Massive Mailboxes, Maximum Reliability: How Cloudiance Delivers Email with Enterprise-Grade Features with Zimbra



Customer Organization Name	Industry	Country
Cloudiance	**IT Services & Cloud Hosting**	**United States**

About Cloudiance
Founded by Gray Rothkopf, an IT consultant since 1992, **Cloudiance** pioneered as one of the **first North American Zimbra Partners**. Rothkopf's earlier ventures included a Chicago ISP ranked #1 by broadbandreports.com. Today, Cloudiance is a leading service provider leveraging Zimbra and other open-source enterprise software to deliver large-scale email, collaboration, and security solutions for businesses worldwide.

The Challenge
Cloudiance serves customers with some of the largest mailboxes in the world — often exceeding 100GB per user. These customers demand:

- **24/7/365 access** to their data
- **Multi-device compatibility** across phones and desktops
- **High reliability** and **scalability** without sacrificing performance

Cloudiance needed a platform that could handle massive storage requirements while maintaining security, flexibility, and profitability.

The Solution
By adopting Zimbra, Cloudiance delivers:

- **Massive mailbox support** unmatched by competitors
- **Open-source flexibility** for customization and integration
- **Advanced Zimlets** such as Rocket Chat and Next Cloud, plus proprietary Zimlets for enhanced anti-spam and virus protection
- **Integration with other open-source tools** for encryption, compliance archiving, chat, file sharing, and actionable business insights

The Results

- **Proven Scale:** Successfully manage Zimbra installations supporting over one million users and handling billions of annual messages across thousands of businesses.
- **Regulatory Compliance:** Expertise in designing and deploying secure, compliant solutions for highly regulated industries including banking, healthcare, and education.
- **Commitment to Security Innovation::** Launched "Reputation Protection" to combat phishing and compromised accounts in real time

Partner Insight: Cloudiance
Cloudiance doesn't just host — they partner, extend, and invent technology to simplify and optimize teamwork across distances. Their expertise includes architecting a federally approved email-as-a-service solution for U.S. federal agencies, developed with a $6B federal contractor.

For more information about Zimbra, visit: zimbra.com

> **"We use Zimbra because it's the best available tool to deliver a profitable, scalable, reliable, personalized, and open-standard alternative to Google and Microsoft. The ease of sharing active email folders — even inboxes — with other users, combined with the fully featured drag-and-drop web client and broad support for Outlook, ActiveSync, CalDav, and CardDav, makes Zimbra both powerful and flexible."**
>
> — Gray Rothkopf, Founder, Cloudiance

Why Zimbra?

- **Profitable & Scalable:** Supports growth without compromising performance
- **Reliable & Secure:** End-to-end encryption, anti-phishing, and advanced threat protection
- **Open-Source Alternative:** Freedom from proprietary vendor lock-in
- **Seamless Integration:** Works with existing IT infrastructure and multiple access protocols (Outlook, ActiveSync, CalDAV, CardDAV)

Talk to our Zimbra experts

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