



C2C has earned the trust of 4,000,000 users since 1992 by consistently delivering high-value, dependable core messaging system enhancements

# Partner with C2C

Our Accreditation Program Helps Your Business

## Program Principle:

To provide a program that meets the financial needs and business objectives of all C2C resellers, driving incremental revenue and higher margins

Do you work with your customers only to find another reseller comes along and offers the same product at a lower price?

Do you lose out to a vendor because they decide they want to own the customer?

Do you work on a deal only to find the vendor is backing two companies for the same customer?

At C2C we have an accreditation program that is recognized in the industry as being one of the very best. Our core values and channel integrity hold our loyal resellers in the highest regard.

## We offer:

- ▶ High quality solutions with high margins
- ▶ A strong lead registration program
- ▶ Joint marketing and lead generation programs
- ▶ Over 15 years experience of delivering solutions to a broad range of customers, large and small
- ▶ 7 years as a Microsoft Gold Partner

Simply put, we understand what is important to you and we support **YOUR** business.  
**Our products - your solutions.**





## C2C Products

We provide solutions that offer ease of installation, configuration and management, and are easy to demo and use:

- ▶ **ArchiveOne for Exchange** manages both live and archived email data which is available in Enterprise or Express editions. ArchiveOne Express is designed for 20-200 mailboxes and is available only via C2C resellers
- ▶ **ArchiveOne for Domino** controls storage costs and relieves administration headaches
- ▶ **ArchiveOne for Files** ensures business-critical information is protected and instantly retrievable
- ▶ **ArchiveOne for SharePoint** alleviates storage burden and maintains system performance
- ▶ **MaX Compression** automatically zips and unzips all email attachments in Exchange

## More About C2C

C2C has earned the trust of its 4,000,000 software users since 1992 by consistently delivering high-value, dependable core messaging system enhancements.

Microsoft's Exchange, SharePoint, and Windows File Server together with IBM's Lotus Domino form the heart of our nearly 3,500 commercial and governmental customers worldwide and our products are the trusted choice for e-Discovery, compliance management, intellectual property containment and application efficiency tools to enhance these platforms.

A Microsoft Gold Certified Partner since 2002, all C2C's technology partnerships are formed at the highest level to ensure that our products are integrated with those from other industry-leading vendors as required by our customers.

C2C is a privately held, profitable company, with offices based in Springfield and Westborough, Mass, US and Reading, UK with an accredited reseller network that extends throughout the world.

## Accreditation Program Features

We offer the best features and tools to help you generate sales, retain customers and maximize your profitability

## Sales

- ▶ Lead registration program to guarantee best price, highest margins and reseller protection
- ▶ Specialized SPIF programs
- ▶ Competitive pricing support

## Marketing

- ▶ Dedicated online Partner Zone
- ▶ Reseller newsletter
- ▶ Access to marketing material
- ▶ Participation in joint marketing & PR activities
- ▶ Case study incentive scheme
- ▶ Partner lead and co-funding program
- ▶ Recognized Partner Accreditation

## Technical

- ▶ Web based technical support
- ▶ Telephone pre-sales support
- ▶ On-site pre-sales support
- ▶ Dedicated support contact
- ▶ Priority hotline support
- ▶ Not For Resale (NFR) software licenses
- ▶ Increased discount on support pricing
- ▶ Beta program participation

## Training

- ▶ Free of charge web based sales training
- ▶ Free of charge on-site sales training
- ▶ Free of charge technical training courses



### Americas:

1 Federal Street, Springfield,  
MA 01105-1199, USA  
Tel: 508-870-2205  
Fax: 413-739-4980

### Europe & RoW:

6 Richfield Place, Reading,  
Berkshire, RG1 8EQ, UK  
Tel: +44 (0)118 951 1211  
Fax: +44 (0)118 951 1111

Email: [info@c2c.com](mailto:info@c2c.com)  
Website: [www.c2c.com](http://www.c2c.com)