



HyperOffice
Collaboration Made Simple

Presents

WHITE PAPER

HyperOffice vs. Microsoft SharePoint
A Comparative Analysis

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"HyperOffice joins a select group of organizations leading the industry in developing new technologies that will benefit enterprises in the future."

*Don Tennant
Editor In Chief, Computerworld*

According to Gartner Group, Forrester, and other technology forecasters, corporations will spend \$200 billion per year by the end of the decade on intranet and collaboration hardware, software, and related services worldwide.

"I've tested the service both as my complete work environment and as an occasional user...I've seen high dollar corporate portal projects that didn't have all the bells and whistles HyperOffice provides for as little as \$40 per month for five users."

*James Gaskin,
Network World*

HyperOffice vs. Microsoft SharePoint

At the dawn of the Internet revolution, email capability was considered cutting-edge communications technology. No business that "meant business" could be without it. Now, as we enter the 21st century, collaboration technology – document management, intranet and extranet portals – are the new email, and growing businesses want it all.

Unfortunately, available solutions like Microsoft SharePoint were crafted with big business (and big budget) in mind, requiring pricey hardware, technical savvy, or with superfluous features inappropriate for a small to medium sized business environment. Even worse, these partial solutions lack the email capability that is intrinsic to today's corporate survival, requiring customers to purchase their communications and collaborations tools piecemeal, at precious lost time and expense.

Finally, there is HyperOffice – the long-awaited viable alternative for growing businesses seeking access to comprehensive, first-class technology on a coach class budget.

More HyperOffice White Papers

- [HyperOffice's Security Infrastructure](#)
- [Selecting Software](#)
- [Exchange or HyperOffice? A Small Business' Perspective](#)

"I needed something that would allow us to share information reliably. With HyperOffice we get document management, contacts, calendar - I get everything I want, and quickly!"

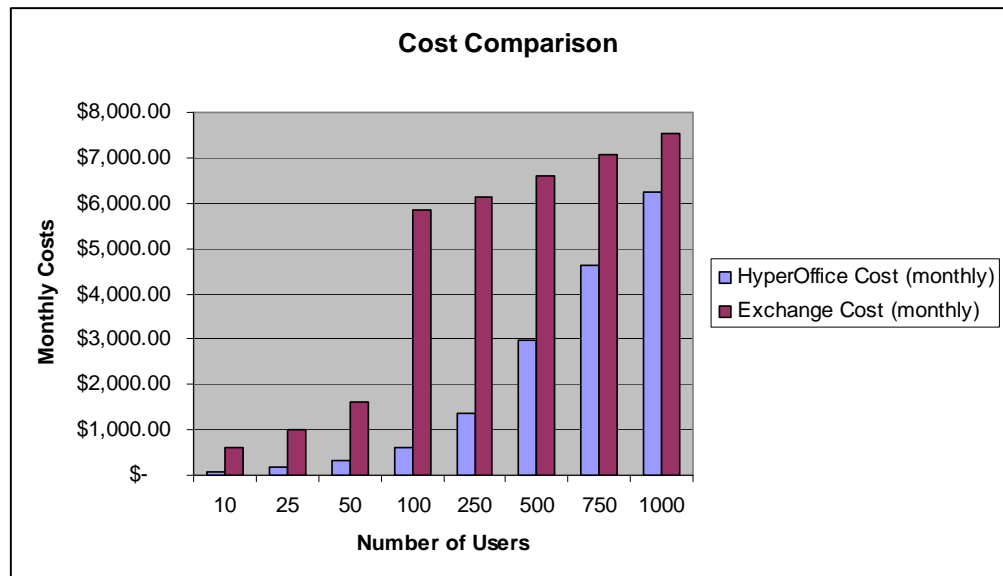
*Vijay Raghavan,
President and Chairman,
TowerStrides, Inc.*

HyperOffice produced an additional unexpected benefit for TowerStrides in that it facilitates employee training. The HyperOffice-hosted Intranet provides a centralized place for TowerStrides to post its internal training materials, so new employees have access to training materials instantly, saving TowerStrides time and money on internal training costs.

Here's What Microsoft SharePoint Doesn't Want You To Know...

HyperOffice Gives More Bang For The Buck

HyperOffice's cutting-edge solution includes a robust feature set, unsurpassed security, an intuitive interface, and outstanding support, all for a fraction of the cost of Microsoft SharePoint.



“Microsoft’s strategy is to commit customers more fully to implementing other Microsoft products that provide the missing pieces of the WSS puzzle.”

Ferris Research Analyzer Information Service, An Assessment of Windows SharePoint Services

“Do not embrace SharePoint unless you are willing to be 100% Microsoft. That means buying into Exchange Server, SQL Server, Outlook, SharePoint Portal Server, IE, and the rest. SharePoint will work poorly without it. Even in a Microsoft-dominated setting, SharePoint has such significant shortcomings, we recommend avoiding it.”

