



# Internet Solutions Offers Enterprise-class Services for Bandwidth Optimization and Policy Compliance

## Client:

Internet Solutions

## Number of Users:

230,000

## Requirements:

Email Filtering

## Filtering Solutions:

M86 MailMarshal SPE

“M86 MailMarshal SPE is an integral cornerstone/bedrock of our application services stack and allows us to deliver an email security service that is incredibly robust to enterprise organizations. Our top clients that generate 80% of our revenue stream are on this service.”

Hayden Lamberti, General Manager for Application Services Division, IS

## Background

Internet Solutions (IS) is South Africa's most established and experienced Converged Communications Service Provider. Since 1993, IS has been providing end-to-end connectivity solutions and related services across the African continent. Now, it's also able to provide specific infrastructure facilities to customers, having received a full Electronic Communications Network Service (ECNS) license in 2009.

For 16 years, IS has been delivering its products and services to over 80% of South Africa's top businesses, from listed companies to non-governmental organisations, local and national government and small-to-medium-sized enterprises. The company has established partnerships with local and international best-of-breed vendors and hosts the largest online community in South Africa.

IS has been running the M86 MailMarshal SPE solution, which is branded as MailFilter, since 2000. The service, used by over 550 customers and 230,000 users, is equally suited to large corporate organisations and small-to-medium-sized businesses. Internet Solutions has a dedicated installation team and a call centre team that supports clients around the clock.

“Our business has changed since we first implemented M86 MailMarshal SPE. We have evolved from being an Internet Service Provider to becoming a telecommunications business offering core infrastructure and application competencies to clients in South Africa and internationally. M86 MailMarshal SPE is an integral cornerstone/bedrock of our application services stack and allows us to deliver an email security service that is incredibly robust to enterprise organizations. Our top clients that generate 80% of our revenue stream are on this service,” informs Hayden Lamberti, General Manager for Application Services Division, IS.

“One of the key reasons for selecting M86 MailMarshal SPE is that it is more than just a pure play email security system,” said Lamberti. “It provides us with the ability to control, monitor and manage our core competencies that we deliver to our clients.”

## Key Benefits for Internet Solutions' Clients

- Optimizes bandwidth
- Provides comprehensive reporting capabilities
- Enables granular and flexible rules setting
- Helps enforce an organization's Acceptable Use Policy
- Reduces legal risk exposure by stopping offensive or inappropriate material to reach employees via email
- Prevents accidental or intentional leakage of sensitive information and data
- Provides inbound and outbound email content inspection
- Allows IT manager to focus on core IT business operations

“We leverage its comprehensive functionality to control, optimize and manage our clients’ network requirements, which is the biggest differentiator to us and the most important value proposition to our clients.”

Hayden Lamberti, General Manager for Application Services Division, IS

## ABOUT M86 SECURITY

M86 Security is the global expert in real-time threat protection and the industry’s leading Secure Web Gateway provider. The company’s appliance, software, and Software as a Service (SaaS) solutions for Web and email security protect more than 24,000 customers and over 17 million users worldwide. M86 products use patented real-time code analysis and behavior-based malware detection technologies as well as threat intelligence from M86 Security Labs to protect networks against new and advanced threats, secure confidential information, and ensure regulatory compliance. The company is based in Orange, California with international headquarters in London and development centers in California, Israel, and New Zealand.

## Key Reasons Why Internet Solutions Selected M86 Security

- Bandwidth optimization
- Process and network access management
- Robust and best-of-breed email content filtering technology
- Flexible business approach to meet ASO business models
- Trusted by enterprise clients looking for inbound and outbound content inspection
- Established presence in South Africa

Designed as a completely outsourced service, M86 MailMarshal SPE is loaded onto servers housed in the IS Data Center. These servers are configured to receive all mail from the customers’ domains and relay the mail to the SMTP gateway. The unique rule policy from each customer is loaded onto the servers. All messages that do not comply with the policies are blocked, and notifications are sent out to the relevant party, be they the sender, the recipient and/or the administrator, as is relevant, thus work related messages can be released on request.

The system allows for a number of checks to be made on the messages or attachments and filtering rules applied or changed. Email can be blocked based on size, type of attachment, or text contained in the email. In addition to the standard M86 MailMarshal rules set, IS has adapted the SPE solution to include comprehensive reporting of use and attempted abuse, which gives customers the ability to increase policy compliance and enhance use of email as a business tool. Other email rules, such as blocking large spreadsheets, as well as video and image files, can easily be incorporated. Mail relay ensures that if a customer’s server is unavailable, incoming mail will be captured, stored and relayed once the server is up again. Queue monitoring, virus checking and anti-spam monitoring also form part of the solution.

“M86 MailMarshal SPE is ideal to help combat the high cost of bandwidth in South Africa and the misuse of business related email. By performing content inspection prior to the mail reaching the leased line, non-work related email is filtered out and this has resulted in improved levels of employee productivity, while also saving on bandwidth for many of Internet Solutions’ customers. But for us, M86 MailMarshal SPE is not just a pure email security content filtering technology. We leverage its comprehensive functionality to control, optimize and manage our clients’ network requirements which is the biggest differentiator to us and the most important value proposition to our clients,” concludes Lamberti.

Recent growth in the African economy has resulted in IS spreading its services across all parts of the continent, as clients demand reliable and robust networking connectivity and value-added services throughout Africa. With significant investment across the East Coast (Kenya, Mozambique, Uganda, Mauritius and Tanzania) and the West Coast (Nigeria, Angola and Ghana), IS is now able to spread their footprint even further across the continent, connecting more businesses throughout.

## TRY BEFORE YOU BUY

M86 Security offers free product trials and evaluations. Simply contact us or visit [www.m86security.com/downloads](http://www.m86security.com/downloads)



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