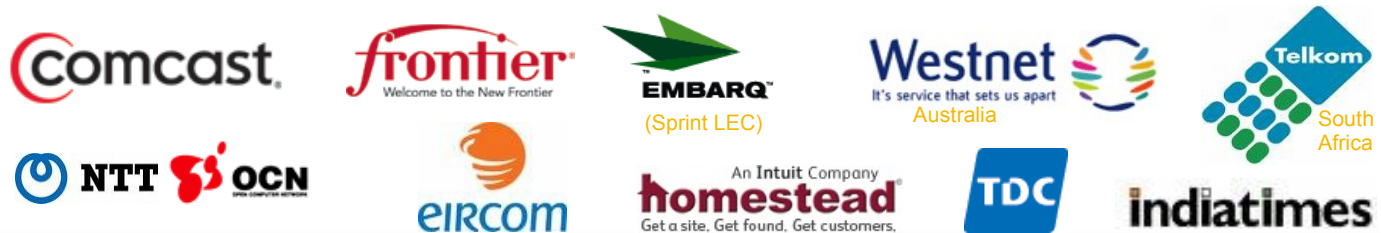
Government



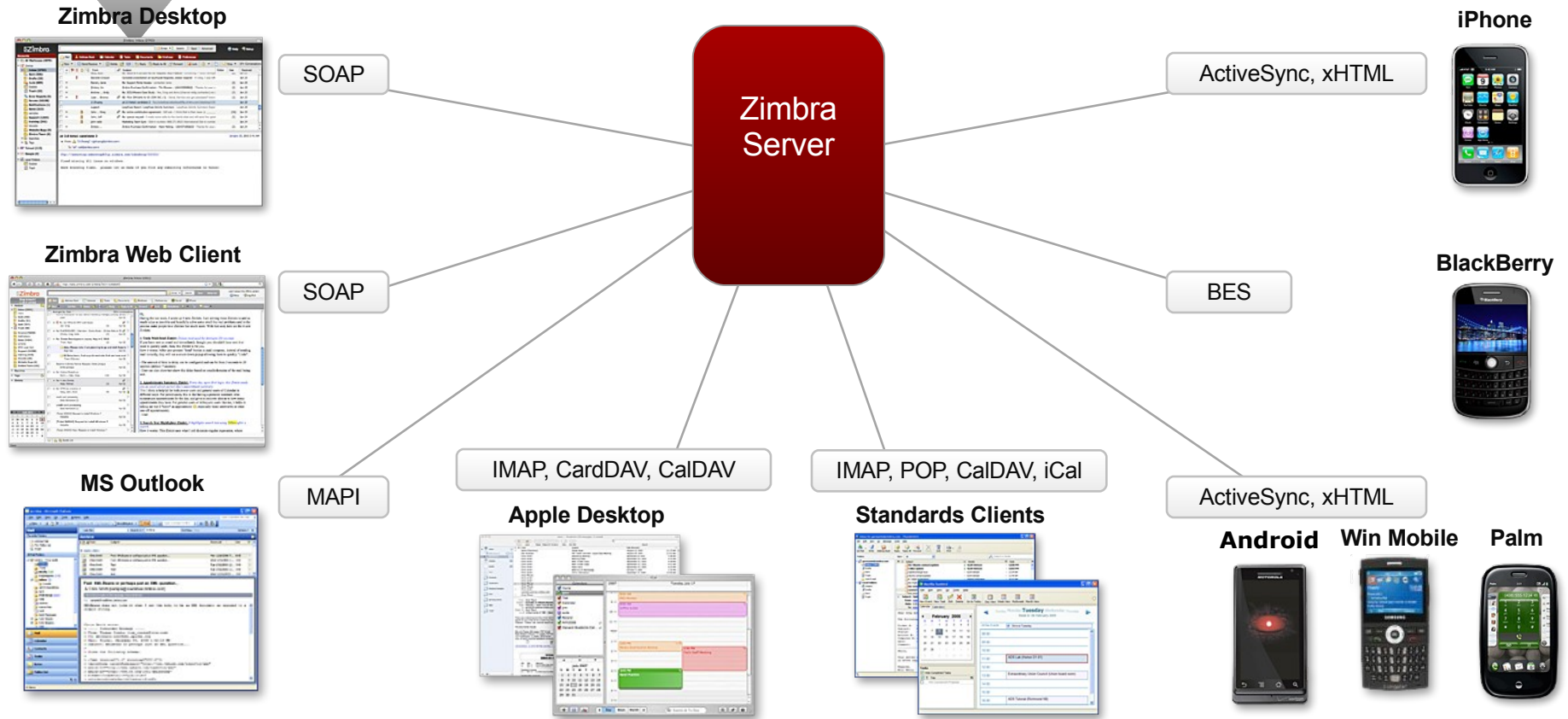
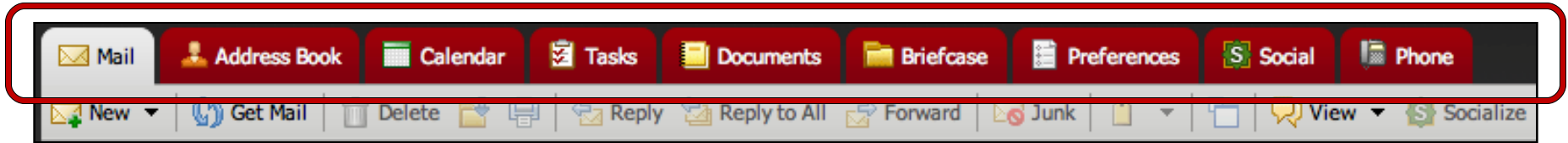
Education



