THE EXCHANGEDEFENDER
DIFFERENCE

THE CLOUD COMPANY THAT UNDERSTANDS AND PROTECTS EMAIL FOR SMALL BUSINESS.

ExchangeDefender is your partner in helping you build an email security business: the best technology, the best people and the best service you can get. While Exchange that powers the solution is the same everywhere, our two decades of experience, our security and compliance portfolio, and our infrastructure set us apart and can help you win deals.

XD Exchange Defender	Others

SUPPORT

ExchangeDefender	Others
• Support is not treated or managed as a call center • It's the most critical part of the company. • We love teamwork and collaboration – we hire, train, and build our team to give you the most secure, most reliable, most scalable email solution.	• Response times are long, and unhelpful. • Shuffled around from one person to the next • Big call centers overseas for support. • Follow up contact on issues is non-existent.

CUSTOM SOLUTIONS

ExchangeDefender	Others
• Cloud is complex, we can help you build it, manage it, and secure it. • We're flexible – IT should be able to adapt, and we have the people, and the resources to make it happen. • Add features you need as you grow with XD features a la carte option	• Solutions are built as a "one size fits all", leaving you stuck paying for features you don't need. • Sales pitch for unrelated services to increase your overall costs. • Ready made solutions lack the ability to be flexible for the changing needs in business

ACCESS TO MANAGEMENT

ExchangeDefender	Others
• Our partners believe access to our management is our most important value. • Ability to visit us, work with us, and develop custom features to solve problems is what separates us from the rest.	• Able to speak with a supervisor at best, but not a decision maker who can make a difference. • With larger service providers, there is no real two way communication with management.