

LONDON  
METROPOLITAN  
NETWORK

**LMN and  
MessageLabs  
Partnership**

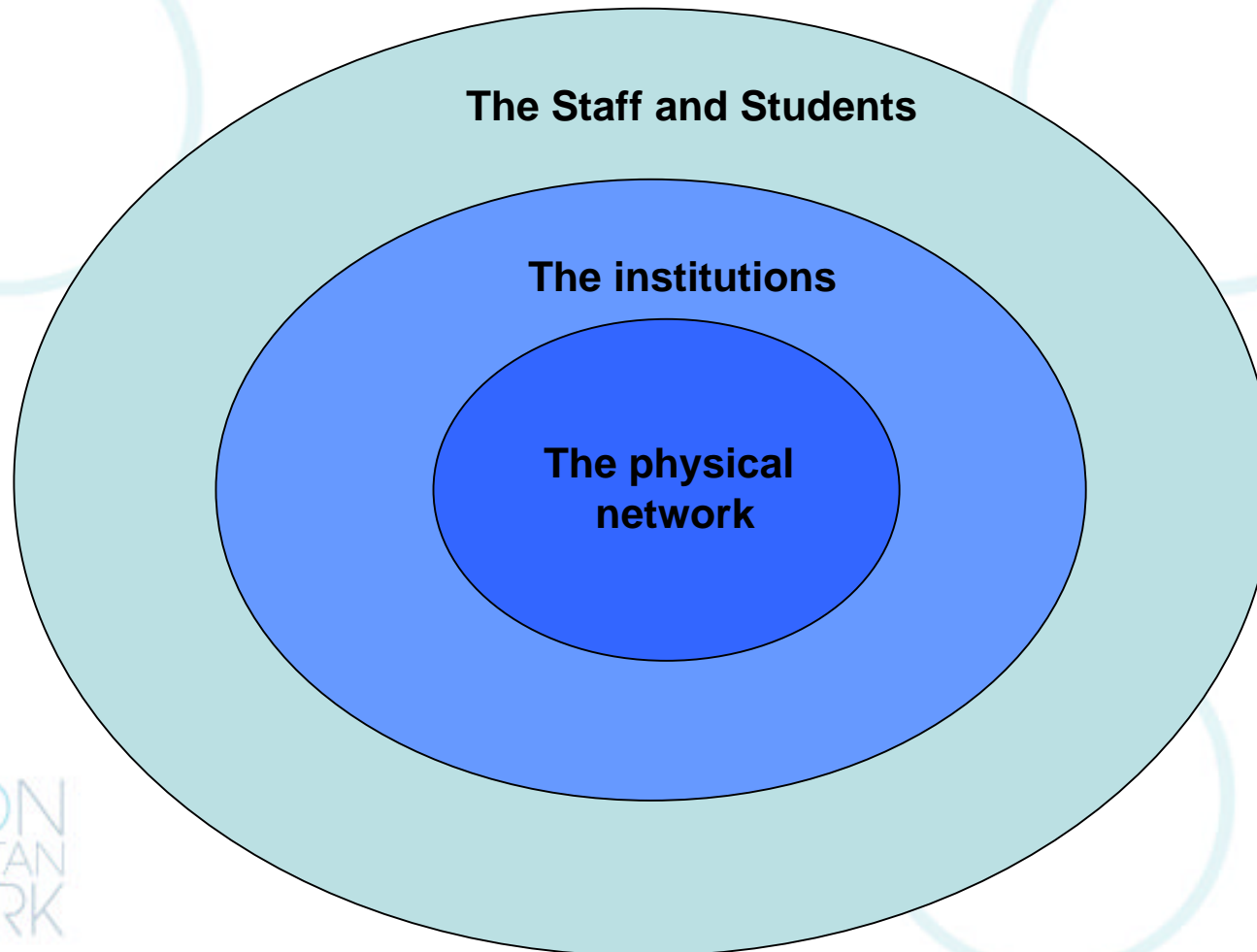


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NETWORK  
*Higher. Further. Faster.*

**Mahmood Javaid,  
LMN Business Development Manager**

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# The different aspects of LMN



# Why Collaborate ?

- **Economies of scale**
- **Better Service**
- **Use our buying power effectively**
- **Small can benefit from the large institutions**