Service Providers



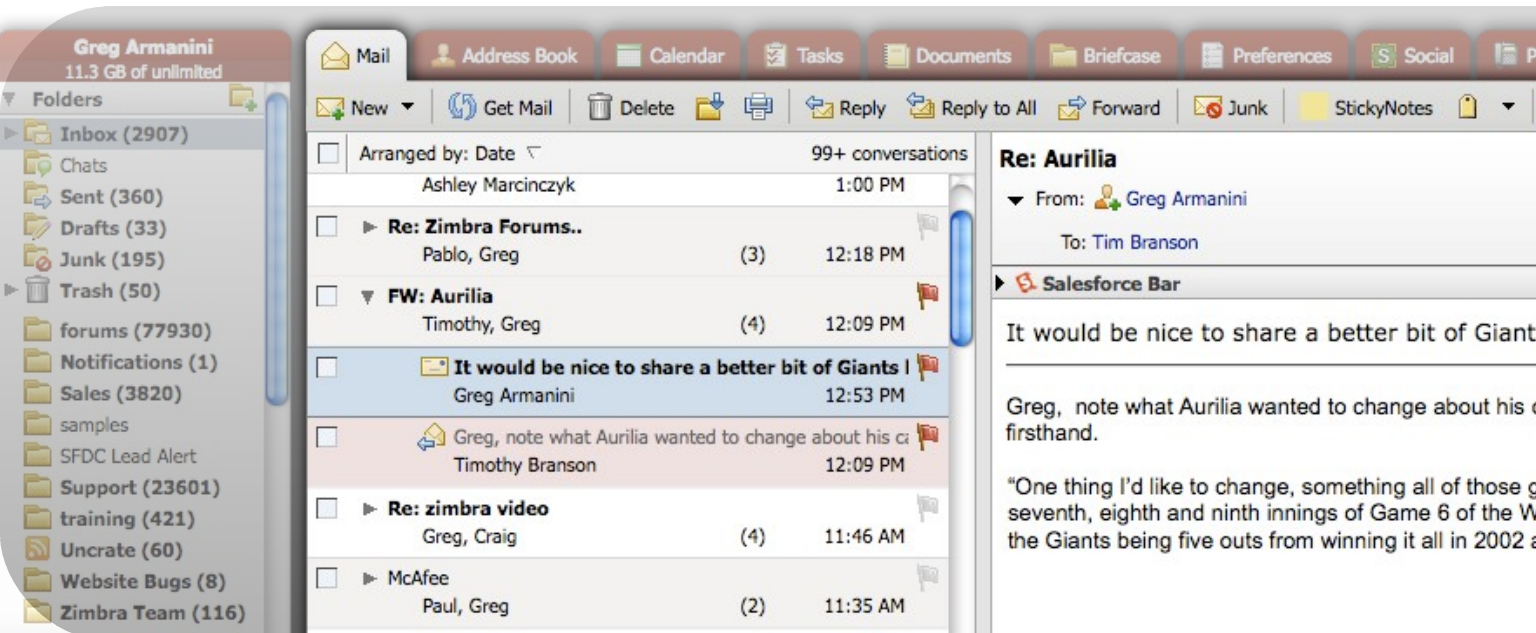
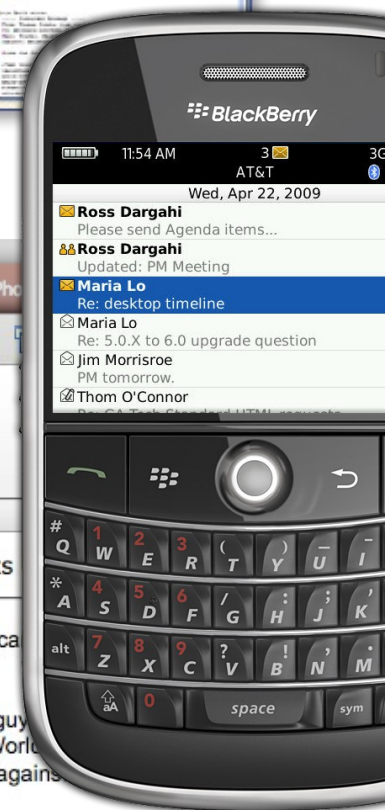
Product Overview



