

**BENEFITS AT A GLANCE**

- 99% decrease in spam with no false positives
- Substantial savings from reduced bandwidth, server storage, CPU cycles and IT costs
- Removes delivery bottlenecks and ensures business critical email flow
- Delivers incremental value to content filter investments

*"Engate delivered incremental value to our existing filters by eliminating 99% of the spam that Microsoft couldn't defend against. Our spam-free inboxes are a testament to Engate's ability to proactively stop evolving threats like image spam, phish and botnet attacks before they reach our corporate email servers."*

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## Engate Delivers Enterprise-class Email Protection and Proactively Stops Progressive Botnet Attacks

**THE PROBLEM*****Microsoft Fails to Protect Enterprise from Emergent Botnet Spam Attacks***

Atreus Systems™ delivers industry-leading telecommunications systems to carriers and cable operators worldwide. With seven global satellite offices, email plays a key role in the day-to-day business operations.

Atreus was using Microsoft to filter its spam messages. Unfortunately, over the past three years, unsolicited emails such as spam, phish, dangerous attachments and botnet attacks began to overwhelm employee's inboxes at an alarming rate. Microsoft's catch rates decreased to 70% as new threats like image and pdf spam evolved beyond Microsoft's control.

"As these email threats began to intensify, our employees were investing valuable time filtering through their inboxes each day, pulling them away from billable client projects," said Lawrence Chiabai, IT manager at Atreus Systems.

Microsoft was not keeping pace with the increasing volume and sophistication of botnet attacks. As the filter settings were increased to improve the catch rates, more legitimate email was tagged as spam. Atreus maintains that Microsoft generated 6% false positives – legitimate email tagged as spam – resulting in additional time spent by IT staff and employees to track lost messages that were blocked.

The increasing volume of spam was slowing Atreus' network traffic, wasting storage space, and straining IT resources as they were constantly being diverted to manage their spam and false positive issues. "We needed an innovative anti-spam solution that could permanently stop the high volume of new and progressive threats that were consuming our network and IT resources," said Chiabai.

**About Engate**

Engate Technology Corporation is a leading anti-spam supplier of next generation network profiling and connection management security solutions for service providers and enterprises, and can be licensed to anti-spam software, security appliance, router, firewall, and unified threat management vendors.

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**THE SOLUTION*****Engate Proactively Stops All Attacks Outside the Enterprise Network***

Seeking an effective anti-spam solution, Chiabai evaluated several email security products in the market. After reading about Engate's "Product of the Year Award" by Communications Solutions magazine, Chiabai decided to investigate and set up a no cost, no risk 30-day trial. Within minutes of installing the appliance, Engate delivered immediate results.

"Engate delivered incremental value to our existing filters by eliminating 99% of the spam that Microsoft couldn't defend against," said Chiabai. "Engate's unique ability to proactively stop the surge of threats like image spam, phish and botnet attacks before they reach our corporate email servers has delivered new cost savings in bandwidth and storage, as well as, improved efficiencies in throughput and latency."

**THE RESULTS*****Immediate Payback via Cost Savings and Improved Productivity***

Engate's network profiling, connection-level approach significantly preserves bandwidth, server storage, and CPU cycles – contributing to a quicker ROI and lower cost of ownership.

By eliminating 75 spam messages per employee per day outside of Atreus' network, Chiabai calculates substantial operational savings and a significant increase in added annual productivity. Chiabai maintains, "In addition to regaining hundreds of hours of efficiency each month, the IT resource savings has paid for the Engate investment within weeks."