Ferris Research

Hard Costs

HyperOffice



- No initial hardware or software investment to get your system up and running.
- All you need is a broadband connection.



SharePoint

- Requires extensive initial investment.



Software –

- operating system
- virus protection
- backup
- redundancy, system uptime, data integrity
- load-balancing, security, monitoring and connectivity

Hardware –

- Servers (usually MS Windows SharePoint Portal Server 2003)
- virus control
- backup
- redundancy, system uptime, data integrity
- load-balancing, security, monitoring and connectivity

"We were using Microsoft Exchange and SharePoint for our communication and collaboration needs within our company of 150 and found that we needed a full-time IT person to manage it. Along with the upfront investment costs for equipment, software, IT personnel and ongoing maintenance, it was becoming too expensive for us. As a professional system integration firm focused on the government market, we have a workforce that is mobile and often at client sites—HyperOffice gave us what we needed at a fraction of the cost and the aggravation."

Romero Van Bochove
President, CEO,
Orizon

Soft Costs

HyperOffice

- No software licensing costs. All software is delivered through your broadband connection.
- No unanticipated IT costs
- Online training
- 24/7 Professional support.
- Automatic Upgrades

SharePoint

Requires ANNUAL licensing purchase for EVERY :

- End-user
- Server
- Requires ANNUAL maintenance contract purchase.

Requires IT expertise to:

- Install the software
- Configure the network
- Provide on-going maintenance (e.g. security patches)
- Manage upgrades
- Provide training



ATTENTION OUTLOOK USERS!!!

You don't have to give up Outlook in order to use HyperOffice. HyperShare allows clients to use multiple email clients, including Outlook 2000 and 2003, while maintaining complete calendar and group list functionality!

"The SharePoint experience for people without IE is still sub par ...Microsoft needs to make SharePoint more accommodating for browsers other than IE."

*Ferris Research Analyzer
Information Service,
An Assessment of Windows
SharePoint Services*

"One-Stop Shopping: Unlike other Web solutions that focus on one piece of the puzzle (say, document management or group calendaring), HyperOffice has packaged it all together — which means just one login for users and one monthly bill for you."

*Jamie B Sales,
Small Business Computing.com*

HyperShare Extends the Power of Outlook

HyperShare for Outlook has been designed specifically for Outlook users who want the functionality of Microsoft Exchange without giving up Outlook and without the expense and pain of installing, maintaining, and supporting Microsoft Exchange.

You will benefit from HyperOffice if you are:

1. Currently using Outlook and would like to begin sharing calendars, contacts, documents, and tasks with other Outlook and non-Outlook users without the expense and pain of MS Exchange.
2. Currently using Outlook and MS Exchange but are tired of the upgrade cycles, security threats, expense and pain of dealing with MS Exchange. Would like to migrate off of MS Exchange without giving up Outlook or losing the information already stored on MS Exchange.
3. Currently using MS Exchange but would like to share calendars, contacts, documents and more with partners, customers and vendors without giving them access to your Exchange servers. HyperOffice can coexist with MS Exchange so that you can create collaborative environments to satisfy your operational requirements while insulating your Exchange servers.

Read our **Success Stories** for more real-life examples of how you can benefit from using HyperOffice.

<http://www.hyperoffice.com/UTWfe>

"It was a perfect solution for us, because HyperOffice had all the pieces we were looking for."

*Carroll Ross, President,
Collaborative Solutions*

HyperOffice Is A One-Stop Shop

HyperOffice recognizes that today's decision-makers are no longer satisfied with piecemeal, cookie-cutter solutions that require multiple hardware and software purchases. We provide our clients with a comprehensive and customizable platform of communication and collaboration solutions to grow and adapt to your specific business needs.

Comprehensive Functionality

Function	HyperOffice	Sharepoint
Email	<ul style="list-style-type: none"> ✓ Business class email ✓ Spam protection ✓ IMAP and POP 3 support ✓ Support for Outlook, Outlook Express and Any Browser ✓ Mobile Access 	<ul style="list-style-type: none"> ✓ No Email Functionality
Collaboration	<ul style="list-style-type: none"> ✓ Shared contacts ✓ Shared calendaring ✓ Shared Tasks ✓ Voting ✓ Forums ✓ Shared Links 	<ul style="list-style-type: none"> ✓ Limited calendaring ✓ Limited Tasks
Document Management	<ul style="list-style-type: none"> ✓ Robust document management ✓ File locking ✓ Versioning ✓ Commenting ✓ Change notification ✓ Auditing ✓ Virtual drives ✓ Shared folders ✓ Accessible through any browser 	<ul style="list-style-type: none"> ✓ Robust Document Management
Intranet/Extranet	<ul style="list-style-type: none"> ✓ Create Customer, Partner, Vendor...portals ✓ Turn sections and features on/off 	<ul style="list-style-type: none"> ✓ Create Customer, Partner, Vendor...portals ✓ Turn sections and features on/off
Content Management	<ul style="list-style-type: none"> ✓ Publish and manage content on your intranet/extranet 	<ul style="list-style-type: none"> ✓ Publish and manage content on your intranet/extranet
Support	<ul style="list-style-type: none"> ✓ Free Upgrades for life ✓ Free telephone and email technical support ✓ Free online training 	<ul style="list-style-type: none"> ✓ Good luck!

