

BSP MailHappen Chooses the World's #1 Open Source Email Collaboration Platform – Zimbra

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>
> Mr. Naisiew Yeak, CEO, MailHappen Sdn Bhd

CORPORATE HEADQUARTERS
Malaysia

WHY ZIMBRA?
- Open Source
- Zimbra Docs
- Zimbra Drive
- Zimbra Connect

Why Zimbra?
World's No. 1 Open Source Email Collaboration Platform

MailHappen believes in partnering with the world's No. 1 open source email collaboration platform. With hundreds of millions of users, Zimbra is a trusted name in email and collaboration. Together, Zimbra and MailHappen form the most reliable and secure email service for businesses – no matter how big or small. MailHappen hosts 70+ domains and 1,000+ mailboxes and also supports customers using Zimbra on-premises.

Why Open Source?
Loyal, quality customers

"Open Source is a very important strategy for business. Potential customers are willing to spend time to try it out and get it deployed. These customers will be loyal, quality customers. Our largest customer started with Open Source, and they made the decision to purchase Zimbra Network Edition for 20k+ users. You won't find this commitment in the commercial world," said Mr. Naisiew Yeak, CEO, MailHappen Sdn Bhd.

Company Strategy
BSP supporting any size business

MailHappen started as an Internet Solutions company in 2000. They discovered Zimbra in 2006 and have focused on email ever since. Today, they are an email and collaboration BSP supporting any size business. They boast huge, pooled disk space and built in security with antispam … with SSO and Identity Management coming soon.

MailHappen started email hosting with Sendmail and Qmail. When they started looking for a Postfix solution, they discovered Zimbra. "We tried using Qmail, but we knew we needed more because Qmail lacked many things. Zimbra is a total integrated solution, and it has done very well for us," said Mr. Yeak.

"Our BSP strategy results in customers who trust us with their email needs. We grow with them. We don't throw them a burden that they have to pick up themselves later."

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BSP ADVANTAGES

As an email Business Services Provider (BSP), MailHappen sells email as a service based on the number of mailboxes a customer needs. Because they host Zimbra on their own servers, sales are based on a single decision: number of mailboxes required.

MailHappen offers different packages to serve different organizations, Spark for SMEs, Big Bang for Professionals and three other options to suit business needs. Mailboxes include license, service, support, maintenance, training and upgrades. Mr. Yeak said, "Our BSP strategy results in customers who trust us with their email needs. We grow with them. We don't throw them a burden that they have to pick up themselves later."

This model also helps MailHappen work easily with partners like IaaS providers, Distributors and System Integrators, and it opens doors to large enterprise and government customers.

Although MailHappen's main feature is still email, their Zimbra Calendaring and Resource booking is in high demand, and there is a growing demand for Zimbra Docs, Drive and Connect for videoconferencing.

MORE ADVANTAGES

MailHappen is also a Zimbra Valued Added Reseller (VAR). As a VAR, each time they prepare a quotation, they determine the costs for:

- Hardware sizing
- Zimbra licenses
- Services to deploy, migrate and training, documentation
- Annual support and maintenance

This provides an enormous source of revenue.

For information about becoming a Zimbra BSP, click here: https://www.zimbra.com/partners/become-partner/

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