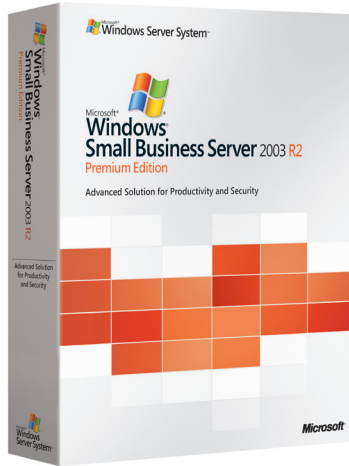


Microsoft Windows Small Business Server 2003 R2

A big business opportunity for partners

Microsoft®

Partner Program



The product that fits a growing market.

Microsoft® Windows® Small Business Server 2003 R2 (SBS 2003 R2) represents a big opportunity for resellers and system builders in the growing small business market segment. Focus your business on SBS 2003 R2 and build a profitable IT consultancy that capitalizes on this expanding market opportunity.

SBS 2003 R2 is considered to be the product of choice for small businesses for its simplicity, reliability, and full feature set. It offers an exceptionally high return on investment (ROI), quick payback of costs, and the ability to be 20 percent more productive.¹

"IDC² Research estimates that over the next five years worldwide, more than one million new servers will be installed by businesses with fewer than 100 employees."

IDC Research

SBS 2003 R2 provides an advanced solution for productivity and security. Designed for businesses with up to 75 users or devices, SBS 2003 R2 provides many of the features used by large companies—e-mail, Internet connectivity, internal Web sites, remote access, support for mobile devices, file and printer sharing, backup and restore—all in one affordable, integrated solution. **SBS 2003 R2 opens the door for partners to become a small business's trusted IT consultant.** Most small businesses lack in-house IT expertise and resources. By building your IT business around SBS 2003 R2, you can

- Increase your customer base.
- Deliver immediate value to your customers.
- Build ongoing, predictable revenue streams through deployments, value-added services, and IT consultancy.

Create new business opportunities.

Capitalizing on the small business market will help you grow your customer base and increase your revenue.

- **First server opportunity.** The market for selling and installing a first server for small businesses is poised for continued growth.
- **Server adoption opportunity.** The compound annual growth rate for server-based LANs is estimated to be 6.5 percent.³
- **Migration opportunity.** SBS 2003 R2 offers many new features and benefits over previous versions such as Windows Small Business Server 2000 and Microsoft Windows NT® Server 4.0; automatic backup and restore capabilities, Windows SharePoint® Services, Remote Web Workplace, and seamless integration with Windows Mobile®-based devices.
- **Value-added services,** customizations, the sale of incremental software and hardware, and customer training lead to additional revenues.

Develop lifelong customer relationships.

Deepen customer relationships with SBS 2003 R2 and expand your role into that of trusted IT consultant.

- **A foundation for short- and long-term technology investments.** SBS 2003 R2 acts as a building block for future technology enhancements.
- **A rich, reliable platform for customized solutions.** SBS 2003 R2 offers a platform for building a broad range of customized solutions.

"The market opportunity for IT consultants, value-added resellers (VARs), and system builders focused on the small business segment has never been stronger, particularly for those deploying and servicing SBS 2003."⁴

IDC Research

- **A seamless integration with Microsoft products designed for small business.** Drive additional revenue through the sales and deployment of Microsoft software, including Windows XP Professional, Office 2003 Small Business Edition, Microsoft Dynamics™ CRM 3.0 SBE, Microsoft Dynamics™ GP, and Windows Mobile.
- **A transition path to a full line of Windows Server System™ integrated server software.** As your customer's business grows they can purchase the SBS 2003 R2 Transition Pack, allowing you to expand your service offerings and increase your sales of additional services, software, and hardware.

Build an efficient and profitable business.

SBS 2003 R2 provides an integrated server platform that is easy to install and manage, enabling you to reduce costs, make the most of your time with customers, and build an efficient, scalable business.

- **Increase efficiencies with ease of installation and management.** With SBS 2003 R2, you can support and manage your customer networks from any location using remote support and management tools. This reduces your costs by cutting down the number of on-site visits while enabling you to respond quickly to your customers.

"Value-added resellers and consulting partners reported strong sales; increases ranged on average from 100 percent to as much as 300 percent. The resellers and consultants attributed the increases directly to demand for Windows Small Business Server 2003."³

Yankee Group

- **Automated, network-wide patch and update management** helps you save time, reduce costs, and serve your customers better. SBS 2003 R2 includes Windows Server™ Update Services technologies, so you can confirm which updates have been applied and identify key actions for failed updates.
- **Preinstallation** on the most popular original equipment manufacturer (OEM) platforms allows for quick and easy deployment.
- **Automated, integrated setup** simplifies server and client setup, to quickly get customers up and running.

It's a real win-win proposition. You spend less time on installations and routine maintenance. Your customers get better service. And you can focus more time on providing strategic, high value-added services and consultancy.

Awards

2005 Reseller Advocate Magazine: Best Channel Product Award

"There are three key things that make SBS a channel-friendly product. The first is the incredible money-making opportunity SBS presents for reseller customers. The minor part of this is the price ... Far more important are the related purchases often tied to an SBS installation."

2004 PC Magazine: Editor's Choice Award

"With this product, Microsoft has set the standard for small-business server operating systems."