“HyperOffice has the look and functionality of much more expensive solutions. Enabling small businesses to have access to this kind of powerful tool without having to sink major dollars into IT will be a welcome offer.”

*Helen Chan
Senior Analyst,
Yankee Group*

“Add it all up and it's a compelling portfolio of Web services for the SB set. Even better is the ability it has to let you grow from SB to MB and up without necessarily sacrificing the tool kit to which your employees have grown accustomed.”

*Oliver Rist,
Infoworld,
Office on the Web*

HyperOffice Is User-Friendly

HyperOffice offers straightforward and trouble-free features that are attractive to both employee and employer, demonstrating true mass appeal.

EMPLOYEE APPEAL

HyperOffice	SharePoint
User Friendly Interface	User Friendly Interface if using Outlook
Simple user setup – wizard walks you through step by step configuration	Complicated setup – often requiring IT support and intervention
The choice of using Outlook, any browser, PC, Mac or any handheld device without extra configuration	Support for Outlook
Single point of access for all communication and collaboration tools and information	Limited to email, calendaring, contacts, tasks and shared folders
Accessible anywhere and anytime	Must have access to the Exchange Server

EMPLOYER APPEAL

HyperOffice	SharePoint
Simple, web based system administration	Complicated system administration
Setup in just a few minutes	Setup can be very complicated and lengthy
Admin wizard walks you through step by step configuration	Complicated system administration
Scale up or down with just a few clicks	Requires reconfiguration
Free Upgrades	Never Free
Upgrades are automatic and transparent	Requires IT staff intervention

“The SharePoint Services component in and of itself is free, but the overall total cost of implementation and ownership is high. Server licenses as well as management, backup, and restore software, and Groove licenses to enable offline usage for information workers, all drive costs up.”

*Ferris Research Analyzer
Information Service,
An Assessment of Windows
SharePoint Services*

LaserShip, Inc. needed a portal that clients and consultants could use on a per-project basis. "This way, we can let customers see project schedules, documentation, and tasks without giving them access to our company portal and its e-mail and what not."

*Fred Aryan,
President,
LaserShip, Inc.*

HyperOffice Is Scalable

HyperOffice was created to address the specific needs of small to medium-sized businesses. Conversely, SharePoint was designed for Enterprise-level business, making its true value to smaller businesses is a force-fit at best.



HyperOffice	SharePoint
<ul style="list-style-type: none"> ▪ Flexible technology easily and transparently scales up or down to meet your business size and geographic needs. 	<ul style="list-style-type: none"> ▪ Server, software and licensing arrangements are fixed with little room for scalability.
<ul style="list-style-type: none"> ▪ Easily accommodates resource fluctuations (contractors) with simple adaptations that can all be performed online. 	<ul style="list-style-type: none"> ▪ Accommodating resource fluctuations requires costly hardware reconfiguration, software and licensing considerations.
<ul style="list-style-type: none"> ▪ Adding branches, divisions, or resources to your environment is quick and pain-free. 	<ul style="list-style-type: none"> ▪ Adding branches, divisions or people are cumbersome undertakings requiring IT expertise.

“HyperOffice makes it a lot easier for small-business owners, employees, clients, business partners and suppliers to work together as a team, plan projects, share and edit documents, schedule meetings, and stay connected via email -- without having to first shut down the business to earn a degree in computer science.”

*Tom Bunzel,
Informat.com*

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HyperOffice Upgrades Are Easy and Pain-Free

HyperOffice boasts a rich product roadmap and is constantly rolling out new applications and upgrades, providing customized, flexible solutions, with the speed to maintain your competitive edge. As for SharePoint, recurring upgrade cycles are a predictable headache, requiring excessive time and expense from SharePoint customers.

HyperOffice

- Implements upgrades and new applications without any interruption of service or need for client IT involvement.
- Upgrades are executed frequently and seamlessly, in keeping with HyperOffice's nimble and cutting-edge approach.
- No need for security patches



HyperOffice makes it easy...

... and saves time



SharePoint

- Demands server down-time, on-site IT personnel, and often requires follow-up consulting to fine-tune adjustments, resulting in lost time and additional expense.
- Upgrades often interfere with other previously existing software or hardware installed on-site.
- Frequent need for security patches