

BlackBerry Enterprise Server Express (BES Express)

RIM has announced the launch of a new email solution aimed at customers who require corporate mobile email from their Microsoft Exchange or Microsoft Small Business Server.

What is BES Express?

BES Express is essentially a lighter version of BES. It offers some of the features available with full BES, but without the need for server software or CALs (licences). It will be available from March 2010.

Who is BES Express for?

Businesses of all sizes, using a Microsoft Exchange Server or Microsoft Small Business Server for email would benefit from BES Express. It's ideal for businesses that want:

- a low-cost solution with access to the latest features, without compromising security
- to convert BIS users to BES Express
- to expand their current BlackBerry use

How many users does it support?

BES Express is very flexible. It can support up to 100,000 users depending on the customer's server set up:

- Up to 75 users when installed on the same hardware server as Microsoft Exchange or Microsoft Small Business Server
- Up to 2,000 users when installed on its own server
- Up to 100,000 users when installed on multi-server systems

What will BES Express cost?

BES Express software will be free to download via ESD (Electronic Software Download) from the BlackBerry website. We will be publishing details of how customers can download the software when available.

Orange has yet to confirm its pricing for BES Express. Mainline will publish the appropriate pricing as soon as it's available.

What does this mean for BlackBerry opportunities?

Offering a lower cost of ownership than full BES, BES Express can help dealers to tap into over 10m potential new users. It provides a more cost effective solution with lower set up costs, while retaining the key functions of full BES. This makes it ideal for small to medium companies looking for a mail solution, and places it competitively against alternatives such as Microsoft Mail.

How is BES Express different to BES and BIS?

BES Express software will eventually replace BPS (BlackBerry Professional Software), which will be discontinued 12 months after the launch of BES Express. Here's how the new solution compares to BES and BIS:

	BIS	BES Express	BES
Segment	Small Business	Small to Medium	Medium to Corporate
Free Software and CALs	N/A	Yes	-
Includes server software updates	N/A	Yes	-
BES 5.0 end user features	-	Yes	Yes
Simplified IT policies	-	Yes	-
Full applications support	-	Yes	Yes

BES Express provides a much better “in between” solution than BPS for customers looking for a larger solution than BIS, but not quite on the same scale as BES. It improves on BPS offering by removing the costs of software and CALs, making it more cost effective and therefore more accessible for smaller corporate customers.

Do customers need to sign up to an Orange Plan when they take BES Express?

Yes. Orange will be launching BES Express tariffs when the BES Express software is available to end users.

BES Express will be available from March 2010, giving plenty of time to sell into customers with the potential or existing need for a mail solution for their business.

Further details on the product and pricing will be published as soon as they become available.