

MS Exchange

Exchange positioning

Microsoft is positioning Exchange as the mail server choice for all organizations, from SMB to Enterprise, meaning the same product can fit all sizes. Specifically for SMB market (1- 500) they position Exchange as feature rich design with built in security options, creating a greater business efficiency and producing cost savings.

Microsoft's marketing message focuses on 1) The ease of managing email, contacts and calendars. 2) Mobility support via ActiveSync or Anywhere access, and 3) the peace of mind of owning an Exchange server as a solid solution.



Kerio Strong points

- Easy to use administration
- Lean hardware requirements
- Simple mail server configuration
- Easy to recover in case of failures
- Freedom of choice: true cross-platform support, server or client (Windows, Mac and Linux)
- Virtual Appliance options
- Sophos antivirus integration
- 14 AntiSpam techniques
- InstantMessaging inside
- Integrated backup and archiving
- Support for internal LDAP database, Active Directory, and Open Directory

Exchange Weak points

- Complex administration
- Complex installation prerequisites from the OS itself must full-filled
- No support for Open Directory
- Requires at least Windows 2008SP2 Server operating system
- Requires fully working DNS and ActiveDirectory environment
- Expensive for some SMBs as many features are geared towards larger organizations
- No in-place upgrade for Exchange 2003 to Exchange 2010
- Hardware must be upgraded to x64
- Depending upon Exchange configuration, additional servers may be required

Feature comparison

	Kerio Connect	Exchange
OS Support		

Microsoft background

Microsoft Corporation develops, manufactures, licenses, and supports a wide range of products and services related to computing. Microsoft targets a wide range of users, from consumers to companies of all sizes.

Exchange Pricing

Server Licence (no users)	
Standard Ed	550
Enterprise Ed	3,200
Cost per user	
Standard Ed	55
Enterprise Ed	35

Price comparison for Year 1

Users	Connect	Exchange
10	640	1,196
50	1,880	3,396
100	3,430	6,146
<i>Prices valid as November 2013</i>		

Price Comparison over 3 years

Users	Connect	Exchange
10	1,120	1,794
50	3,400	5,094
100	6,250	9,218
<i>Prices valid as November 2013</i>		

Differences between Exchange Standard and Enterprise Edition

<http://office.microsoft.com/en-us/exchange/microsoft-exchange-server-licensing-licensing-overview-FX103746915.aspx>

Information about the comparison

Competitor	Microsoft Exchange 2010/2013
Kerio	Connect 8.2

Windows Platform (x86/x64)	Yes/Yes	No/Yes
MAC OS X Platform	Yes	No
Linux Platform	Yes	No
Integrated Antivirus	Sophos	No
Outlook (Windows) Groupware		
Shared Email Folders	Yes	Yes
Free/Busy Scheduling	Yes	Yes
Real-time reminders	Yes	Yes
Notes	Yes	Yes
Tasks	Yes	Yes
Offline mode	Yes	Yes
Outlook:mac 2011/Entourage 2008 Groupware (OSX)		
Synchronization of contacts	Yes	Yes
Shared Folders	Yes	Yes
Free/Busy service	Yes	Yes
Synchronization of Calendars	Yes	Yes
Real-Time Reminders	Yes	Yes
Resource Scheduling	Yes	Yes
Auto Configuration of Outlook 2011/Entourage 2008	Yes	Yes
Native Mac Clients		
Apple Address Book/Contacts sync	Yes	Yes
iCal/Calendar sync	Yes	Yes
Apple Mail sync	Yes	Yes
Auto Configuration of iCal/Calendar, Address Book/Contacts, Mail	Yes	Yes
User Authentication		
Internal database	Yes	No
Apple Open Directory	Yes	No
Microsoft Active Directory	Yes	Yes
Kerberos	Yes	Yes
Others		
Instant Messaging (XMPP)	Yes	No
Schedule Backup	Yes	No
IMAP Migration Tool	Yes	No
Exchange Migration Tool	Yes	No
CommuniGate Migration Tool	Yes	No

Kerio	Connect 8.5
Last updated	September 2014
Next review	After release of Connect 8.4