

Nexus

LOWERING THE TOTAL COST OF OWNERSHIP
FOR BUSINESS MESSAGING



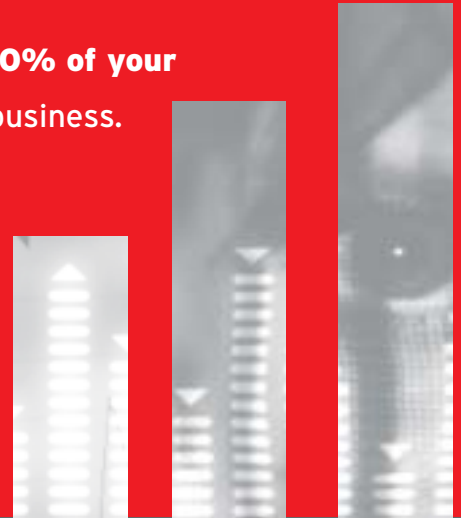
NEON

The **TCO** of Nexus' NEON is at least **80-90% less than** either **Lotus Notes or Microsoft Exchange**. (Source: The Radicati Report, 2001)
That means typical savings of £100 per user, per annum.

NEON will satisfy the **total requirements of at least 80% of your workforce**, bringing you huge cost savings across the business.

NEON has by far the **highest levels of uptime** in its class, providing **99.9%+ availability**.

NEON has **far lower bandwidth requirements**, supporting more users with less investment.



PROFIT FROM BUSINESS MESSAGING


Investing in a messaging solution is a major business cost, and one which a great deal of thought and planning goes into. However, **most IT and financial executives take little account and have no clear idea of the ongoing costs involved in running, supporting and upgrading the system into the future.** For large enterprises, millions of pounds are at stake through the additional costs of ownership that extend far beyond the initial cost of investment. In fact, these costs are rarely quantified, yet can account for up to 80% of IT costs. (Source: Gartner Group)

Nexus' MEMO is an enterprise-class business messaging solution, with approximately 3 million worldwide users, within many of the Global 2000 companies. With its network-centric architecture, based on IBM mainframe technology, MEMO provides scalable, reliable, high performance and secure solutions at the most attractive Total Cost of Ownership (TCO). The new generation of MEMO – Nexus NEON – retains the same level of stability and low TCO, with the added functionality and flexibility afforded by being based on the latest Internet standards, and running on open platforms such as Linux and Unix.

The cost of IT is **rarely quantified** beyond the initial investment, yet the **additional costs can account for up to 80% of the TCO.**


Nexus NEON

MAXIMISING PRODUCTIVITY



Microsoft Exchange and Lotus Notes are amongst the most widely deployed, feature-rich business applications in use today. Each contains a messaging system, in order to realise its knowledge management functionality. However, research indicates that the overwhelming majority of workers – 80% or more – use these products purely for messaging. **Only those ‘knowledge workers’ requiring groupware facilities need the full functionality of Exchange or Notes, so why waste money implementing them across your entire organisation?** It is extremely difficult to measure how each individual manages their time during the working day, so matching the applications and technology to the worker’s specific requirements is often the most effective way of controlling productivity and costs. **With NEON, you only pay for what you actually need, allowing you to gain absolute control over the costs and usage of your business messaging environment.**

A TCO CASE IN POINT



One of the world’s largest financial institutions utilises both NEON and Lotus Notes across the organisation, to ensure the ultimate combination of productivity and profitability. Users are defined as ‘task workers’ (accounting for approx. 80% of the workforce) and ‘knowledge workers’.

- The task workers use NEON, which caters for all their needs, providing e-mail, shared calendaring, group scheduling and workflow functionality.
- The more feature-rich, but costly application is then reserved for the knowledge workers who require additional systems to optimise their productivity.

This strategy saves the company approximately £1 million per 10,000 business users p.a., compared with implementing Lotus Notes across the whole group.

By using NEON rather than Exchange or Notes, a business can typically make cost savings of £100 per user, per annum.

THE NEON ADVANTAGE

COMPATIBILITY

For over 17 years, the MEMO product family has provided secure, reliable and cost-effective service to some of the world's largest organisations. During this time every new release, including NEON, has been compatible with its predecessor. Users have never been forced to convert to some new system every few years, unlike our competitors. In fact, if you had been a MEMO user 17 years ago, you would still be able to read messages created then, using NEON today.

SCALABILITY

Scalability has always been a MEMO, and thus a NEON strength. Within a few hours from start of installation, tens of thousands of your users could be using NEON.

EASE OF ADMINISTRATION

Ease of administration means less staff needed for administration and maintenance. Centralised data storage eases capacity planning, reduces network traffic caused by data replication common in other systems, and facilitates automated backup procedures.

SECURITY

A faster, more competitive business environment demands internal and external messaging which is 100% secure. The high level of security features within NEON means less downtime and an increased competitive advantage for your business.

SECURING PRODUCTIVITY & PROFITABILITY

All organisations strive for success, and securing the future of your business will be dependent on how profitable you can be, as well as how innovative and resilient the company is. A secure IT solution should not only provide protection, but also act as an enabler for improved productivity, allowing more flexible and open systems to be utilised. Nexus Secured Communications go further still, and focus on saving you money, as well as enhancing the way you work. Nexus looks beyond the technology, ensuring that the total cost of ownership is favourable - helping to secure a profitable and productive future for your business.