

When considering the purchase of an email security solution (anti-Virus, anti-Spam, anti-Phishing...), it is easy to be overwhelmed by choices. The email security market is getting more and more crowded, and the offer is as varied as confusing, ranging from state-of-the-art to frivolous. So...

## Why Vircom?

Vircom has more email assurance experience than any other provider. It has independently created award-winning email security solutions since 1995.

Many anti-Spam solutions use conventional code based on the Open Source Initiative, warmed over to make a "new" proprietary package. That's fine. But while most have essentially the same capabilities – they also have essentially the same limitations. One issue is that Open Source technology is an open-book to spammers. A larger issue is that there is more to email assurance than just anti-spam or anti-virus.

Originally, Vircom's proprietary technology was directed at the industrial-strength needs of service providers, encompassing all email security aspects. Now, all of Vircom's experience and innovation is carefully integrated in its Modus™ Smart Email Assurance technology, available to both large and small users for both high volume and low volume application.

Vircom is decidedly different.

## Why ModusGate?

Vircom's Email Assurance Gateway is called ModusGate. It is designed not only to address spam, virus and policy threats but also to quickly adapt to new threats as they emerge.

When it comes to Spam, it provides you with the best answer to the following questions:

1. How much spam will I still get in my inbox?
2. How much time will I spend reviewing my quarantine?
3. How much time will IT still spend minimizing the Spam problem?

## How much spam will I still get in my inbox?

The Internet offers many Spam Cost Calculators. You can use those to calculate the cost of the let through Spam. Vircom estimates that a 5% difference in catch rate can represent an additional cost of about \$20 per user per year.

Vircom's proprietary anti-Spam process combines multiple predictive and deterministic technologies (including Reputation, Bayesian and Image Spam filters) to detect spam patterns within messages instead of spam instances. This makes it a proactive mechanism compared to conventional anti-spam engines.

Vircom's SpamBuster team (not your staff) joins human analysis to a matchless self-learning mechanism to constantly update your anti-Spam engine. They gather spammers and spam information through Internet monitoring, distributed honeypots and from millions of users reporting spam and false-positives.

Bottom line: ModusGate persistently delivers an outperforming accuracy of 98.2% with less than 0.1% false-positives.

## How much time will I spend reviewing my quarantine?

Because spammers disguise their messages to appear as legitimate emails, filters are constantly tightened. Some legitimate emails can therefore be caught as Spam. These false positives need to be retrieved when noticed. That is why anti-Spam solutions gather the blocked emails into Quarantine.

Analyst reports specify that over 2/3<sup>rd</sup> of the total cost of an anti-Spam solution reside in the time your users spent reviewing and handling their quarantined messages. Vircom's own studies indicate that this cost can often reach above 75%. Parts of Vircom's main differentiators are the two user interfaces they provide for reviewing the Quarantined messages.

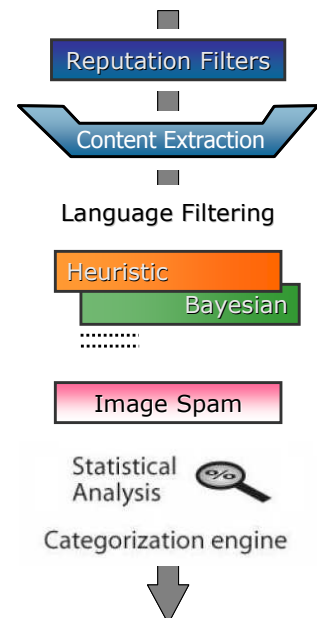


Figure 1: anti-Spam Layers

While most competitors' digests just offer a list of blocked messages, Vircom's Quarantine Report offer an unrivalled interface allowing users to view, delete or release blocked messages. In no more than two clicks, users can report false positives, add senders to their trusted list, decide how often they will receive their report, and which items (Virus, Phish, Spam...) to list in their report. No need for them to access the Web or to call your help desk.

