

"Immediately, we were getting 98% effectiveness in spam reduction and that is right out of the box!" - Morgan Poyser, IT Manager – Preco Electronics



Case Study



About Preco Electronics

- **Type:**
Electronic Safety Product manufacturer for fleet and industrial clients.
- **Number of Mailboxes:**
Approximately 75 including Exchange and Windows Mobile accounts.
- **Pre-CanIt spam count:**
Approx. 10,000 emails being processed each day.

Email Environment and Use

- Exchange and Windows Mobile accounts.
- CanIt-PRO soft appliance runs on HP ProLiant server running Debian Linux.

CanIt Results

- Cost savings over previous anti-spam provider of **80%**.
- Effectively blocking 98% of spam right out of the box.
- Minimal administrative involvement is required.
- Preco is slowly rolling out more control to staff.

BEEP... BEEP... BEEP...

Preco Electronics, patent holder of the first widely used Vehicular Reverse Motion Alarm, uses CanIt to stop Spammers in their tracks

Founded in 1947 as a designer and manufacturer of electronic industrial safety products, Preco Electronic's primary focus is to provide fleet managers, equipment operators and the heavy equipment industry with the most advanced and reliable safety solutions in the world. The Preco legacy includes inventing the first all-solid-state back-up alarm made to withstand the extreme conditions common with commercial and industrial job sites. The Idaho-based company's Founder still holds a patent for the first widely-produced (and used) Reverse Motion Alarm. Today, Preco takes great pride in producing the world's BEST object detection/collision avoidance/blind-spot safety system.

Morgan Poyser is Preco's IT Manager; with the current economic climate, the company was looking everywhere to save money. Poyser says, "Although the spam solution we were using was effective, it was getting more expensive. I began to search for something better for our situation."

The word on the street ...

Researching on the internet, Poyser came across articles featuring Roaring Penguin Software. The information impressed him enough to check out the Roaring Penguin Software website (RoaringPenguin.com).

"The website confirmed what I'd read; affordable price while still offering support." Poyser also appreciated some of the company websites' other features: "I was able to read plenty of case studies and even get in touch with developers and support staff to discuss the product before I'd agreed to make a purchase."

After getting a "Yes, please save us money!" go-ahead from his management, Poyser worked with Roaring Penguin staff in setting up and trialing the free evaluation offered. The results were impressive and quick, continues Poyser, "Immediately, we were getting 98% effectiveness in spam reduction and that is right out of the box." Poyser was further impressed with the implementation support provided by Derek from Roaring Penguin's Technical Support Team who helped ensure Preco's choices for their configuration and settings were optimized for Preco's needs.



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About Roaring Penguin

Roaring Penguin Software Inc.: the e-mail filtering experts. We are committed to providing intelligent, cost-effective solutions to Web Hosts, ISPs, enterprises, and campuses. Our acclaimed mail-filtering and networking products include MIMEDefang e-mail inspection software and CanIt enterprise anti-spam solutions. Red Hat 8, 9 and RHEL are Tier-1 supported platforms for CanIt. www.roaringpenguin.com.

Savings

The savings work out to be about 40% for the first year, and will jump to 80% in the second year over the previous spam solution. CanIt-PRO has also extended the useful life of one of Preco's older servers.

Rolling Out Power to the Users

CanIt-PRO is highly customizable and a key component is the ability to allocate the amount of control individual users have over their spam filter settings. To this point, Preco's IT team has kept these settings out of the hands of individual users. However, plans are underway to give users the ability to make some individual setting preferences.

Poyser is confident the roll out of added control to the email users will go smoothly and knows that Roaring Penguin's Support will be there if he needs them.

