



**IronPort's
Virus Outbreak
Filters is a big
winner for us.
We now know
that our network
is protected even
as we wait for AV
signature updates.**



MARK DIAL

E-Messaging Team Manager
Tellabs, Inc.



**Multi-layer threat
prevention delivers.**

SITUATION

A leading provider of communications services, Tellabs Inc. (NASDAQ:TLAB) of Naperville, Illinois designs, develops, deploys and supports wireless and wireline network solutions. Its comprehensive broadband portfolio enables carriers in almost 100 countries to succeed in the new competitive environment by providing advanced, cost-competitive IP and data services. Consistent performance from its email solution in the face of rising virus and spam threats is critical for Tellabs' continued customer satisfaction across its global market.

TECHNICAL CHALLENGES

With 15 Microsoft Exchange servers for its operations in the Chicago area, California and Finland, Tellabs was receiving inadequate performance from its current email security solution, while expending too much administrative effort and time. To find a more effective resource for anti-virus, spam protection and policy enforcement, the company looked to a handful of leading vendors for possible replacement. After

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TELLABS IRWAYS AT A GLANCE

HQ: Naperville, Illinois
Business: Wireless and wireline communications network solutions
Employees: Est. 4,125

THE IRONPORT ADVANTAGE

- Powerful, first line of defense for Exchange™ servers
- Virus Outbreak and Reputation Filters for threat-protection at network perimeter
- Efficient command line manageability and GUI
- Central administration and reporting
- Hassle-free IT operability



comprehensive investigation and testing, Tellabs determined it could meet these demands with the IronPort C30. Initially, tested in a transparent mode in front of Tellabs' existing solution, the IronPort C30 was later installed behind the system, where it delivered a 40 percent improvement in the network's threat catch-rate right away.

THE IRONPORT SOLUTION

Shortly after deploying the IronPort C30, Tellabs turned off the previous solution's appliances at its three main sites, and ran everything through its single IronPort email security appliance. "Within two weeks we were sure that the IronPort was superior to the other vendors' products," Dial said.

Combining Preventive and Reactive Technology

IronPort Reputation Filters™ provides the first line of defense, blocking or throttling traffic from suspicious senders attempting to connect to Tellabs. On a monthly basis, Tellabs is hit with more than 6 million spam messages, of which 4 million are stopped by the IronPort's Reputations Filters alone.

The second layer of preventive filtering – IronPort's Virus Outbreak Filters™ identify virus outbreaks in real-time, typically several hours before traditional AV signatures become available. Tellabs experienced this protection the day it installed the demo unit in November 2004 when Virus Outbreak filters stopped and quarantined the devastating MyDoom.AH virus nearly 12 hours before traditional AV signatures were released. Since installation, Virus Outbreak Filters has stopped approximately 30 virus outbreaks for from breaching Tellabs' network 4 to 20 hours

ahead of signature releases, including the Sober-N@mm variant in May 2005.

The IronPort C30 performs traditional anti-spam scanning using industry-leading Symantec Brightmail® AntiSpam, which provides highly effective spam detection with the world's lowest false positive rate and near-zero administration. Finally, the IronPort C30 uses Sophos to stop known viruses.

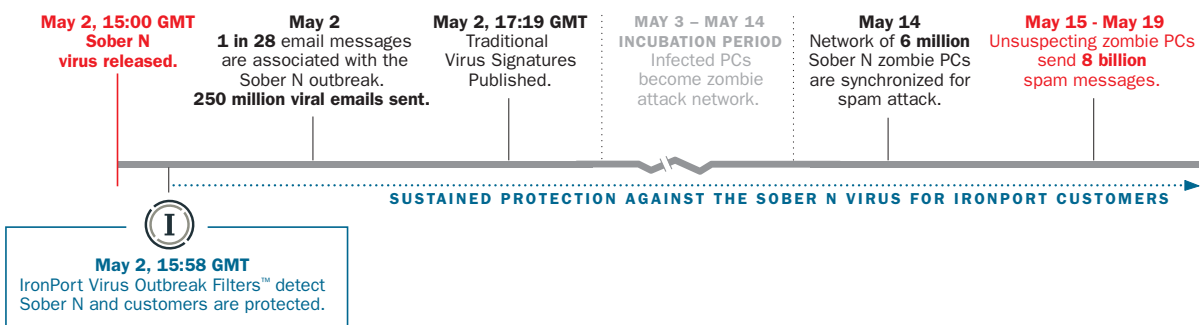
Sober-N - Protected from the perfect storm

The recent Sober-N attack on May 2nd 2005 is most email administrators' worst nightmare. It started with the distribution of a mass-mailing virus, followed several weeks later by a polymorphic spam attack that originated from PC's infected by the Sober-P virus. Many of the messages sent as part of the spam attack were political spam written in German. The original Sober virus was first seen on May 2nd 2005. Virus Outbreak Filters caught this about 2-4 hours ahead of the leading AV vendors.

Central Manageability

Tellabs has since installed two additional IronPort C30s, utilizing the IronPort's scalability and accountability through Mail Flow Central™, a centralized reporting tool that provides Tellabs' administrators with fast answers on the status of all email traffic coursing throughout its system. "It's great having reporting capabilities from a central product," Dial said. "We also like its ability to customize or filters. We've been really impressed with its command line manageability, while its GUI enables us to create filters through a web-based interface. Overall, we've been really impressed with the IronPort solution."

SOBER N WORLDWIDE COSTS APPROXIMATELY \$1.9 BILLION



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ABOUT IRONPORT SYSTEMS

IronPort Systems is the leading email security products provider for organizations ranging from small businesses to the Global 2000. The company has developed a family of email security appliances, the IronPort C-Series™, that offer breakthrough performance, multi-layer protection, and best-of-breed options. IronPort is driving new standards and providing innovative products for those faced with the monumental task of managing, protecting, and growing mission-critical email systems. For more information on IronPort products and services, visit: www.ironport.com