Cerberus Networks – An Experienced Team

With extensive experience in IT solutions and Internet services, Cerberus Networks has a unique perspective on the needs of SMEs when it comes to demands on their communications systems and the requirements of the technologies used to deliver these services.

Cerberus Networks understand that when offering a service for small and medium sized organisations, reliability, ease of use and good value for money are all critical to the success of the solution. Cerberus Secure Mail services squarely fulfil these requirements for delivery and backup of mission critical email, incorporating industry-leading technologies to ensure that legitimate mail is delivered, with the client in control of unwanted spam email.

Lonres.com – Providing Vital Data for the London Property Market

Lonres.com is an innovative and successful business with a virtual monopoly in their market, having become the pre-eminent provider to London estate agents for a rich database of historical sales information over the web. Nearly every major estate agent operating London relies daily on "the system" that Lonres.com provide to help them price properties for let and sale. Supporting over 20,000 users across the capital, it is vital that their email communications are reliable and secure. Moreover, as with many email users, the broad distribution of their email addresses had led to a continual tide of spam and virus emails that, without action, would have led to an unacceptable loss of productivity as well as exposure to the slew of security risks that Spam and email-borne viruses present.
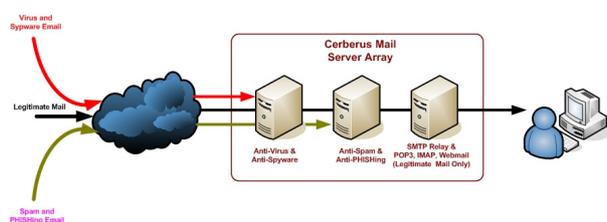
The client's very able technical staff had deployed an in-house open-source solution for some time but they were finding that, although the software itself was free, management and maintenance of the system was consuming an increasing amount of time and was starting to generate hidden costs for the company in lost productivity of the IT team on line-of-business database applications.

Cerberus SMTP Filtering - The Solution

Aware of the client's requirements and the technology they already had deployed, Cerberus Networks' Michael Rudge approached the client to suggest a 14 day trial of the Cerberus Mail SMTP service.

The deployment of the solution required only that the client update their MX Record to have mail re-routed to Cerberus's Mail Filtering servers and the rest was taken care of by Cerberus. Filtered mail was configured to flow directly to the client's mail server bypassing their legacy filtering server.

Within minutes of the MX change the services were online and the advanced filtering technologies at work.

It just works

As the days went by, the client realised that they were not receiving any of the spam or viruses they were desperate to avoid and mail continued to arrive without interruption, delay or any of the dreaded false positives that they had been concerned they might suffer as a result of an outsourced service.

Lonres.com's Stig Palmquist was so convinced by the service that he was happy to retire his in-house solution and sign up to the service after just 4 days of the trial.

"We instantly noticed a highly reduced amount of spam and less congestion on our internet connection due to the fact that the massive amount of junk mail we used to receive is now filtered before it reaches our IT infrastructure."

Total Control – as simple or granular as you need

With an easy-to-use web control panel and user-based filtering settings, the service allows the client to configure company-wide settings or create individual user templates which the user can themselves tweak as they wish.

"It takes a lot of time and effort to be up to date on spam filters and anti-virus software update; something which is outside the scope of our business. And now, we can easily change the spam detection sensitivity, and add whitelists. "

Backup storage in case the worst happens

With built-in POP3, Webmail and optional IMAP connectivity to the mail queues, Cerberus Mail also delivers Lonres.com with a simple way to access and send mail even if their own mail server suffers and outage. This gives Stig peace of mind in the knowledge that if he has any problems with his own systems, he has a simple way to give his users access to their vital incoming mail without setting up any new systems. He also has praise for the support that he gets from Cerberus Networks.

"Cerberus is one of the few companies you can call and speak to a competent technical specialist after 2 rings. The setup itself took less than 15 minutes, and resulted in no lack of service".

Easy, Efficient and Cost-effective

With Cerberus Mail in place, Lonres.com can now get on with their job of providing leading business information services to their clients without the hassle or risks or spam and virus email plaguing their users through a simple turn-key service. Stig sums up the service from Cerberus,

"It has lifted a burden off my back to such an extent that I do not worry about spam and virus infected emails any more."