Zimbra Email



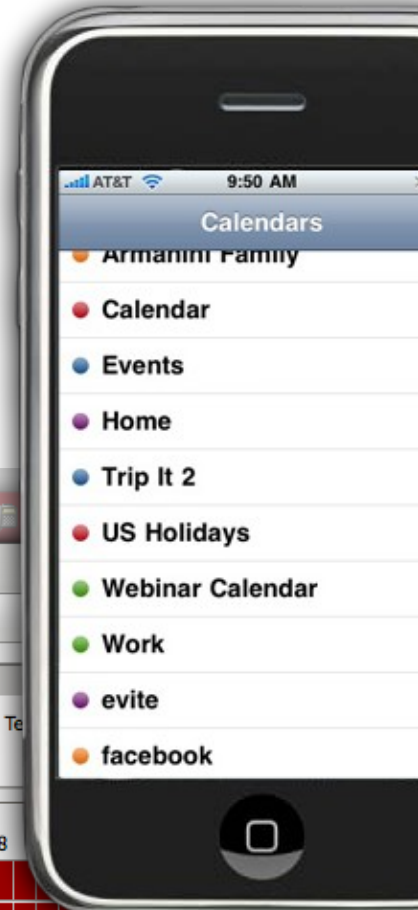
- **Web 2.0 client surpasses traditional email client capabilities**
 - Conversations and Tagging
 - Search-based inbox
 - Cross-platform
 - More efficient management of larger inboxes, quotas
 - Offline access with Zimbra Desktop
- **Mobile and Desktop sync**



Zimbra Enterprise Calendaring



- **Advanced web-based calendar**
 - Manage multiple calendars
 - Free-busy lookup, resources and rooms
 - Easy sharing and full delegation
- **MS Exchange interoperability**
- **Mobile and Desktop sync**



Greg Armanini
11.1 GB of unlimited

Calendars

- Armanini Family
- Calendar (1)
- Events 2009
- evite
- facebook
- Home
- Trip It 2
- US Holidays
- Webinar Calendar
- Work

