



AT A GLANCE

What they needed:

- Prevent spam and streamline message protection across a portfolio of clients, while minimizing costs

What they did:

- Implemented Google Message Security to centralize spam prevention and ensure protection of client accounts

What they accomplished:

- Gained confidence that spam would be blocked
 - Reduced weekly time spent managing spam prevention from hours to minutes
 - Cut costs with a hosted, easy-to-manage solution
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Web development firm blocks spam for all clients, saves hours each week with Google Message Security

Business

For 80beans, a web application development and hosting company based in Amsterdam, The Netherlands, ensuring the security of its clients' web and email servers is an important part of the service it provides. The company hosts 37 different domains, most of them for small and medium-sized businesses that lack the resources to manage these domains themselves. But 80beans is a small organization itself, and needs to service its clients in a cost-effective manner with its staff of four employees.

When 80beans first addressed the challenge of preventing spam, they implemented an open source anti-spam solution, but soon found that it didn't meet the mark. Roy Tomeij, Chief Executive Officer of 80beans, recalls "We started out using open source, and it worked in the very beginning. But nowadays, with the more sophisticated ways spammers send their spam, there was no stopping it. Only about 10% of all spam we received was stopped and the rest was delivered to our clients. They were upset about this, of course, and we were too, as we were receiving a lot of spam as well." Tomeij knew it was time for a more robust solution to his spam problem.

"We can monitor all 37 domains, add domains, and manage users all from one location with one login, rather than having to set up separate users to manage each individual domain. That's a huge benefit for our small staff."

Challenge

80beans researched several appliance-based solutions, but found that these solutions were simply too expensive and difficult to maintain for a small company. "We looked at a popular anti-spam appliance, but it wasn't affordable for us," says Tomeij. "We even searched for a company in our area that offered the appliance as a hosted service so we didn't need to buy the actual hardware, but that was way too expensive too."

Then, an 80beans employee found out about Google Message Security, powered by Postini, on an internet blog. "We are huge fans of hosted services – we use them for project management and other services within the company. While we weren't specifically looking for a hosted anti-spam solution, we were open to it," notes Tomeij.

After conducting tests of Google Message Security on two personal domains used by 80beans, the 80beans team was convinced. "We tried it out on two of our own domains and it worked like a charm," says Tomeij. "We were very pleased with its effectiveness and its price, so we decided to implement for all 37 domains that we manage, our own and our customers."

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Roy Tomeij
Chief Executive Officer

ABOUT GOOGLE MESSAGE SECURITY AND ARCHIVING

Google Security and Archiving products, powered by Postini, make your existing email system more secure and compliant. Built on a hosted service platform, these products block spam, phishing, malware, and other intrusions before they reach your network, and provide content management and archiving to help you meet legal challenges. Google’s hosted model offers several distinct advantages. Leveraging the “network effect” of tens of thousands of email networks, Google technology detects new threats in real time and blocks them across the entire Google security network – without requiring on-site updates. Similarly, economies of scale in storage, simple deployment, and maintenance-free service drive a low total cost of ownership.

For more information, visit
www.google.com/a/security

Solutions

Getting the service up and running was quick and simple. “It was just a matter of logging into Google.com and giving our credit card information – that was really smooth,” says Tomeij. “We decided to migrate to Google Message Security at the same time we were moving to a new email server, so that took some extra effort to synchronize some large mailboxes from one server to the other.”

Once all the servers were migrated, Tomeij was immediately impressed with the ease with which 80beans could manage multiple domains with Google Message Security. As he sees it, “We can monitor all 37 domains, add domains, and manage users all from one location with one login, rather than having to set up separate users to manage each individual domain. That’s a huge benefit for our small staff.”

Results

Tomeij has not only seen a significant decrease in the amount of spam that makes it through to his employees’ and clients’ email inboxes, he has also cut the amount of time his staff spends managing spam. “Before we implemented Google, we spent up to three hours each week going through our spam to see if there were any incorrectly tagged messages that could have resulted in lost business,” notes Tomeij. “Now, I just browse through the daily email I get from Google in about half a minute, so I’m only spending about ten minutes a week. That’s a significant time savings for a small company.”

