

Red Condor's Vx Technology™ Helps ISP Eliminate 12 Email Servers

NetNITCO had five good reasons for reducing its growing dependence on email servers, caused in large part by spam. Eliminating hardware meant less time, cost, administrative burden, maintenance responsibility, and power consumption.

When you factor these together, reducing hardware drives more profit to the bottom line.

Rising Cost Demanded Change

This independent ISP in Northwest Indiana, serving part of the greater Chicago metropolitan area, describes email as "a fundamental part of its comprehensive service offering." But like other service providers, it was fighting an increasing battle with spam. And over the years, it solved that problem by buying more hardware.

"Spam had become a significant problem for us and we spent a considerable amount of money fighting it," said Nate Bennett, Systems Administrator for NetNITCO. "We have an exceptional amount of spam traffic, just by virtue of the fact that we've been around for so long.

"About six years ago, we began using an in-house filtering product," Bennett continued. "But this past year we switched to Red Condor for several reasons, cost being one of them."

Vx Technology: Like A Spam-Fighting Supercomputer in a Single Box

With their previous solution, NetNITCO was entirely responsible for all spam-filtering hardware and its management. That put them on a path of rising costs as the volume of spam continued to increase.

They did away with their problem, and most of the hardware, by adopting Red Condor's MAG appliance equipped with Vx Technology™.

The key benefit of Vx Technology is resiliency for efficient load sharing. As opposed to a 100 percent hosted service, the Red Condor MAG appliance offers a lower per-mailbox cost of email security. But in the event of a network attack, the local MAG appliance shares filtering with Red Condor's fully managed data centers. A vast network of computing resources can be focused on a problem when an attack strikes, then redeployed after the threat passes.

"Red Condor's Vx Technology has allowed us to eliminate 12 email servers," Bennett said. "Before, when we did all spam filtering in-house, we needed six email servers dedicated to collecting email and another six to filter spam and forward legitimate email to subscribers, plus a POP3 mail cluster that included two Dell 6650 PowerEdge servers. Now, we use one Red Condor MAG 4000 Message Assurance Gateway and the two Dell PowerEdge servers.



"Red Condor's Vx Technology has allowed us to eliminate 12 email servers... Any time you can remove that many servers, you save a significant amount of time and money."

***- Nate Bennett
Systems Administrator
NetNITCO***

About NetNITCO

Based in Heberon, Indiana, NetNITCO is an Independent Service Provider (ISP) providing comprehensive telecommunications services to a cross section of business and residential subscribers. Services include online advertising, web mail, chat rooms, and gaming, all backed by a history of outstanding customer service.



"In conjunction with that," Bennett continued, "we can offload email to Red Condor's data centers in the event of a hardware malfunction or significant spam campaign. Any time you can remove that many servers, you save a significant amount of time and money."

Fail-Over Protection

In addition to network load sharing, Vx Technology allows NetNITCO's local network appliance to completely and automatically fail-over to Red Condor's hosted service should it go down entirely because of overwhelming attacks, power failure or other network issues.

From a user perspective, Vx Technology addresses latency issues that can occur in networks under attack from malicious email campaigns. Because of the extraordinary computing capacity needed to scan email traffic during these attacks, the ability to offload email filtering to Red Condor's hosted service prevents delay in the delivery of legitimate email.

Red Condor's network appliances also provide "zero touch" capabilities, meaning the IT manager doesn't need to adjust the device to provide email security.

It's all backed by Red Condor's multiple data centers and 24x7 customer care center staffed by dedicated, spam-fighting email experts.

About Red Condor

Red Condor is a managed service provider of highly resilient email security systems. Red Condor's email security eliminates spam, viruses, spyware, phishing schemes and other offensive content, with perimeter defense against denial-of-service and directory harvest attacks. Red Condor leverages up-to-the-minute security threat information from its worldwide sensor network, and then applies defensive measures in real time to protect the company's client base. Red Condor's revolutionary Vx Technology provides network-based load sharing and fail-over capabilities for customer appliances. Its unique technology blocks spam and malicious email with near 100% accuracy, so users can be confident in secure and reliable email delivery. Red Condor's products and services are backed by a 24x7 customer care center at its headquarters that is staffed by email security experts.



Red Condor's Security Operations Center

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