Learn more:

Visit: www.microsoft.com/sbs

Windows Small Business Server 2003 R2 is available in two editions, Standard and Premium, allowing small businesses to select the best solution to meet their needs. Both editions include five client access licenses (CALs) by user or device, and support a maximum of 75 users or devices. Additional licenses can be purchased in increments of 5 or 20. Additional servers can be added to the SBS 2003 R2 network. Expanded CAL licensing rights for access to additional servers in the SBS 2003 R2 network, including Exchange Server 2003, Microsoft SQL Server™ 2005 Workgroup Edition, and the Windows Server 2003 operating system give customers more flexibility. As your business needs change, the SBS 2003 R2 Transition Pack provides a seamless migration to the full line of Windows Server System software products.

Product Technology Chart

Benefit	Product Technologies	Standard	Premium
<ul style="list-style-type: none"> Protected, reliable operating system File, print, and application sharing Robust firewall for improved security and data protection 	Windows Server 2003	•	•
<ul style="list-style-type: none"> Internal company Web site (intranet) for document and information sharing 	Windows SharePoint Services	•	•
<ul style="list-style-type: none"> E-mail and messaging solution Shared calendaring Expanded mailbox limits to 75 GB 	Microsoft Exchange Server 2003 SP2 Office Outlook® 2003	•	•
<ul style="list-style-type: none"> Automated network-wide patch and update management Daily report on status of desktops and servers running Microsoft software 	Windows Server Update Services	•	•
<ul style="list-style-type: none"> Fax with fewer phone lines, from desktops Receive faxes via e-mail or printer 	Shared Fax Service	•	•
<ul style="list-style-type: none"> Powerful, integrated data management and reporting solution 	SQL Server 2005 Workgroup Edition		•
<ul style="list-style-type: none"> Firewall for multilayer security Tools to manage and monitor internal Internet access 	Internet Security and Acceleration (ISA) Server 2004		•
<ul style="list-style-type: none"> Tools to develop Web sites 	Microsoft Office FrontPage® 2003		•

Product Information

SBS 2003 R2 on Microsoft.com
www.microsoft.com/sbs

SBS 2003 R2 on the Microsoft Partner Program site
<https://partner.microsoft.com/sbs2003>

System Requirements

Component	Minimum Requirement	Recommended
Processor	750 MHz	1 GHz or faster
RAM	512 MB	1 GB or higher, 4 GB maximum
Hard Disk	16 GB of available hard disk space ⁵	

Partner Resources

IDC Blueprints for Driving Revenue with SBS 2003
<https://partner.microsoft.com/IDCwhitepapers2>

Small Business Technology Assessment Toolkit
<https://partner.microsoft.com/smallbusinessstoolkit3>

Connect with other SBS 2003 R2 enthusiasts
<http://blogs.technet.com/sbs/>

Become a Small Business Specialist
<https://partner.microsoft.com/global/smallbusiness/>

Pricing and Licensing Guidelines

Product	Retail License Final/Full Packaged Product (FPP)	Open New License	Open New License with Software Assurance	OEM System Builder
Windows Small Business Server 2003 R2 Standard Edition	\$599 with 5 client access licenses (CALs) T72-01411	\$521 with 5 CALs T72-01675	\$781 with 5 CALs T72-00111	With 5 CALs T72-01849
Windows Small Business Server 2003 R2 Premium Edition	\$1,299 with 5 CALs T75-01255	\$1,128 with 5 CALs T75-01529	\$1,692 with 5 CALs T75-00144	With 5 CALs T75-01713
5-Pack CALs	\$489 Device: T74-00001 User: T74-00002	\$460 Device: T74-00245 User: T74-00192	\$690 Device: T74-00239 User: T74-00186	Device: T74-01040 User: T74-01094
20-Pack CALs	\$1,929 Device: T74-00003 User: T74-00004	\$1,841 Device: T74-00137 User: T74-00084	\$2,761 Device: T74-00131 User: T74-00078	Not available
Product Upgrade (from SBS 2003 R2 Standard to SBS 2003 R2 Premium Edition)	\$699 T75-01260	Not available	Not available	Not available
Version Upgrade (from SBS 2003 Standard Edition to SBS 2003 R2 Standard Edition)	\$299 T72-01415	Not available	Not available	Not available
Version Upgrade* (from SBS versions 4.0, 4.5, 2000, or 2003 Premium to Windows Small Business Server 2003 R2 Premium Edition)	\$699 T75-01256	Not available	Not available	Not available
Transition Pack Standard Edition	\$1,439 T72-01413	Not available	Not available	Not available
Transition Pack Premium Edition	\$2,979 T75-01258	Not available	Not available	Not available
5-Pack Transition Pack CALs	\$49.95 Device: T74-01130 User: T74-01131	Not available	Not available	Not available

*For more information on the supported technical upgrades, visit <http://www.microsoft.com/windowsserver2003/sbs/upgrade/default.aspx>
 Downgrade rights: Windows Small Business Server 2003 Premium Edition > Windows Small Business Server 2000 > BackOffice® Small Business Server 4.5

¹ Forbes white paper: Windows Small Business Server 2003, Out-of-the-Box ROI for Small Businesses, 2003

² IDC white paper: Paths to Opportunity for SBS 2003 Partners, January 2005

³ The Yankee Group white paper: Windows Small Business Server 2003 Sparks Reseller Partner Business Resurgence, New Opportunities, January 2005

⁴ IDC white paper: Paths to Opportunities with Windows Small Business Server 2003: Delivering Server Solutions to Small Businesses, February 2006

⁵ Actual requirements will vary based on your system configuration and the applications and features you choose to install. Windows Small Business Server 2003 R2 supports up to two CPUs on one server.

⁶ All prices reflect estimated retail pricing for license purchases within the United States and are in U.S. dollars. Pricing and licensing information is provided here for planning purposes only and is subject to change. Reseller is responsible for setting prices. Pricing may vary. OEMs/System Builders may not advertise or price OEM version of the software separately from its accompanying fully assembled computer system.

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