

Case Study



Spam Bombs The Bank of Walnut Creek

The Bank of Walnut Creek (BWC) is an independent community bank serving Northern California and is recognized for quality banking, safety and soundness, and genuine personal service. The BWC was founded in 1980 and its current assets are valued at more than \$400 million. U.S. Banker Magazine ranks BWC as one of the five most profitable community banks nationwide. As the BWC continued to grow, the amount of unsolicited email messages and Directory Harvest Attacks (DHAs) became tremendously overwhelming, which burdened the employees, IT administration and the network.

"Our management and employees were receiving over 1,000 spam messages a day, which is about 80% of the incoming email. A large portion of these messages contained inappropriate content, which our employees found frustrating and offensive," said Rick McGhehey, The Bank of Walnut Creek Senior Vice President and IT Administrator. "The volume of unsolicited email caused an IT administration nightmare, slowing down the networks and placing a huge strain on our bandwidth."

BWC desired an immediate solution that would stop spam and provide its employees with direct control over their spam management, eliminating the need for constant IT attention. After a recommendation by the Chairman of the Bank, the head of the IT Department decided to take advantage of Postini's 30-day no risk trial period.

"Postini's solution is exactly what we have been looking for. The Postini solution is a relief as it has drastically reduced my administration time and ultimately eliminated my IT headaches."

Rick McGhehey
Senior Vice President
and IT Administrator

The Bank of Walnut Creek Selects Postini

Postini provides companies with the highest levels of email protection and is the easiest solution to implement and manage. Postini Perimeter Manager™ delivers the only integrated email system security service that protects companies from email-borne threats before they reach the corporate network. Its comprehensive services filter spam and viruses, protect email systems from a wide range of attacks, and provide IT organizations with tools to secure email connections and regulate email delivery.

Postini's pass-through technology processes all Internet based email bound for a company's email server. Within milliseconds, Postini's patent-pending, heuristics-based anti-spam and virus engines separate junk email and viruses from legitimate messages. Legitimate email messages are immediately sent to the addressee, while junk email is quarantined in a web-based, password-protected Postini Message Center. If a company chooses, employees can have access to their quarantined email and the ability to adjust filters to their personal preference.



Spam Bombards The Bank of Walnut Creek (Continued)

The bank feels that Postini provides major benefits over other solutions on the market:

1. Requires Minimal IT Support – Postini's solution provides email administration that is accessible and customizable by the users and is easy for the IT administration to install and support.
2. Customizable Email Administration – Users control the level of filtering they desire allowing them to customize their email lists effectively allowing or quarantining unsolicited mail.
3. Secure and reliable – Postini's architecture is designed with tightly regulated processes and vulnerability assessments are performed regularly to ensure optimal security. Postini's infrastructure is housed in fully redundant primary and secondary data centers, backed by a 99.999% service level agreement.

"Postini offers a cost effective solution for smaller companies that outshines competitors. Due to multiple email accounts, I was hit the worst of any user at BWC. With Postini installed, 93% of my unsolicited email is quarantined offering a tremendous time saving for me."

Lee Wines,
Chief Financial Officer

Impressive Results

- More than 93% of spam messages were blocked before they reached BWC's network, reducing the volume of incoming email traffic by nearly 80% and freeing up bandwidth.
- With the ability to put the administration control at the fingertips of the users, the IT department experienced a significant reduction in the labor required to manage their email system, freeing up resources to focus other critical IT initiatives.



Corporate Headquarters

Postini Corporation
510 Veterans Blvd
Redwood City, CA 94063
USA

Phone: 650-482-5130
Fax: 650-482-3109

URL: www.postini.com

