



Customer Case Study

“Caretower introduces Fujitsu Europe to Omniquad”

Background

Global Electronics Giant.

Vertical

Technology.

IT Infrastructure

1,800 + systems with 56 offices across the globe.

Challenge

- Currently using an expensive solution
- Current solution lacked content

Solution

- Omniquad Mailwall Remote

Vendor

Background

Established in the United Kingdom in 1981, Fujitsu Europe Limited is a wholly owned subsidiary of Fujitsu Limited, the global electronics giant. As an established player in the UK computer sub-system market, it is a major distributor of a range of scanner and computer storage products. From its Headquarters near Heathrow, Fujitsu Europe provides sales, marketing, technical and administrative support for its products throughout the United Kingdom, the Middle East and individual European countries.

For more information on Fujitsu Europe please visit: www.fel.fujitsu.com

Fujitsu Europe Ltd and Omniquad

Fujitsu had been using a very well known E-Mail Managed Service for around three to four years when Omniquad struck up a conversation with Fujitsu. Alan Tilney of Fujitsu said; “...the service we were using did not offer us any content filtering capabilities and also was proving to be quite expensive, quite simply we looked around for an alternative and evaluated Mailwall Remote.” The Content Filtering Capability within Mailwall Remote allowed Fujitsu to quarantine certain attachments based on both type, size and allowed them to cut down on the amount of large non- business files that were being sent to their Network.

Additionally Fujitsu were impressed with the flexibility of the Quarantine area and the ability to view mails and establish the reasons why they had been quarantined. Alan says; “...the quarantine area offered a greater flexibility in actually viewing all of the Mails including source code and telling us exactly what rule it had matched or what Virus had been detected within the specific Mail.”

Omniquad Scans and delivers Mails for Fujitsu across the whole of Europe Managing around seven separate Mail domains in various countries. Alan said; “...the reporting functionality is very comprehensive and means that we can produce Mail reports based on individual Mail domains in each country.”

Dean Sahir Sales Manager at Caretower said; “...winning Fujitsu from the Incumbent Managed E-Mail Service provider was a great Coup for us and proved that we could win Blue Chip Accounts such as Fujitsu based on our technology and pricing not on marketing gimmicks.”

For More Information on Mailwall Remote and Omniquad please call the UK Distributor Caretower on 0208 372 1000