

International publisher uses ArcMail Defender to prevent and track leaks of intellectual property.

Organization: Future Publishing Ltd. **Location:** Bath, England
Client Since: February 2007 **Product:** Defender U240

Problem

Future Publishing Ltd publishes more than 100 consumer and computing magazines in the US, UK and France, manages 60 web sites and produces 17 live events per year. The company publishes more than 5.4 million magazines every month including the Sony licensed *Playstation Magazine*, the Microsoft licensed *Xbox Magazine* and *Microsoft Vista Magazine*.

In addition to revenue from magazine sales, Future Publishing licenses content from its UK titles to other international publishers. This content resides on 60 production servers in two data centers in Bath, England, with access to 80TB of NAS storage. The company uses Oracle's Collaboration Suite to provide email, calendar and selected file servers to more than 1,300 desktop Macs and PCs.

The system has provided a database for email and allowed users to manage their email storage, including the ability to delete email. To prevent potential leaks of its valuable exclusive content, the company needed an archiving solution to reliably capture all inbound and outbound emails and their attachments, and quickly find and restore email based on a broad range of search parameters, such as sender and recipient, date range and the content of attachments.

Nick Harvey, Future Publishing's Network Services Manager, was charged with the task of identifying an archiving solution that met the requirements of both the company's legal and IT departments. It had to be easy to use and maintain, highly cost-effective, and not require the addition of other applications onto the Oracle database servers.

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Future Publishing Ltd.

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*- Nick Harvey
Network Services Manager
Future Publishing*

About

Future Publishing

Future Publishing Ltd. is a fast growing publisher of consumer magazines based in the UK, USA and France and quoted on the London Stock Exchange. Future Publishing produces over 100 magazines, manages 60 web sites and produces 17 live events per year. Selling some 5.4 million magazines every month, with 130 local language versions, the business employs 1,400 people who send and receive more than 55,000 emails per day.

SUCCESS STORY

Solution

Harvey objectively considered the three types of email archiving solutions: managed service, software-based and appliance. Managed service was quickly ruled out due to cost. He disqualified a leading software solution due to the expense of per-user licensing fees, the requirement for multiple additional servers and the attention it would require from his IT staff.

Harvey's interest turned to the ArcMail Defender appliance, he said, because of its plug-and-play simplicity, and the intuitive user interface with robust search capabilities. He asked the Techland Group, ArcMail's UK distributor, to conduct an evaluation to ensure that Defender would integrate seamlessly with his company's Oracle Collaboration Suite.

The result: ArcMail Defender was up and running in less than one hour. The only additional requirement was the simple installation of a Qmail software relay to blind carbon-copy all emails to Defender.

Value

In addition to meeting the criteria of Future Publishing's legal and IT departments, the ArcMail Defender was a hit with the company's CFO. "A major factor in our decision is that ArcMail's pricing is based on processor and storage size, not the number of users," Harvey said. "Defender was about one-tenth the cost of the other systems we looked at."

The system is currently archiving more than 55,000 emails per day and search functionality is temporarily restricted to the IT department. Harvey's longer-term plan is to migrate to Active Directory and Exchange and give users the capability to search and retrieve their own email.

When asked to share what he learned in the process of selecting an email archiving solution, Harvey's advice is to not default to major brand names, and look for the features you really need without unnecessary extras. "ArcMail Defender has delivered everything it promised," he said, "and at a fraction of the cost of the other solutions we considered."

Contact Us

To learn more about ArcMail's complete email archiving and management solutions, [email sales@arcmail.com](mailto:sales@arcmail.com), call 866-417-6495 or visit www.arcmail.com.

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