

# Re: Convincing the boss to move to Exchange

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*Source:*

<http://www.tech-archive.net/Archive/Windows/microsoft.public.windows.server.sbs/2007-05/msg00373.html>

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- *From:* "Merv Porter [SBS-MVP]" <[mwport@xxxxxxxxxxxxxxxxxxxxxx](mailto:mwport@xxxxxxxxxxxxxxxxxxxxxx)>
  - *Date:* Wed, 2 May 2007 13:15:40 -0400
- 

You would be substituting Trend Micro for Symantec. So, you would need to uninstall all Symantec AV stuff on the server and workstations, then install Trend to server and, finally, install it to the workstations. While this may at first seem like a daunting task, it's really not that bad. And you may find, as I did, that the support you get from Trend Micro is far superior to Symantec for less of a total cost of ownership. You should look at yearly renewal (maintenance) costs for Trend Micro vs Symantec. I think you may see a cost savings by switching to Trend Micro.

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Merv Porter [SBS-MVP]

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"Mike" <[Mike@xxxxxxxxxxxxxxxxxxxxxx](mailto:Mike@xxxxxxxxxxxxxxxxxxxxxx)> wrote in message <news:F8609D65-C5E7-43C2-829B-0F490D40D2B5@xxxxxxxxxxxxxxxxxxx>

Merv,

Yes you are right. I can't get the Mail Security Suite from Techsoup. I do have a couple of other sites I purchase from that can get me software cheaper than retail, but I haven't gotten an answer back if I can get a better price, so I will keep looking at Trend. Will Trend for Exchange work with Symantec Corporate AV? I don't have to change that, do I?

Thanks,  
Mike

"Merv Porter [SBS-MVP]" wrote:

Symantec will work but you have to have their Mail Security Suite to cover Exchange (in addition to their Corporate AV package). While websites

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like

Techsoup (www.techsoup.com) are great for cheap software for non-profits, you can only get the Symantec Corporate Edition AV at the deep discount rate from them. You have to go elsewhere for the Symantec Mail Security package.

Trend Micro CSM Security for SMB includes all the bells and whistles in one package. If you're a 501C3 non-profit, you can get the Academic pricing.:

Academic/Government Client/Server Messaging Security SMB 26-50 User  
<http://www.provantage.com/trend-micro-academic-licenses-cmna0027~7TREA0A8.htm>

Academic/Government Client/Server/Messaging Suite SMB for Windows Media Pack  
<http://www.provantage.com/trend-micro-academic-cmza0001~7TREG00V.htm>

Academic/Government Client/Server Messaging Security SMB Maintenance 26-50 User  
<http://www.provantage.com/trend-micro-academic-licenses-cmra0021~7TREA09A.htm>

You can also download a trial version of CSM Security for SMB  
<http://us.trendmicro.com/us/products/sb/client-server-messaging-for-smb/download/index.php?prod>

You can also get the guides and manual here:  
<http://www.trendmicro.com/download/product.asp?productid=39>

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Merv Porter [SBS-MVP]  
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"Mike" <Mike@xxxxxxxxxxxxxxxxxxxxxxxxxxxx> wrote in message  
<news:EE65B71B-B692-40F7-98C5-D4C861E19866@xxxxxxxxxxxxxxxxxxxx>

Chris,

This makes me feel somewhat better. I had heard from others that it wasn't that hard or time consuming to administer after set up is done. Any books/articles to recommend I read? Also, you mention Antivirus/Anti-Spam/Anti-Phishing solution for Exchange, and you mention Trend Micro. I am currently using

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Symantec Corporate  
AV,  
would their Exchange solution work? I also am using  
BackupExec for  
backups  
and I guess would need their Exchange backup solution. By  
the way,  
I'm  
not  
married to Symantec products, but as a non-profit I can  
purchase them  
typically significantly cheaper than other vendors products.  
Any  
advice?

Thanks,

Mike

"Cris Hanna [SBS-MVP]" wrote:

Mike,  
Of course our responses are some what  
slanted ;-)

There are basically 3 players in the business  
email server: Exchange,  
GroupWise, Lotus Notes  
I'd venture to say that Exchange is in far  
more companies than the  
other  
two

Your boss is asking for a tool that allows  
true collaboration  
between  
workers. Exchange is much more than just  
an email server

The only time involved is the actual setup  
and configuration. Then  
there's  
no day to day maintenance

You will need an  
Antivirus/Anti-Spam/Anti-Phishing  
solution designed  
for  
Exchange

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Trend Micros Client/Server/Messaging for  
SMB 3.6 is Great, typical  
install  
is like 30 minutes. Auto installs to  
workstations  
Exchange SP2 also includes an updated IMF  
(Intelligent Message Filter)  
And if your users carry Windows Mobile 5  
(or 6) devices, you can take  
advantage of direct push technology for  
email directly to these  
devices,  
including calendar and contact synch

