

Blue Ridge Savings Bank

Eliminating the Spam and Virus Problem

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Scott M. Smith, CIO/VP of Blue Ridge Savings Bank

CASE STUDY | ENTERPRISE



BUSINESS NEED

Perimeter security to block spam, viruses and unwanted content

SOLUTION

Mirapoint RazorGate email security appliances

BOTTOM LINE

Highly effective email security with no false positives

Background

Blue Ridge Savings Bank, headquartered in Asheville, North Carolina is a locally owned and operated organization with \$250 million in total assets; the organization currently operates across nine branches with two more on the way. Messaging is an important mode of communication across the different branch locations. If the message network is down productivity is affected.

The Business Need

With over 20,000 spam messages and 1350 viruses entering the network each day, Blue Ridge Savings made it a priority to find a solution. “We tried a number of solutions including McAfee and GFI but the catch-rates weren’t reliable and the systems required a lot of tuning,” says Scott Smith, chief information officer and vice president at Blue Ridge Savings. The problem was a financial burden as well; Smith placed a value on the spam and virus problem and estimated that the organization was losing \$85,800 per year in lost employee productivity.

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The Mirapoint Solution

The company needed to secure its Exchange users from the overwhelming amounts of spam and viruses entering the network. Smith decided that the best solution would be an email gateway to intercept threats before they could reach users' inboxes.

Smith researched many options and narrowed it down to the Barracuda Network and Mirapoint appliances. "We evaluated the Barracuda solution but found it required constant hand-holding and development of custom content filters to yield high catch-rates."

When evaluating Mirapoint, Blue Ridge Savings deployed one RazorGate appliance with spam and virus scanning in conjunction with MailHurdle for edge-blocking protection. "When we saw the results of the Mirapoint appliance, it was a no-brainer. We didn't want to shrink the problem, we wanted to solve it and RazorGate did that for us." The RazorGate appliance provides hands-off solution with immediate results of 97.7% catch-rates and no false positives. "It just works," says Smith. "We don't have a lot of resources so having an effective solution that didn't require a lot of hand-holding was essential," says Smith.

Furthermore, Smith was impressed by the completeness of the reporting that the RazorGate appliance offered. "We were able to get a clear picture as to how many threats we were blocking and at what point in the lifecycle of the message. Not only was this interesting information but it provided us the quantitative data we needed in IT to show the effectiveness of the solution."

The Bottom Line

Spam and viruses are no longer a problem at Blue Ridge Savings. Employees can productively communicate via email without wasting valuable time sifting through unwanted messages, the IT group isn't running around putting out fires due to virus outbreaks within the organization and management is happy because of the increased productivity and reduced costs. "We are so relieved to have an effective and reliable solution in place," says Smith.

About Mirapoint

Mirapoint® is the market leader in appliance-based solutions for secure message networks in enterprise, service provider, and education organizations, with more than 100 million mailboxes served and secured worldwide. Customers use Mirapoint appliances including the Message Server mail appliance and RazorGate mail security appliance to build the messaging infrastructure that intelligently serves, secures and manages email. Mirapoint is headquartered in Sunnyvale, California, with offices throughout North America, Europe and Asia. For more information on Mirapoint, visit its Website at www.mirapoint.com.

Configuration

- One Mirapoint RazorGate RGI00 Email Security Appliance