

Case Study



THE SITUATION

In the summer of 2005 Flextronics Network Services, a business unit of Flextronics, was sold and merged with Norwegian firm Telavie to create a leading Nordic network service provider. The new company was formed under the name of Relacom.

With 14,000 employees in 17 countries, Relacom is now the leading independent and global supplier of network services. Relacom constructs, installs and maintains fixed, mobile and enterprise networks for many of the world's leading operators and system vendors. Its headquarters is located in Stockholm, Sweden.

As it was unsuitable for the new company to keep the email security solutions Telavie and Flextronics used, a completely new system had to be implemented. "We didn't have anything in place and had to start building from scratch" says Mikael Bohlin, head of IT security at Relacom.



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RELACOM AT A GLANCE

Employees: 14,000 employees in 17 countries

Headquarters: Stockholm, Sweden

Email volume: 500,000 messages received monthly

THE IRONPORT ADVANTAGE

- Email Security Manager has simplified policy control and security settings
- Centralized Management has simplified the administration of Relacom's global environment
- Mail Flow Central generates, archives, and delivers scheduled email security reports



TECHNICAL CHALLENGES

Flextronics operated in a different mail environment from Relacom and used Symantec anti-virus software as their security solution.

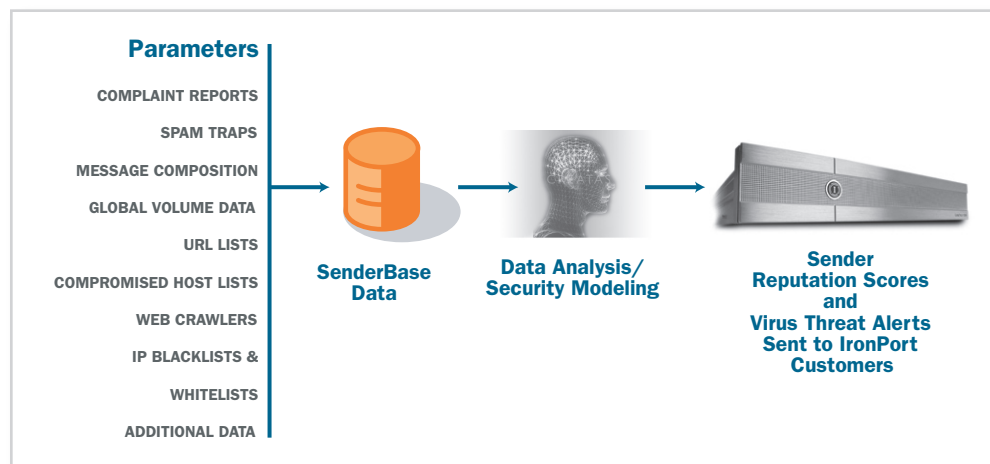
“It wasn’t working very well and we knew, from the time at Flextronics, that we didn’t want a system that required a computer with software to install,” Bohlin explains.

He started to research the market to find a solution that met the new organisation’s requirements, keeping their 500,000 monthly incoming email messages safe. After the disappointing experience with the software package from Symantec, Relacom was looking for an all-in-one appliance solution — ideally a system that would fit in a single box. It had to be centrally manageable, as Relacom has three different email gateways (one in Sweden, a second in Brazil and a third in Thailand). In addition, it had to be able to handle different policies for different regions. Naturally, it also had to be extremely efficient against spam and viruses. The inclusion of a straightforward reporting system was another, albeit lower priority, feature on the list.

THE IRONPORT ADVANTAGE

Mikael Bohlin short-listed three systems: Mailsweeper, Barracuda and IronPort®. IronPort won the competition, as the company could deliver a slightly different solution than the other contestants. “It was the SenderBase® feature that swung it,” Bohlin recalls.

IronPort’s SenderBase Network provides a real-time view into security threats from around the world. With this information, SenderBase can be used like a “credit reporting service” for email, providing comprehensive data that Relacom can use to differentiate legitimate senders from spammers and other attackers — and giving the administrators visibility into who is sending them email.



Once the decision to use IronPort had been made, the installation took place very swiftly. It took only a day to install the main IronPort appliance and just a few hours to install the other two (one appliance for each gateway).



**THE IRONPORT
ADVANTAGE**

As Relacom was building new infrastructure from scratch, there was no adaptation period or retraining of the users. Everything went smoothly and no one seemed to notice that there was a new security system in place, except the IT department. They only noticed it because there were no security problems to deal with.

“It is the way it ought to be,” Bohlin says. “No one is annoyed by spam or viruses because there simply aren’t any! During the four months we’ve had the IronPort appliances, I have not had one spam message in my inbox — not a single one!”

Since Relacom is a global company with three email gateways that are managed centrally from the headquarters in Stockholm, the different policies that apply to the different regions must be easily definable. IronPort Email Security Manager™ simplifies policy control and security settings. The boxes are arranged in a cluster — making it simple to define which policies are applicable globally and which are only for certain regions.

“It is brilliant, I only have to go in and alter one parameter when something needs changing or tweaking,” Bohlin explains.

At Flextronics, it was not possible to produce any reports on email traffic, spam, or detected and stopped viruses. But, with IronPort in place, this is now easy. IronPort Mail Flow Central™ provides the administrators with a single place to track the status of any email message. By using Mail Flow Central, Relacom can generate, archive and deliver scheduled email security reports for the organisation. No matter how many IronPort appliances are installed, this feature can consolidate reporting information and provide insight across the entire infrastructure.

Everything has gone smoothly and Mikael Bohlin is pleased with IronPort’s products and services. “At the moment we are very satisfied and don’t see any need for improvements to our email security.”

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IronPort Systems, a Cisco business unit, is a leading provider of anti-spam, anti-virus and anti-spyware appliances for organizations ranging from small businesses to the Global 2000. IronPort appliances utilize SenderBase, the world’s largest email and Web threat detection network and database. IronPort products are innovative and easy-to-use—providing breakthrough performance and playing a mission-critical role in a company’s network infrastructure.

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