Appointment Details

All day event

Start: 4/9/2010 @ 2 : 30 PM

End: 4/9/2010 @ 3 : 00 PM

Key

- Free
- Busy
- Unknown
- Out of Office

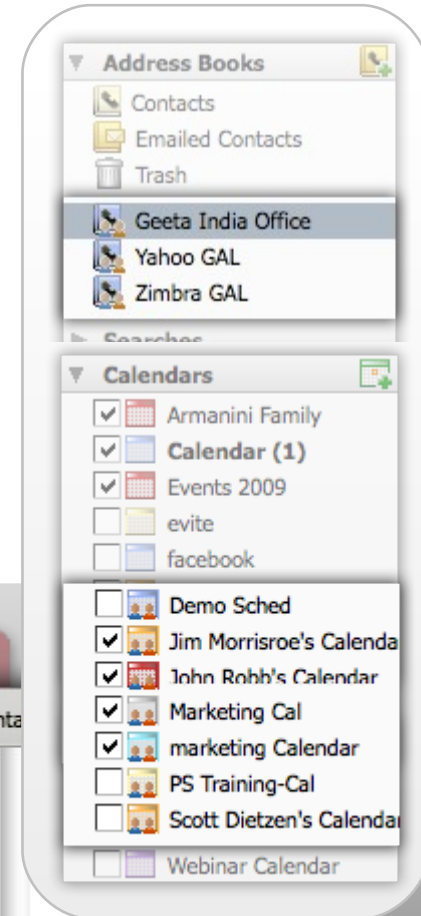
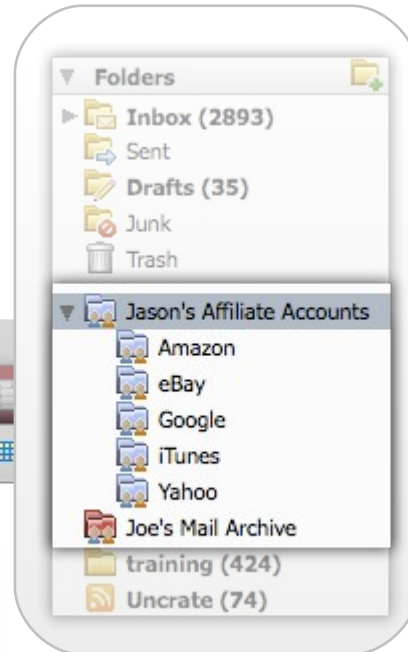
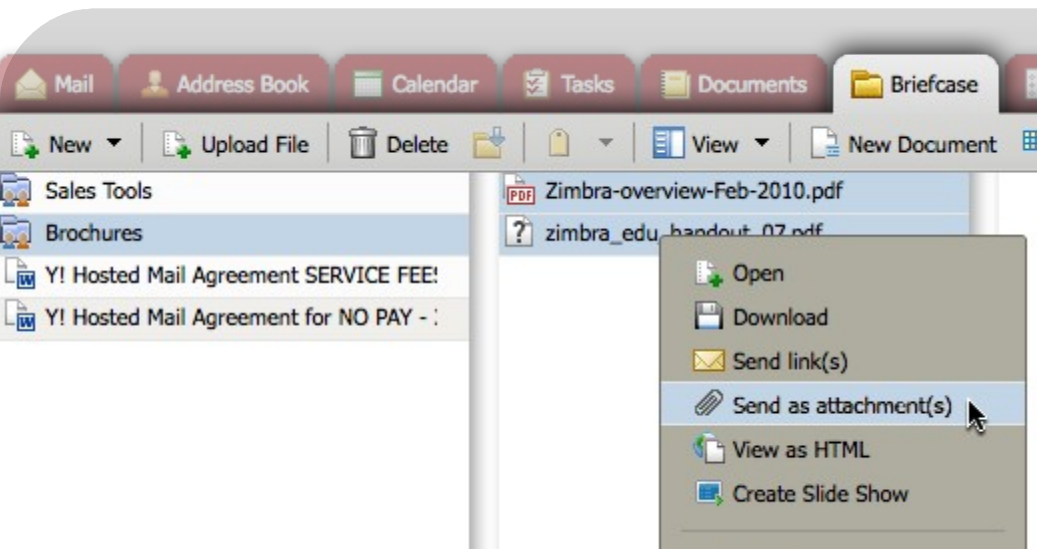
Apr 9, 2010

All Attendees	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8
Greg Armanini																					
John Robb																					
Jim Morrisroe																					
Jon Dybik																					
Andy Pflaum																					

