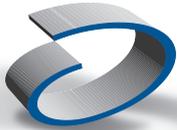


Alt-N Technologies Customer Success



decision:DIGITAL inc.
since 1997

Cost-effective and Easy to Manage – MDAemon Messaging Server, BlackBerry Edition Helps to Give IT Consultants a Competitive Edge

decision:DIGITAL Inc.

decision:DIGITAL Inc. (decision:DIGITAL) is an IT consultancy, managed services provider and implementation specialist. Based in Atlanta, Georgia, employees provide small, medium and large businesses with IT solutions, resources and support. They specialize in technology problem-solving, augmenting existing IT departments as well as providing an array of IT support services when full-time IT professionals are not on staff.

Key Features

- Lower-cost and more reliable solution
- Cost effective and integrated mobile synchronization without the requirement of third party software
- Low maintenance, reducing the need for onsite IT professional

The Challenge

decision:DIGITAL knew that many small and mid-sized companies wanted the security, mobility and reliability associated with smartphone deployments. But many of their customers worried that mobile deployments were too costly for companies of their size and would also require third-party software to synchronize data between devices and back-end servers. "When those small companies added up the email platform, plus a server, an IT professional to run it, spam protection, and all the necessary anti-virus protection, they were looking at spending tens of thousands of dollars," said Richard Harber, President and CEO of decision:DIGITAL. "We're also constantly faced with the challenge and financial pushback of businesses who embraced the BlackBerry® solution, but who did not want to invest in the costs of deploying large email platforms." The company needed to find a way to provide their clients with the benefits that came with the BlackBerry solution at a price they could afford, with no additional synchronization software.

The Solution

For years, decision:DIGITAL offered its customers the MDAemon® Email Server for Windows, a mail server developed by Alt-N Technologies® Ltd. (Alt-N), a subsidiary of Research In Motion® (RIM®). However, now that decision:DIGITAL is offering the new MDAemon® Messaging Server, BlackBerry® Edition (MDaemon Messaging Server), to its customers, it gives them a new product strategy. The MDAemon Messaging Server offers a secure, lower-cost, feature-rich email platform that integrates with the BlackBerry solution without having to use third-party software. The solution offers built-in anti-virus, spam-control, calendar, collaboration and contact sharing capabilities. The MDAemon Messaging Server is also a free single download installation and allows all potential customers to evaluate the software for 30 days prior to purchasing a permanent license. Harber knew that this easy-to-use solution would appeal to his clients. "We tell our customers that MDAemon is a great mail server product because it will grow with your business," said Harber. "It will also really protect your data." MDAemon's anti-spam, anti-malware, and

“The BlackBerry Edition of the MDaemon server is unfailingly good, offering an easy-to-use, lower-cost messaging and smartphone system to companies.”

Richard Harber
President and CEO
decision:DIGITAL

Industry:

IT Consulting

Region:

North America

Company Size:

Small Business – 12 employees

Email Platform:

MDaemon® Messaging Server, BlackBerry® Edition for Windows from Alt-N Technologies®

email server security features combined with the existing encryption technology of BlackBerry smartphones helps ensure that data remains secure.

The team at decision:DIGITAL recommends the MDaemon Messaging Server to small-to-medium businesses because it offers a full range of mail server functionality and features, is cost-effective for a business of their size, and requires minimal maintenance and infrastructure. And since the BlackBerry component is integrated without the need for a separate, centralized server, the MDaemon Messaging Server can easily scale for businesses with more than 1,000 employees who are spread out geographically. The fact that they can have all benefits of synchronized email, calendar, and contacts between BlackBerry® smartphones and the MDaemon Messaging Server, without additional middleware, is also a bonus.

decision:DIGITAL’s Benefits

decision:DIGITAL is confident that the MDaemon Messaging Server, BlackBerry Edition is the low-cost, reliable solution that will help their customers compete with larger competitors. “It’s affordable and the best part is you don’t need anything special to back it up,” said Harber. “It works with almost every back-up system.” The solution is also ready to use, which means lower maintenance and fewer IT resources for decision:DIGITAL’s customers.

Harber says that having the full BlackBerry sync experience within the MDaemon Messaging Server directly is tremendously important. “With nearly a year of this product behind us, we are convinced that Alt-N has achieved a monumental accomplishment,” said Harber. “It has removed the financial and market barriers from the turnkey messaging platform business.” Harber believes that the MDaemon Messaging Server is “a great combination – a cost effective yet robust solution for companies who are looking for a complete messaging experience that includes the full functionality of BlackBerry smartphones.”



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BlackBerry® Edition