

### Power Great Lakes uses ArcMail Defender to keep email firing on all cylinders.

**Organization:** Power Great Lakes **Location:** Chicago, IL  
**Client Since:** April 2007 **Product:** Defender U220

Power Great Lakes customizes and reconfigures engines for specialized applications ranging from generators to street sweepers. Approximately one-fourth of the company's 300 employees use email, sending and receiving an average of 5300 emails per day over the Exchange 2003 platform.

Due to the nature of its business, Power Great Lakes exchanges both large email attachments such as engineering drawings, and business-critical documents such as purchase orders.

Power Great Lakes' IT Manager, Mark Connolly, began looking for an archiving solution in 2007 to achieve two main objectives:

1. Provide a complete archive of all company email that would be legally sound in the event of litigation
2. Begin to change employees' habits of retaining maximum email in their mailboxes by providing them with an archive that was secure and accessible, while also ensuring that content couldn't be altered or deleted

#### **"Mail is not storage."**

Mark said that his first rule of mail management is that "Mail is not storage. Mail is communication. Storing old mail on Exchange is a performance hit. It puts a load on the server and backups take longer."

After a thorough evaluation of several appliance-based and software-based archiving solutions, Power Great Lakes deployed the ArcMail Defender U220 in April 2007.

"ArcMail's appliance approach was the right fit for our needs, and they had the best reviews of all the systems we looked at," Mark said.

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- Mark Connolly,  
IT Manager  
Power Great Lakes

#### **About Power Great Lakes**

Founded in 1985, Power Great Lakes specializes in configuring engines for a wide range of industrial applications, and is the world's largest distributorship of Perkins diesel engines. PGL is located in Chicago, Illinois where it has 150,000 square feet of engineering, assembly and distribution capacity. For more information, go to [www.powergreatlakes.com](http://www.powergreatlakes.com).

## CASE STUDY

### **Confidence and peace-of-mind.**

While the company hasn't had any legal issues involving email since it began archiving, Mark said that everyone at Power Great Lakes appreciates the peace-of-mind of having a complete journal of all incoming, outgoing and internal messages and attachments.

"I know of companies that had to go to a lot of trouble and attorneys' fees to try to document email activity," he said. "If they'd been archiving with the Defender, it could've been case-closed in five minutes."

Mark said that an additional, unexpected benefit of using the ArcMail Defender U220 has been greater credibility for the company. "When you tell customers that you have a foolproof email archiving system, it inspires confidence about the way you do business."

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### **Contact Us**

To learn more about ArcMail's complete email archiving and management solution, **call 866-417-6495** or **visit [www.arcmail.com](http://www.arcmail.com)**.

