



## BENEFITS AT A GLANCE

- 99% decrease in spam, image spam, email-borne viruses, and phish
- Low Total Cost of Ownership via savings from low maintenance and reduced operating costs
- Results are instant from day one of installation
- Employee productivity significantly improved

*"Engate's anti-spam solution has stopped virtually all the threats coming to our PCs. By eliminating these threats outside of our network, we're able to focus more time and effort on things that are conducive to the growth of our company."*

**David McCrodan**  
President  
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# GM Dealership Relies on Engate MailSentinel™ to Preemptively Stop Spam and Realize Great Savings

## THE PROBLEM

***Increase in Spam Volume Overwhelms Operations and Lowers Productivity.***

Don Howson Chevrolet, based in Toronto, Ontario, specializes in General Motor vehicles and accessories. Renowned for superior customer service, Don Howson was deluged with a variety of spam attacks and unwanted emails that threatened to overwhelm its operations.

"As spammers have changed their methods over the past year we've noticed a substantial increase in spam that our current industry-leading anti-spam filters were not able to block," said David McCrodan, President, Don Howson Chevrolet. "It was an administrative nightmare trying to keep up with the spam that was flooding our inboxes."

Don Howson's existing anti-spam filters were ineffective at stopping the onslaught of spam, image spam and phish attacks that were targeting their servers. On a daily basis, frustrated employees would complain about the surge of spam they were receiving. Don Howson's IT consultants, Bentor Technologies, were increasingly being requested to find an appropriate solution. Bentor had spent considerable time researching a solution that was affordable, proven, and fitted seamlessly into a dealership environment. With numerous potential solutions, Bentor focused on Engate as it did not require any additional configuration of the dealership network or existing systems.

"The accuracy that the other dealerships were claiming about Engate's solution were impressive," said McCrodan. "Based on the positive feedback we received from credible customer references, we decided that we had nothing to lose by setting up a free trial."

## About Engate

Engate Technology Corporation delivers next generation network profiling 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 Effectively Eliminates 99% Spam Outside the Network.***

The trial process was quick and easy to implement, and from the first day of installation, Engate successfully eliminated the high volume of spam coming into Don Howson's network.

"From day one, Engate has helped Don Howson to improve the security of their operations by proactively eliminating 99% of the threats outside their network before they're able to compromise their servers," said John Gray, Partner, Bentor.

With nearly no spam coming to the desktops, McCrodan reports that employee productivity has increased enormously. "Engate's anti-spam solution has stopped virtually all the threats coming to our PCs," explains McCrodan. "By eliminating these threats outside of our network, we're able to focus more time and effort on opportunities that are conducive to the growth of our company."

## THE RESULTS

***Immediate ROI. Low Total Cost of Ownership. Engate Pays for Itself.***

The value that Don Howson places on Engate solving their spam problem is notable. McCrodan calculates 75 employees with an average of 70 spam messages each per day, times four seconds for employees to review and delete each spam message, at an average hourly wage of \$35, comes to approximately \$72,394 in added annual productivity. This is in addition to the savings the dealership has realized from the reduction in service calls to repair infected systems.