

UB GROUP CASE STUDY

The UB Group is the world's 2nd largest spirits company with 140 brands, and sales of 60 million cases per year, furthermore its brewing business also produces global market leading products such as Kingfisher, arguably one of the world's best known beers, but does not limit its focus to the brewing and distilling, having a variety of other business groups in pharmaceuticals, agro-chem, fertilizers, engineering, international trading and media and most recently a very high profile and rapidly growing aviation business, Kingfisher Airlines.

The Issues

In India the group and its operating companies have breweries, distilleries, factories, plants and offices in every state, which creates a major infrastructure challenge for its Information Technology departments. As with so many other organization both large and small e-mail has become a key business tool, and the group were experiencing considerable problems particularly with spam, and with the control of their e-mail.

"Our e-mail servers were being hosted for us by various 3rd parties, each of whom were offering a level of anti-virus and anti-spam, but throughout our business we were seeing far too much spam reaching our users and blocking up our networks" explained Mr T K Subramanian, Divisional VP - Information Systems, and he added, "our business is constantly growing and as a result of a major recent acquisition, we were about to add several hundred new users onto our mail systems, we knew that this was going to create additional complications for us".

A Focused Partner

Condo-Protego had recently set up its operation in India, after some considerable success in the Middle East. "Focusing on data protection solutions, and working exclusively with best of breed vendors, means that prospective customers are willing to meet and listen to the solutions we offer", stated Condo-Protego CEO, Mr Andrew Calthorpe, adding, "the UB Group were one of our first target accounts, simply due to their size and enormous global branding".

"Condo-Protego had solutions in a number of areas that were of interest to us, but

when they explained their e-mail protection solution from Blackspider Technologies it was clear that this could address numerous immediate problems, their rapid response, immediately providing solution details, full proposals and service demonstrations convinced us that they were the right people to do business with" said Mr Subramanian.

Industrial Strength Solution

Blackspider Mailcontrol was quickly configured for the UB Group, and the various e-mail domains supporting the many business groups were moved across without incident. Condo-Protego staff worked with the UB Groups e-mail administrators to ensure that everything was running smoothly, and then assisted in minor set up changes that the customer decided to configure.

Commenting upon the live solution, Mr Subramanian said, "The live demonstrations provided before we decide upon the Mailcontrol solution made it clear that this was the service for us, but the full proof came once we were using the service. Not only did the volume of mails reaching our mail servers and end users decrease dramatically as some 60% of all mail sent to us is spam, but we were for the first time, with the excellent reporting facilities that come with the service, made aware of how many virus laden mails are being sent to us. Most of these are known virus's and may well be blocked by standard anti-virus software, but we cannot be sure, but now, having the comfort factor of knowing that even zero day virus's will be quarantined by Mailcontrol we feel so much more protected".