Collaboration and Sharing



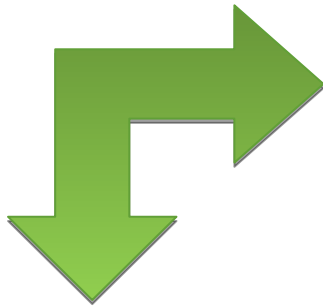
- **A more efficient, intuitive day-to-day workflow**
 - Share and manage Inboxes, Files, Documents, Folders, Contacts, Schedules
 - Sharing and role management
 - Publish publicly or to internal group
 - Email workflow integration
- **Compatible with MS Outlook**



Zimbra - Exchange Interoperability



- Zimbra and Exchange users can share free-busy information
- Works within the native UI of each product
- Unified GAL (auto complete on compose, etc)



Zimbra

Appointment Details | Schedule | Find Attendees | Find Locations | Find Res

All day event GMT -06:00 US/Canada Central

Start: 5/22/2008 @ 1 : 45 PM

End: 5/22/2008 @ 3 : 30 PM

Key

- Free
- Busy
- Unknown
- Out of Office

May 22, 2008

All Attendees	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10
user1								Out of Office	Busy	Busy	Busy	Busy	Busy	Busy	Free	Free	Free	Free	Free	Free	Free	Free	Free
External User								Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office
user2								Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office	Out of Office

Outlook

Appointment | Scheduling

Zoom: 100% (Day View)

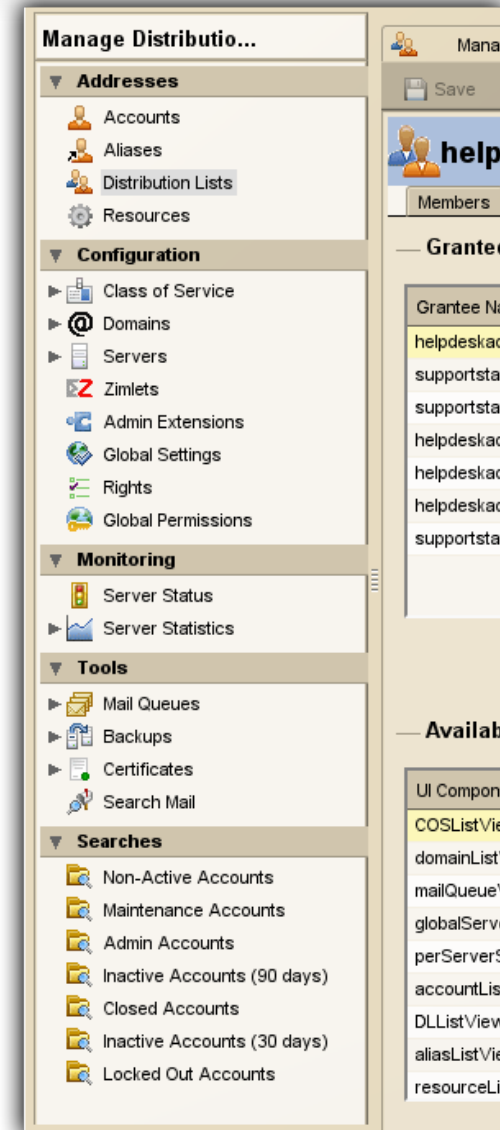
Friday, March 23, 2007

	4:00	8:00	9:00	10:00	11:00	12:00	1:00	2:00	3:00	4:00
All Attendees			Busy	Busy			Busy	Busy	Busy	Busy
Exchange User1			Busy	Busy			Busy	Busy	Busy	Busy
Zimbra User1			Busy	Busy			Busy	Busy	Busy	Busy
Click here to add a name										

Simple, Powerful Administration



- **Proven open technologies, web-scalable architecture reduce TCO**
 - Bulk user provisioning and policy management
 - Delegated role-based administration
 - Class-of-service and multi-tenancy
 - HSM and storage management
 - Real-time backup and restore
 - Integrated anti-spam/virus
- **LDAP, Active Directory integration**
- **Integrated Archiving and Discovery**



