

# *Remington*

## Case Study

### The Challenge

Founded in 1816, Remington Arms Company Inc. is America's oldest gun maker. Remington's transition to a paperless work environment was fraught with challenges and security risks. Its email security solution was unable to stop the rising level of spam plaguing their networks and ineffectual at preventing the onset of several virus outbreaks. Moreover, the productivity loss associated with the administrative time spent dealing with these threats was becoming a rising cost that could not be ignored.

"Over 70% of all the email traffic that we received on a daily basis was spam or some other type of email threat," explained Joe Battleson, IT Manager for Remington Arms Company. "That is equal to between 20,000 and 30,000 email threats arriving on a daily basis. With this volume, it was almost impossible for our staff to use email effectively, not to mention the additional burden it placed on our IT staff and servers."

Remington's challenge was to find a solution they could trust. They needed to implement a secure solution that would guarantee that the use of email as their primary mode of business communication was effective and safe. Making their email infrastructure reliable was crucial. Stopping spam was the primary goal but it was equally important to implement a straightforward system, with solid policy management, that would remain dependable for years to come.

"Being a high profile company, we have certain policies for the management of both incoming and outgoing emails. Where some solutions allow you to monitor what is coming in, not all allow you to also manage what is going out," added Mr. Battleson. "We also needed a solution that would address our fear of it not working or becoming out of date within 6 months. We needed a solution that could permanently take care of the threat right away."

## The Solution

With reliability and ease of use in mind, Remington chose Vircom's modusGate™ Appliance with a 1000-user license. Additionally, they maximized their virus protection by implementing both the McAfee® and Norman Data Defense® anti-virus engines, options available with the modusGate Appliance. The appliance integrates seamlessly into existing email infrastructures, providing multi-dimensional traffic scrutiny, which results in unparalleled protection against all email borne threats.

When asked why he had recommended Vircom's solution to Remington, Chad Morris, a veteran security specialist at CDW, one of America's largest and most successful technology providers, replied, "There are dozens of products that address the onslaught of spam with reasonable results, putting a dent in spammers' efforts and reducing unwanted email to a somewhat more tolerable level. CDW customers, however, come to me for the very best solutions. If I want to remove all doubt that spam might continue to pass through to my customers' inboxes, I recommend Vircom. modusGate™ doesn't just address the problem – it eliminates it entirely."

To ensure a seamless transition from their current solution to the modusGate™ Appliance, Remington trusted Vircom's support team for the installation process. Vircom's team ensured a flawless migration and analyzed Remington's security needs to optimally configure the modusGate™ Appliance.

"Vircom's support was a ten out of ten to work with on this project. They even helped us create a custom RBL and supplied us with a variety of tools and reporting functionalities that we need for our specific administrative management tasks," said Battleson.

## The Result

With the implementation of the modusGate™ Appliance, Remington Arms Company has seen a dramatic reduction in the volume of spam and other email borne threats. According to Mr. Battleson, "the Vircom solution was able to adapt right away to any new spam or virus attack that we received. When we set up the modusGate™ Appliance, we did not notify our email users that we had changed systems. Several days later we asked them if they had noticed anything different with their email; the consensus was that there seemed to be something missing: spam."

## About Remington

Remington Arms Company, Inc., headquartered in Madison, N.C., designs, produces and sells sporting goods products for the hunting and shooting sports markets, as well as military, government and law enforcement markets. Founded in 1816, in upstate New York, the Company is one of the nation's oldest continuously operating manufacturers. Remington Arms Company is the only U.S. manufacturer of both firearms and ammunition products and one of the largest domestic producers of shotguns and rifles.

## About Vircom

Established in 1994, Vircom is a leading developer of cutting-edge Internet infrastructure and secure messaging solutions for the demanding needs of Internet Service Providers (ISPs) and corporate clients. Vircom's modus™ secure email management technology incorporates over 12 years of industry expertise, making it a powerful driving force in the defense against spam and email-borne fraud.

## Contact Information

### **Joe Battleson**

*IT Manager*

Remington Arms Company  
870 Remington Drive  
Madison, NC 27025  
USA  
Tel: (336) 548-8691  
[www.remington.com](http://www.remington.com)

### **Jean-François Gignac**

*Director of Sales*

Vircom Inc.  
460 St. Catherine St. West, Suite 600  
Montreal, QC H3B 1A7  
Canada  
Tel: (514) 845-1666  
[jean-francois.gignac@vircom.com](mailto:jean-francois.gignac@vircom.com)  
[www.vircom.com](http://www.vircom.com)