



Profile

Leading specialist provider of security solutions

Providing technical consultancy and training services

65 employees headquartered in Delhi, India

Industry

IT and software specialist

Websense Integration

Websense Hosted Email Security™

“Websense is a professional security company with the appropriate standards and policies in place to ensure our email is protected. This boosted our confidence when taking the decision to turn to hosted.”

Sukhpal Singh Sandhu

Head of Information Assurance ,
ACPL Systems Pvt Ltd

case study: ACPL Systems Pvt Ltd

ACPL secures email and eliminates spam with Websense Hosted Email Security

Overview

Founded in 1990 and headquartered in Dehli, India, ACPL Systems Pvt Ltd has grown to become a leading specialist provider of information security products in India. Offering a wide-range of security products, the organisation also provides consultancy and training.

The Problem

With levels of spam and malicious emails on the rise, ACPL was investing increasing amounts of time and valuable skill on managing its email traffic and was repeatedly struggling with high volumes of spam, false positive and latency in the system.

“Although we do have expertise in the security marketplace, it became apparent that using this knowledge to manage our in-house solution was not only a time but a cost burden too,” says Sukhpal Singh Sandhu, Head of Information Assurance, ACPL. “We realised that by considering a hosted solution we would be able to divert this focus to other areas of our business and customers.”

ACPL’s on-premise solution required high levels of self-maintenance, upgrades, hardware and patch updates. “Thousands of spam emails were continuing to hit the company’s email gateway which was having a detrimental effect on our network bandwidth and inconveniencing our users,” says Sandhu.

The Solution

Following a detailed review of possible solutions, ACPL took the decision to implement Websense Hosted Email Security. The company wanted to reduce complexity, maintenance and costs, and ACPL was confident that a hosted solution could offer all three.

Delivering superior service

One of the key factors in ACPL’s decision was Websense approach to service. “Websense offered a service level agreement (SLA) of 99.99% availability, 100% on viruses and 99% on spam protection. This was important to us because although we wanted a cost-effective solution, we also wanted our email service to be powerful and professional,” says Sandhu.

In addition, Websense has been able to take ACPL’s overhead of managing email security internally and deliver improved resilience and ease-of-use through its ability to eliminate spam and malware before it reaches the company network. The hosted deployment model provides centralised security with built-in redundancy, failover and business continuity while easing administration and optimising network operating and capacity planning costs.

Challenge

Improve email security and network capacity without burdening the IT department

Solution

Websense Hosted Email Security

Benefits

60 percent reduction in costs and elimination of spam

About Websense

Websense, Inc. (NASDAQ: WBSN), a global leader in integrated Web, data and email security solutions, provides Essential Information Protection™ for approximately 44 million product seats under subscription. Distributed through its global network of channel partners, Websense software and hosted security solutions help organisations block malicious code, prevent the loss of confidential information and enforce Internet use and security policies. For more information, visit www.websense.com.

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Meeting standards

The security of its outbound emails was also important to ACPL. With often sensitive and confidential information being sent, it was vital that its hosted provider was able to meet its stringent standards.

“Being aware of how important the security of our emails is to us was one of the main criteria during solution evaluation,” says Sandhu. “Websense is a professional security company with the appropriate standards and policies in place to ensure our email is protected. This boosted our confidence when taking the decision to turn to hosted.”

Maintaining control

While ACPL wanted to reduce the cost and complexity of its email security, it was important to the organisation that it retained control of its email security. With Websense it has been able to maintain 24x7 access, have flexibility in defining policies and deliver transparency to the business through reporting.

Protecting against threats

As blended email and Web threats continue to become more sophisticated, protecting end-users from attacks is becoming more challenging for organisations.

ACPL and its business processes were very much dependent on email so maintaining a secure and reliable email service is vital. Websense has been critical in ACPL protecting its network from dangerous spam while also enable optimum productivity.

Utilising the Websense ThreatSeeker Network, Websense Hosted Email Security protects organisations from spam, Web 2.0 threats and the converged security threats found in more than 90% of unwanted mail.

The Websense ThreatSeeker Network uses more than 50 million real-time data collecting systems that continuously monitor Internet content – including new and dynamic content – for emerging threats. As a result, Websense is able to adapt to the rapidly changing Internet at speeds not possible by traditional security and basic email filtering solutions.

The Results

Through the implementation of Websense, ACPL has lifted the administrative burden of managing its email security. The company is saving as much as 60% of its costs since moving to a hosted solution.

The organisation has also virtually eradicated spam which has significantly improved its network bandwidth and resulted in an improved user experience.

For a free evaluation of all Websense products or to view our online demos, visit www.websense.com/evaluations.