



Hosted BlackBerry Enterprise Server for Hosting Service Providers

Hosted BlackBerry Enterprise Server™ allows you to grow and differentiate your business by offering your customers the security and functionality of the BlackBerry Enterprise Solution™ through three fully outsourced versions of BlackBerry Enterprise Server™: Hosted BlackBerry Enterprise Server for IBM® Lotus® Domino®, Hosted BlackBerry Enterprise Server for Microsoft® Exchange and Hosted BlackBerry Enterprise Server for Novell® GroupWise®. Adding these enterprise grade wireless solutions to your portfolio of subscription-based offerings can provide avenues for increasing new business opportunities and up-selling your current customer base. Hosted BlackBerry Enterprise Server is the perfect complement to your hosted email and application offerings.

Key Advantages of Hosted BlackBerry Enterprise Server for Your Business

Offering enterprise grade mobility through Hosted BlackBerry Enterprise Server can provide many exciting new opportunities for your business, including the ability to:

- **Make more money by opening new customer channels and offerings**
- Easily add enterprise mobility to your suite of outsourced services
- Lower your customer acquisition costs by up-selling current customers
- Up-sell customers from POP3/IMAP to more profitable hosted IBM Lotus Domino, Microsoft Exchange or Novell GroupWise offerings
- Reduce churn and increase customer loyalty by offering multiple products and services for your customers to use
- Value sell a growth path that can meet your customers' future requirements
- Offer a solution that has coverage and support on more than 150 wireless networks in over 60 countries around the world

BlackBerry® solutions are industry leading wireless solutions:

- **Award-winning, proven solution used around the world**
- **Five million subscribers worldwide**
- **Availability and support on over 150 networks in more than 60 countries**
- **One of the world's most recognized and respected brands**

Why Small and Medium Businesses Are Demanding BlackBerry Wireless Solutions

Hosted BlackBerry Enterprise Server is an ideal way for your customers to get more from their limited resources. Benefits for your customers include:

- Improving communication between team members to streamline operations
- Turning downtime into productive time and getting more done in a day
- Getting out of the office without being cut off from customers and co-workers
- Using existing email and business applications wirelessly
- Keeping pace with the competition



Who is Hosted BlackBerry Enterprise Server For?

Hosted BlackBerry Enterprise Server is the ideal wireless solution for businesses that have already embraced subscription-based, outsourced services or are looking to grow beyond their current email/ mobility solution. The best prospects for Hosted BlackBerry Enterprise Server are companies that:

- **Cannot afford to support in-house email and mobility solutions.** Hosted BlackBerry Enterprise Server allows them to access enterprise grade functionality on a per month, per user pricing basis.
- **Have already outsourced their email systems.** Hosted BlackBerry Enterprise Server seamlessly integrates with their corporate email and provides wireless access to email and organizer functionality.
- **Wish to smartly apply their financial resources.** Hosted BlackBerry Enterprise Server allows them to spend on their core business without any upfront software costs while paying as they go for wireless capabilities.

Hosted BlackBerry Enterprise Server enables your customers to get more from their budgets and resources. They can rely on BlackBerry Enterprise Server to mobilize their teams – and focus on their business instead of managing their technology.

To obtain additional information on the benefits of Hosted BlackBerry Enterprise Server or to find out how you can start selling Hosted BlackBerry Enterprise Server, call:

For **North American** enquiries please contact Research In Motion (RIM) at 1-877-255-2377 and choose Option 4 for Sales.

For **Europe** enquiries please contact Research In Motion (RIM) at europe@blackberry.net or telephone +44 (0)1784 477465.

Check with service provider for availability, roaming arrangements, service plans and features. Certain features outlined in this document require a minimum version of BlackBerry Enterprise Server Software, BlackBerry Desktop Software and/or BlackBerry device software and may require additional development or third party products and/or services for access to corporate applications and use of certain models of BlackBerry devices. Prior to subscribing to or implementing any third party products and services, it is your responsibility to ensure that the airtime service provider you are working with has agreed to support all of the features of the third party products and services. Installation and use of third party products and services with RIM's products and services may require one or more patent, trademark or copyright licenses in order to avoid infringement of the intellectual property rights of others. You are solely responsible for determining whether such third party licenses are required and are responsible for acquiring any such licenses. To the extent that such intellectual property licenses may be required, RIM expressly recommends that you do not install or use these products and services until all such applicable licenses have been acquired by you or on your behalf. Your use of third party software shall be governed by and subject to you agreeing to the terms of separate software licenses, if any, for those products or services. Any third party products or services that are provided with RIM's products and services are provided "as is". RIM makes no representation, warranty or guarantee whatsoever in relation to the third party products or services and RIM assumes no liability whatsoever in relation to the third party products and services even if RIM has been advised of the possibility of such damages or can anticipate such damages.

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