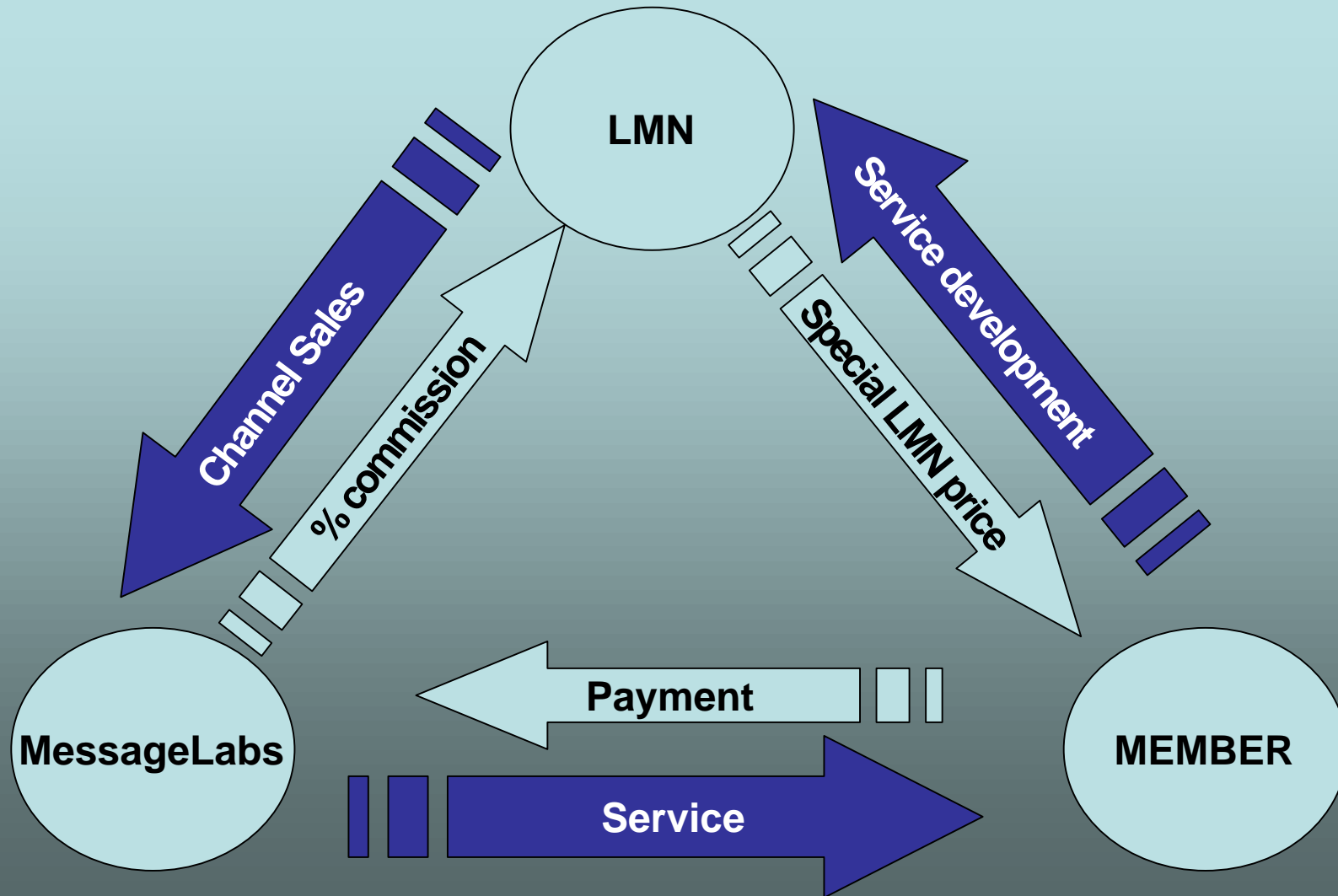
# Why Commercial?

- **Sometimes they are the best providers i.e. SLA, legal agreements**
- **Transfer risk**
- **Value for money**
- **Enables LMN institutions to influence commercial services development**
- **Frees up staff to focus on teaching and learning support activities**

# Commercial providers prefer aggregation

- **Reduces cost of sale**
- **Reduces sales time scales**
- **Interest can be qualified**

# Innovative Contract Model



# Match to requirements

## Why MessageLabs ?

- ? **MessageLabs is the mandatory email scanning service for UK Government GSI users.**
- ? **MessageLabs are accredited to BS7799 which is the standard for Information Security**
- ? **MessageLabs also scans email for a quarter of UK Local Authorities, the Dutch, Hong Kong and Australian State Governments**
- ? **MessageLabs Anti-Spam service was rated last year as 96.2% accurate by PC Magazine**

# The LMN Message Labs deal

- ? **The best Academic deal in the UK**
- ? **LMN members receive a substantial discount from the commercial price**
- ? **LMN will act as your escalation point**

# Current users of MessageLabs includes....

- ? **LSE**
- ? **Tower Hamlets College**
- ? **London Business School**
- ? **NIESR**
- ? **Kingston College**
- ? **University of London**
- ? **Regent's College**

## To Find Out More Including:

- ? **Pricing Matrix**
  - ? **Anti-Virus**
  - ? **Anti- Porn**
  - ? **Anti- Spam**
- ? **Service Level Agreement, Contracts etc**

**Contact Mahmood Javaid**  
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