



# Corporate Overview

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## Today's Email Environment

It is not uncommon to see 75% of a corporation's email to be unwanted spam or virus messages. This enormous volume of email messages is beyond annoyance for enterprises, significantly impacting employee productivity, which costs corporations an alarming \$874 per user per year. In addition to lost productivity, corporations are forced to deploy their limited resources to manage their unwanted email messages.

Stopping spam and viruses alone are not enough. The email server needs to be sufficiently protected from malicious attackers who use evolving techniques such as directory harvest and denial of service attacks. These attackers steal proprietary corporate data, such as email addresses, from mail servers and sell them to spammers. The end result is an email system barraged with unnecessary messages that waste IT resources and potentially put a corporation at legal risk due to the offensive content of some messages. For these reasons, it is imperative that enterprises take proactive measures to tightly secure their email system at the perimeter of the corporate network.

Postini™, the industry leader in email security and management, secures and protects over 2,500 enterprise email systems from malicious threats facing today's email systems. Enterprises use Postini to secure their mail servers and protect end users from malicious attacks while taking advantage of Postini's comprehensive monitoring and management tools for detailed visibility of their email traffic.

## Why Customers Choose Postini

Processing over 1 billion messages a week for over 2,500 customers serving over 5 million end-users, Postini is uniquely positioned with a significant advantage in fighting spam and viruses and protecting corporations' mission critical email from malicious attacks. Postini processes unprecedented and centralized real-time view into the constantly evolving threat from spammers — and can aggregate and use that knowledge to the immediate benefit of its entire customer base. Postini not only understands what is spam, it understands who the spammers are and how their tactics change on a minute-by-minute basis. This proprietary and highly accurate knowledge base, named the Postini Threat Identification Network™ (PTIN), is unmatched by anyone in the industry and can take direct action to protect corporate email systems from attack.

Postini's highly reliable and scalable Email Security Platform provides enterprises:

- Accurate email filtering to eliminate spam and viruses
- Email policy, content, and attachment management to help manage corporate email policies
- End-user flexibility, meeting the needs of individual email users
- Monitoring and management tools that provide detailed visibility of corporate email traffic
- Delivery management between multiple mail servers for optimal performance
- Built in disaster recovery, ensuring no message is lost during an unexpected outage
- Guaranteed with a 99.999% Service Level Agreement

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## Award Winning Solution

Postini Perimeter Manager™ is the industry's leading email security service. Perimeter Manager filters and protects email systems at the perimeter of the network, saving bandwidth, server and disk capacity, minimizing IT administrative requirements, and keeping security threats away from the corporate network.

Postini Perimeter Manager proactively identifies likely malicious senders of email across its entire network via the proprietary Postini Threat Identification Network, and reduces email server load by 30% based solely on eliminating directory harvest attacks and denial of service attacks.

Enterprises select Postini because it is a low maintenance, flexible, complete solution to managing email security. Awarded honors from PC Magazine Editors' Choice, InfoWorld Spam Shootout, NetworkWorld Blue Ribbon, Bank Technology News' "Company to Watch", as well as listed in Leader Quadrant in 1Q 2004 Magic Quadrant Report for Enterprise Spam Filtering, Postini Perimeter Manager is:

- Accurate. Postini's world-class heuristics and ensemble scoring engine captures up to 99% of all spam with false positive rates as low as 1 in 80,000 messages.
- Reliable. Backed by a 99.999% service level guarantee and 24x7 customer support.
- Easy to Manage. The most comprehensive suite of monitoring and management tools available today, allowing email administrators to monitor the Postini service and their own email infrastructure in real-time.

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"We evaluated all of the products and services that we thought would meet our needs and chose Perimeter Manager for its combination of very low overhead operation and customizability. Since we turned it on in early May, our users have been very satisfied and are able to focus on growing our business rather than sorting through their email in-boxes."

- Mike Tolbert, CIO, Hormel Foods

"Spam was becoming a concern for some of our associates, consuming network resources and impacting the productivity of our employees. The Postini service has been easy to deploy and has required virtually no administration time on our part. We have been pleased with the performance of the service and its overall accuracy, with few false positives turning up during the process. Our employees have experienced a noticeable improvement in their email in-boxes."

- Dennis Bowman, Chief Information Officer, Circuit City

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## Try Postini Today

Enterprises of all sizes benefit from Postini's email security and management services and see results immediately. Try Postini yourself. Implement a pilot program with a 30-day no risk guarantee and experience all the features Postini has to offer while protecting your mission critical email system. Contact 1-866-767-8461, [sales@postini.com](mailto:sales@postini.com) for more information, or visit [www.postini.com](http://www.postini.com)



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