The WebQuarantine interface gives *authorised* users the extra possibility of tuning their personal settings. These include their scanning levels, their scanning actions (some want to quarantine blocked messages, some others want to delete or tag those), their personal trusted or blocked lists, which languages to filter... and more. System administrators easily define which settings to delegate and which not.

By constantly enhancing the efficiency of their user interfaces, Vircom has considerably reduced the time spent reviewing Quarantine. There are currently no other vendors providing you the same productivity gains!

## How much time will IT still spend minimizing the problem?

Administrating an anti-Spam solution embraces three main tasks all of which are greatly facilitated with Vircom's ModusGate:

- Tuning the protection
- Managing the Quarantine
- Define user settings

As highlighted earlier, Vircom's SpamBuster team handles all anti-Spam and anti-Phishing updates. They provide the required human analysis to correct inevitable errors due to machine decision making. This centralized approach insures that every lesson serves to all ModusGate systems and not just to one. More importantly, it offloads your staff from repeatedly training and tuning your own individual anti-Spam system. Add to this Vircom's strong perimeter defence, which will protect your mail infrastructure against Open Relay, Dictionary Harvesting and Denial of Service attacks amongst other, and you will have the key reasons behind Vircom's success with Service Providers and Enterprises and explain our 97+% subscription renewal rate.

The quarantine management is delegated to the end users, including the release of false-positives and the whitelisting of trusted senders. Unless you have specific requirements, your IT staff can remove this item from their tasks list.

Because your users are not all the same, Vircom's ModusGate allows your system administrator to differentiate numerous settings (scanning options, language filtering, trusted and blocked lists...) at user and domain levels, offering the industry highest flexibility. To avoid administrative burden, ModusGate seamlessly inherits the user account and alias information from the mail server. Through Vircom's authority delegation, your administrators can allow advanced users to manage their individual settings themselves (via the WebQuarantine interface) and force corporate-wide settings for less experienced users to avoid improper configurations.

This combination of performance, automation and delegation, makes ModusGate one of the lowest IT demanding solutions in the industry.

*These highlight only some of Vircom's key advantages. We would recommend you to schedule a presentation/demo or a trial of our ModusGate (available as an Appliance or as Software). This would allow you to discover the full power of Vircom's inbound and outbound filtering processes, but also Vircom's email policy management and encryption capabilities, Vircom's clustered implementations, and much, much more...*

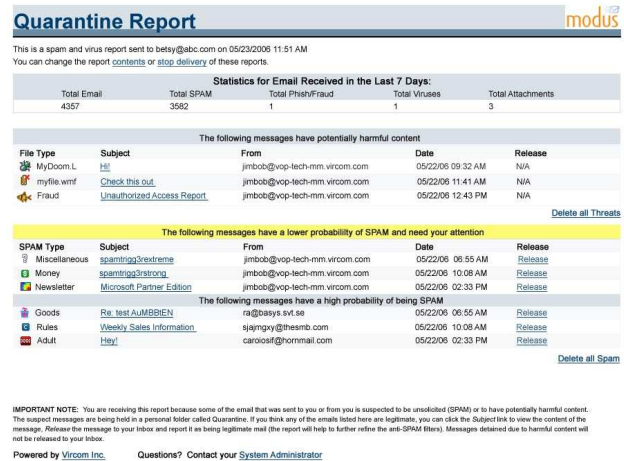


Figure 2: Quarantine Report

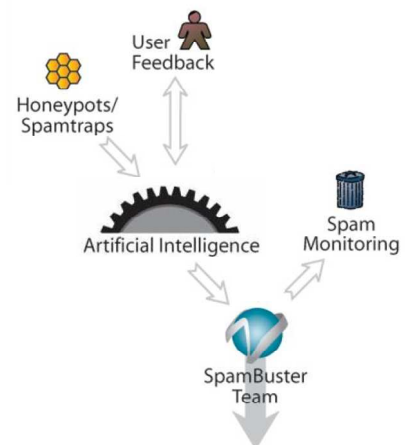


Figure 3: anti-Spam Updates