KerioConnect®

USE CASE

The SMB Microsoft Exchange alternative

Preserve Outlook. Eliminate Exchange complexity. Reduce TCO by 40–70%.

The SMB Exchange breaking point

Small and mid-sized businesses (25–500 users) face a forced modernization event: Exchange 2016/2019 End-of-Life arrived October 2025, colliding with escalating Microsoft 365 subscription costs and lean IT teams that cannot sustain Exchange's operational demands.

The breaking point:

Challenge	Impact on SMBs
EOL pressure	Exchange 2016/2019 support ends October 2025, forcing costly hardware refreshes or unwanted cloud migrations.
Licensing sprawl	Unpredictable expenses from Windows Server, Exchange CALs, Outlook licenses, and security add-ons.
Specialist dependency	Exchange requires dedicated expertise for DAGs, cumulative updates, and PowerShell administration, resources that most SMBs don't have.
User experience lock-in	Staff depend on Outlook for shared calendars, delegation, and mobile sync. Alternatives that abandon Outlook are non-starters.

The requirement: a collaboration platform that preserves the Outlook workflow, reduces operational burden, and eliminates Exchange's complexity without a multi-month consulting project.

The GFI KerioConnect® approach: KOFF-First

GFI KerioConnect® delivers an "Exchange-like" experience anchored on Kerio Outlook Offline Connector (KOFF), a native Outlook plugin that preserves user workflows while the backend shifts to a platform designed for IT generalists.

Component	Function	SMB Advantage
KOFF (Outlook connector)	Native Outlook integration with offline caching, delegation, and shared calendars	Zero user retraining. Outlook stays.
KEMT (migration tool)	Server-to-server migration using Outlook as a MAPI bridge. Pulls Email, Calendar, Contacts, Tasks, Notes from Exchange	Full-fidelity migration without PST file management.
KADE (AD extension)	Automated user provisioning from Active Directory	Identity consistency. No manual mailbox creation
Built-in security	Integrated Bitdefender AV + Anti-spam Add-on	Reduced cost compared to third-party gateway costs.

Access Methods (KOFF-First Hierarchy):

1. **Primary:** Outlook + KOFF (preserves "Exchange-like" experience)
2. **Secondary:** Webmail (browser fallback, travel access)
3. **Mobile:** ActiveSync (iOS/Android native sync)
4. **Optional:** IMAP/SMTP (alternative clients, automation)

Financial Impact: 5-Year TCO Comparison

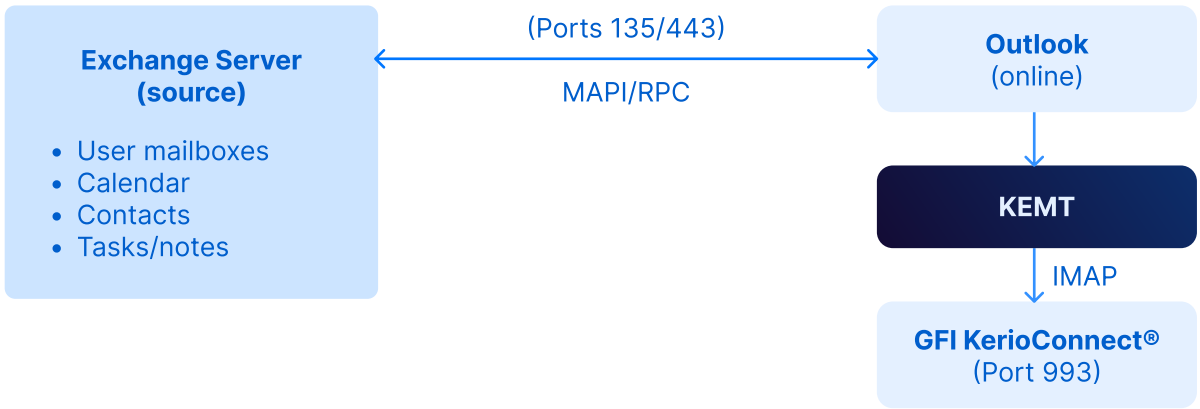
Scenario: 150-user professional services firm migrating from Exchange 2019.

Cost Category	Exchange on-premise	Microsoft (Business Basic)	GFI KerioConnect® (Linux)
Server OS License	~$4,000 (Windows Server)	$0	$0 (Ubuntu)
Mail Platform License	~$15,000 (Exchange + CALs)	~$10,800/year	~$4,500/year
Security Add-ons	~$5,000/year (3rd party AV/Spam)	Included	Included

Cost Category	Exchange on-premise	Microsoft (Business Basic)	GFI KerioConnect® (Linux)
Admin Labor Profile	High (Exchange Specialist)	Medium (Cloud Admin)	Read/Low (IT Generalist)
5-Year Total TCO	$100,000+	$70,000+	$30,000–$40,000

Net Result: 40–70% TCO reduction. Value recovery through eliminated licensing, reduced admin hours, and infrastructure flexibility.

Workflow #1: New project kickoff (15–20 minutes)



What KEMT Migrates:

- ✅ Email (all folders)
- ✅ Calendar events (including recurring)
- ✅ Contacts
- ✅ Tasks and Notes
- ✅ Public folders (if configured)

With GFI MailEssentials AI

- ❌ Email rules
- ❌ Delegate permissions
- ❌ Distribution groups
- ❌ Email signatures

Why SMBs Choose GFI KerioConnect®

What Matters	GFI KerioConnect®	Microsoft Exchange	Microsoft 365
Outlook Experience	✅ Native (KOFF)	✅ Native	✅ Native
Shared Calendars/ Delegation	✅ Full Parity	✅ Full	✅ Full
Admin Complexity	✅ IT Generalist	❌ Exchange Specialist	⚠ Cloud Admin
Deployment Options	✅ Windows/Linux/ macOS	❌ Windows Only	❌ Cloud Only
5-Year TCO (150 users)	~$35K	~$100K+	~$70K+
Built-in Security	✅ AV + Anti-spam	❌ Requires Add-ons	⚠ Tiered
Data Location Control	~$35K	~$100K+	~$70K+

Win Message: “Enterprise-grade Outlook collaboration without Exchange complexity, Windows Server dependency, or cloud lock-in.”

Next Steps

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