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Red Condor Outperforms Google's Message Security in Head-to-Head Anti-Spam Test

The Tolly Group concludes Red Condor outperforms Postini in blocking spam and ensuring legitimate email is accurately delivered at significantly less cost.

Rohnert Park, Calif. – June 30, 2009 – Red Condor, the award-winning provider of fully managed email security solutions, today announced the results of a recent third-party head-to-head [anti-spam](#) effectiveness and feature [comparison test](#) between Red Condor Message Assurance Gateway 2700 (MAG2700) and Google Inc.'s Message Security powered by Postini. The test, which was conducted by The Tolly Group, found that the MAG2700's spam detection rate was significantly higher than Postini's with 84% fewer false positives. Following the week-long test, The Tolly Group concluded that Red Condor offers, "better anti-spam performance at considerably less cost."

The Tolly Group's test showed that Red Condor's MAG2700 is more accurate when it comes to delivering legitimate email. Red Condor generated only one false positive in more than 190,700 inbound emails; whereas the Postini Hosted Service generated one false positive in just 527 inbound emails. (A false positive is defined as a good email classified as spam that is not spam.)

The Tolly Group also found that the Red Condor MAG2700 had a spam detection rate of 99.991%; whereas Postini's detection rate was only 95.397%. This means that while Red Condor misclassified less than 0.01% of the total spam emails, Postini misclassified more than 4.60%; indicating that Red Condor is significantly more accurate stopping bad email and malicious content.

"The MAG2700's performance in head-to-head evaluations against the industry-recognized leaders continues to validate the effectiveness of our system and technology," said Dr. Thomas Steding, president and chief executive officer of [Red Condor](#). "During the test, our spam filter outperformed Postini's, and our system produced far fewer false positives. In addition, our MAG2700 one-year price per mailbox is 85 percent less expensive than Postini's hosted service. Combine Red Condor's

exceptional performance with our price, ease of use, worry-free management and around-the-clock support, and it's clear why so many of our customers have migrated away from these other solutions. ”

Testing was conducted in accordance with the Tolly Common RFP #1058 “Anti-Spam Gateway v1.0.” See CommonRFP.com for more details. The MAG2700 was configured behind the corporate firewall and quarantine features were enabled. Tolly network engineers modified their corporate DNS servers to redirect all incoming email to the Postini servers for analysis and filtering. The engineers also enabled the LDAP query feature available on the Red Condor device to run recipient verification on The Tolly Group’s Active Directory server. Both platforms were tested using a live e-mail stream of messages, and all inbound email messages were scanned for possible spam.

To download the complete report, visit <http://www.redcondor.com/resources/reviews/tolly-report-google.pdf>.

About Red Condor

Red Condor is revolutionizing spam fighting with its next generation technology. Red Condor’s highly accurate email filter, hybrid architecture Vx Technology™, and fully [managed appliances](#) lead to a dramatic reduction in the cost of owning a premium [spam filter](#). With solutions for [small business](#), as well as ISPs with millions of email inboxes, Red Condor has a cost-effective, time-saving solution that is rapidly gaining market share. The system’s design has built-in zero tolerance for lost email, and a near zero false-positive rate while achieving long-term spam block rates greater than 99%. This next-generation technology is backed by a 24x7 customer care center staffed by email security experts at Red Condor’s headquarters. For more information, visit www.redcondor.com.

About The Tolly Group

The Tolly Group, an independent testing and strategic consulting organization based in Boca Raton, FL, offers a full range of services designed to furnish both the vendor and end-user communities with authoritative and unbiased information. Additionally, The Tolly Group is recognized worldwide for its expertise in assessing leading-edge technologies. For more information on The Tolly Group’s services, visit Tolly.com, e-mail info@tolly.com, call 1-561-391-5610, or fax 1-561-391-5810.

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