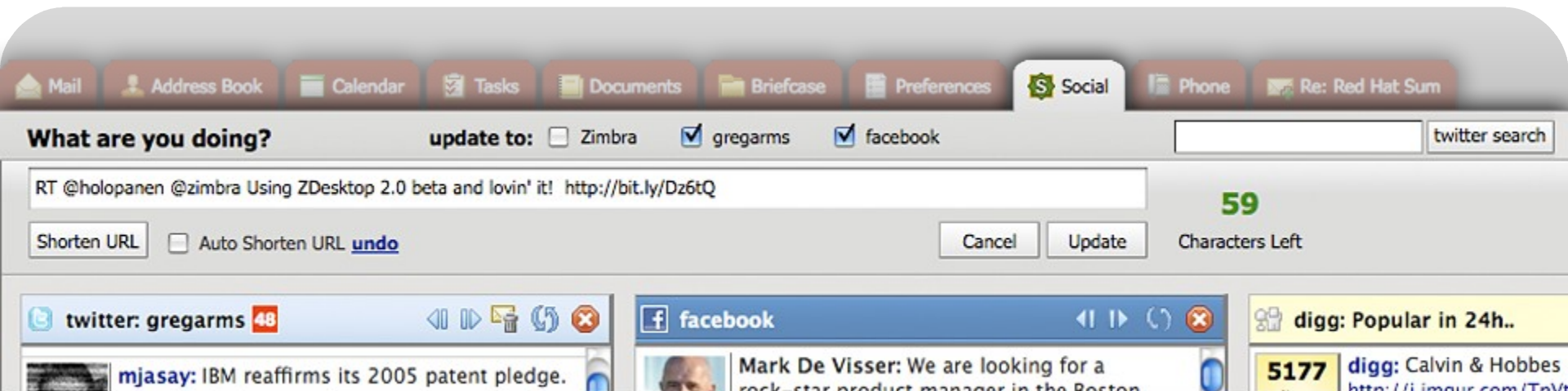
On average, 33% less time is spent administering Zimbra than MS Exchange*

* Source: University of Pennsylvania case study Nov 09

Extensible Framework and Workflows



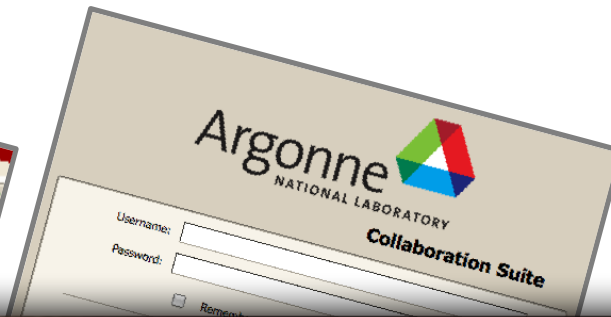
- Zimlets enable 3rd party web services and new applications to be integrated directly in Zimbra
- Customers and partners may develop their own or use existing from the open source community



Customized Experiences



- Change available features and quotas per user or group with class-of-service
- Completely re-brand and re-theme the experience



comcast.net What's New



Flexible Deployment Models



Traditional



✓ On-premises ✓ Hosted

- Administer Zimbra, OS stack manually
- Rely on Zimbra for HSM, OS for clustering
- Run Zimbra on Linux / Mac OS X servers

Virtualized



✓ On-premises ✓ Hosted

- Administer Zimbra, OS within VMware framework
- Rely on vSphere for HA, backup and DR
- Run Zimbra on any server
- Maximum configuration potential

Virtual Appliance



✓ On-premises ✓ Hosted

- Simplified Zimbra deployment and admin
- No OS administration
- Rely on vSphere for HA, backup and DR
- Automated updates and maintenance
- Run Zimbra on any server



- **Hiring: 60% growth in 2010**
 - Emphasis: Dev, QA, support, channels

- **Align: integrate with VMware channel, field, support orgs**

- **vSphere: integration improves system operations & TCO**
 - OVF packaging, VMware Data Recovery, VMware High Availability

- **Appliance: simplify administration and increase flexibility in private & public clouds**

- **Service Providers: Zimbra part of VMware portfolio for Cloud partners**
 - Increase customer deployment options and reduce operational complexities