

modusGate™ Prescribes Speedy Recovery from Spam

Founded in 1936, Goya Foods, Inc. is America's largest Hispanic-owned food company and has established itself as the leader in Latin American food and condiments. Goya manufactures, packages and distributes over 1,500 high-quality food products from the Caribbean, Mexico, Central and South America. Goya products have their roots in the culinary traditions of Hispanic communities around the world.

The Challenge

Goya Foods is the largest Hispanic-owned food company in the United States, specializing in authentic Latino cuisine. Paramount to Goya's communications is a reliable email system that processes email quickly, blocks spam efficiently and provides superior protection against email-borne threats. More important, though, is an email filtering solution that is easy to use and does not adversely affect employee productivity.

Goya Foods became inundated with image spam. The time had come for the company to invest in a new email filtering solution as the one they were using had proven itself inadequate at blocking the image spam. The vendor was not proactive when dealing with these new spam threats and spam engine updates were rarely consistent. Perhaps more problematic, however, was the fact that email was slow to process, due largely in part to the use of the Microsoft® SMTP protocol.

The Solution

Goya Foods began testing new email filtering solutions. A competitor's appliance was installed but it required a considerable amount of time to configure, with many calls to the customer support center. Goya's Network Administrator, Gueddy Martinez, phoned CDW looking for a solution that would manage itself. CDW's recommendation: Vircom's modusGate™ Appliance.

The modusGate™ Appliance was installed and, out-of-the-box, Mr. Martinez saw an immediate improvement. Email processing was quicker, thanks to modusGate's™ own SMTP protocol, and spam, including the troublesome image spam, was being blocked with fewer false-positives. With the aggressiveness of spam scanning in modusGate™ set to Normal, it blocked more spam than the competitor's appliance with the scan level set to Strong. A side-by-side comparison proved that modusGate™ was the clear winner.



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Gueddy Martinez
Network Administrator
Goya Foods Inc.

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The Result

Deploying the modusGate™ Appliance was, clearly, the right choice for Goya Foods. In one day, Mr. Martinez observed a vast improvement and, since then, productivity has increased. modusGate™ includes user delegation that enables end-users to manage their own quarantined mail and trusted and blocked senders lists. Mr. Martinez’s involvement in managing user email has been reduced to releasing forbidden attachments. With the modusGate™ Appliance, he is free to work on more pressing matters. Said Mr. Martinez, “No matter what, we know that we have made the best decision by going with Vircom.”

About Vircom

Vircom Inc., based in Montreal, is a privately held software development and professional services company focused exclusively on email messaging security. Founded in 1994, Vircom is the only email security vendor to offer a wide range of deployment options, proprietary anti-spam technology, complete Windows® infrastructure integration, and premium customer service. Its award-winning products include modusMail™, modusGate™ and modusGate™ Appliance. Vircom’s technology is utilized by several major security providers and deployed through third-party vendors to customers in more than 100 countries.

For more information, please visit: www.vircom.com

Contact

Sales:
sales@vircom.com, 1.888.484.7266

Marketing:
damien.rame@vircom.com, +1.514.845.1666, ex: 297