Exchange Server puts you/your organization  
in control. Pop3/3rdparty  
solutions etc, do not

--  
Cris Hanna [SBS-MVP]

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Microsoft MVPs  
Independent Experts (MVPs do not work for  
MS)  
Real World Answers

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Please do not contact me directly regarding  
issues

"Mike"  
<Mike@xxxxxxxxxxxxxxxxxxxxxxxxxxxx>  
wrote in message  
[news:1395A566-C44C-417E-B1A4-5C00C1CF6870@xxxxxxxxxxxxxxxxxxxx](mailto:news:1395A566-C44C-417E-B1A4-5C00C1CF6870@xxxxxxxxxxxxxxxxxxxx)

Merv,

Thanks for the response. My  
responses below.

Mike

"Merv Porter [SBS-MVP]"  
wrote:

Actually  
you're  
"small  
organization"  
isn't really

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that small  
and  
fits  
perfectly  
into the  
Small  
Business  
Server  
arena  
(including  
the use  
of  
Exchange  
2003).

I guess that all depends on  
your definition of small. I  
used to  
work  
for  
a  
company with 12,000  
employees, and I had a team  
of 5 IT workers  
supporting  
about 600 people.

Now, I'm the only IT guy  
working for a 35 person  
non-profit. It's  
small  
compared to where I was,  
but I would agree, it's not  
that small. We  
are  
using SBS 2003 ( as well as  
2 other servers) and I have  
Exchange SP2  
installed, but we currently  
aren't using it.

What 3rd  
party  
software are  
you looking  
at? (POP3  
software?)

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I've looked a bit at  
officecalendar.com and  
other solutions on  
slipstick.

Will you be  
hosting  
your own  
mail server  
or having  
your mail  
hosted  
at  
a  
3rd  
party (like  
you ISP)?

Most questions I have seen  
answered on this say not to  
use pop3, but  
use  
SMTP and host your own  
mail. Most posts I read say  
that pop3  
connectors  
are  
unreliable. Currently our  
e-mail is hosted by our ISP,  
but when you  
are  
traveling you can only  
access e-mail still on the  
server, and we  
don't  
have  
access to contacts/calendar,  
etc. We are also having  
trouble with  
spam,  
and  
our ISP doesn't have any  
spam controls, so I think  
Exchange will  
allow  
me  
to  
provide something there.

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How do you  
back up  
your mail  
(or how will  
you back it  
up with  
your  
3rd  
party  
software)?

Currently our PST files are  
stored on a network share. I  
know it's  
not  
supported by MS, but it  
seems to work fine, and I  
can backup the  
network  
share to tape. If I use  
Exchange, I suppose I  
would buy the backup  
exec  
Exchange option.

What kind  
of "admin  
time" fears  
does he  
have? (are  
these based  
on  
some  
past  
bad  
experience)?

No, no bad experience that I  
am aware of. It's just that as  
the  
only  
IT  
guy, I get stretched pretty  
thin right now anyway. I  
take care of  
all

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servers/workstations/remote  
offices/building  
maintenance at 3  
buildings  
(yes,  
I have to change light bulbs  
occasionally), client  
support, web  
site,  
and  
other software apps. We  
also rent office space,  
conference rooms  
for  
video  
conferencing, and I'm  
involved in all of that. I  
think it's just a  
concern  
that if we are hosting our  
own e-mail, that it might  
require a few  
hours a  
week to maintain, which I  
don't really have to spare.  
I don't think it would be that  
much more work, but I'm  
seeking  
opinions.

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Merv Porter  
[SBS-MVP]

=====

"Mike"

<Mike@xxxxxxxxxxxxxxxxxxxxxxxxxxxx>

wrote in  
message

[news:28E4F354-DA27-40F0-A2B8-BDA307575AD4@xxxxxxxxxx](mailto:news:28E4F354-DA27-40F0-A2B8-BDA307575AD4@xxxxxxxxxx)

Folks,

We  
are  
a  
small  
organization

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(35  
users)  
and  
are  
using  
SBS  
2003,  
and  
I  
want  
to  
convince  
the  
boss  
that  
Exchange  
is  
what  
we  
should  
do.  
He  
wants  
shared  
calendar,  
but  
is  
concerned  
about  
the  
admin  
time  
required  
for  
Exchange,  
and  
has  
me  
looking  
for  
3rd  
party  
software.  
I  
have  
a  
meeting  
with  
him  
next  
week.

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What  
arguments  
would  
you  
use  
to  
move  
to  
Exchange?  
He  
travels  
a  
lot,  
and  
I  
have  
told  
him  
he  
can  
have  
access  
to  
all  
of  
his  
mail  
from  
anywhere,  
but  
he's  
not  
convinced  
about  
that.  
Any  
advice?

Mike

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