



Profile

A leading supplier of electrical equipment for power generation, distribution, control, protection and final consumption

India's largest exporter of industrial switchgear to 73 countries

Employs 3000 across 16 state-of-the-art manufacturing plants and 22 sales offices

Industry

Manufacturing

WebSense Integration

WebSense Hosted Email Security

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Rajnish Dhiman,
General Manager,
Information Systems,
C&S Electric Ltd

case study: C&S Electric Limited

C&S Electric Secures Email and Reduces Management Burden with WebSense

Overview

C&S Electric Limited is a leading supplier of electrical equipment in India and is India's largest exporter of industrial switchgear. Its wide range of electrical and electronic products are utilised in power generation, distribution, control, protection and final consumption.

The organisation employs over 3000 people and has 16 state-of-the-art manufacturing plants alongside 22 sales offices across India.

The Problem

For C&S Electric managing increasing amounts of spam was becoming a burden. Supporting over 900 users, dealing with spam, false positives and latency in the existing on-network email security solution was time-consuming and having a detrimental effect on available bandwidth.

“Finding a more effective strategy of managing our email security had become a priority for the organisation and was highlighted by the management team as a key focus for the IT department,” said Rajnish Dhiman, General Manager, Information Systems, C&S Electric Ltd. “Despite our best efforts, managing email security in-house was proving impossible and costly.”

The Solution

Working with Momentum Infocare, a WebSense partner that provides leading solutions and consulting services in enterprise information security, C&S Electric took the decision to implement WebSense Hosted Email Security to better protect its email security and manage in-house resources.

“After considering a number of options to better improve our email security we decided that the best option was to use a hosted solution,” said Dhiman. “WebSense Hosted Email Security was the obvious choice because it could reduce the overhead of managing our email security in-house while delivering resilience and ease-of-use. It has enabled us to deliver a more professional and cost-effective service to our users.”

“Having discussed and evaluated C&S Electric's needs, we advised that a hosted solution would most effectively meet its needs,” commented Gurprit Singh, Director, Momentum Infocare. “WebSense Hosted Email Security is able to deliver a best in class solution combined with simply implementation so it ticked all the organizations boxes.”

Challenge

Improve email security and remove administrative burden on IT department

Solution

WebSense Hosted Email Security

Benefits

Significant cost benefits and reduced complexity

About Websense

Websense, Inc. (NASDAQ: WBSN), a global leader in unified Web, data and email content security solutions, delivers the best security for modern threats at the lowest total cost of ownership to tens of thousands of enterprise, mid-market and small organizations around the world. Distributed through a global network of channel partners and delivered as software, appliance and software-as-a service (SaaS), Websense content security solutions help organizations leverage new communication, collaboration and Web 2.0 business tools while protecting from advanced persistent threats, preventing the loss of confidential information and enforcing Internet use and security policies. Websense is headquartered in San Diego, Calif. with offices around the world. For more information, visit www.websense.com.

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Ireland websense.co.uk	Taiwan websense.cn
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Eliminating spam

Before implementing Websense, C&S Electric had suffered an ongoing battle against spam and viruses.

Dhiman said, "Our previous solution simply wasn't adequate. We had significant amounts of spam to deal with and we were spending a disproportionate amount of time trying to manage this. Spam has been virtually eliminated since we started working with Websense."

Websense Hosted Email Security eliminates spam and malware before they reach 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. Guaranteed by industry-leading service level agreements, Websense Hosted Email Security provides the highest possible degree of protection.

Improving security

With the rise of blended email and Web threats over the past few years, protecting its employees from attack was vital in its decision to implement Websense.

"Our business is highly reliant on email," said Dhiman. "We recognised the by implementing Websense we would be able to protect our network and our users from the increasingly dangerous spam we were seeing."

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.

Retaining control

It was also important for C&S Electric that it was able to retain control and was able to customise its policies and configuration settings.

"With Websense retaining control is easy," said Dhiman. "Although many organisations have reservations about turning to hosted because they believe they will lose the ability the customise policies, configure settings and reduce insight this is not the case with Websense. In particular, we have been impressed with the ability to accurately and simply report."

The Results

Websense has not only improved email security at C&S Electric, it has also delivered cost-savings and reduced the management burden on the IT team.

"Since we moved our email security to hosted with Websense, spam has basically been eliminated and has barely any impact on our network bandwidth or internal resource. This solution has been extremely cost-effective and requires the bare minimum of support. We have been very impressed with Websense and the solution it has delivered."

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