SENDMAIL®

GOVERNMENT

Solutions Snapshot

ENERGY EFFICIENCY AND RETURN-ON-INVESTMENT

Government agencies are complex organizations with complex messaging needs. Like any large enterprise, their messaging infrastructure must satisfy a variety of demands such as security, reliability and dependability in addition to internal and external policy regulations. Recently, another demand has been added to the list: energy conservation. Concern for the environment most obviously drives this demand, as "Green" initiatives have sprung up in various incarnations almost everywhere. Far from being a strain on operating costs, however, these initiatives can actually deliver a significant savings. These savings come in the form of reduced energy costs, more efficient utilization and capacity. And if one messaging infrastructure replaces several ad hoc ones, reduced training, support, and maintenance costs will accrue to the savings as well. This combination of benefits led one large federal government organization to Sendmail when they decided to "Green" their data center—and enjoy a hefty Return on Investment (ROI)!

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A recent case study helps illustrate how the benefits mentioned above were achieved. A customer from the federal government had two messaging infrastructure problems. First, it needed to reduce its data center's overall power consumption. Second, because the data center had limited space, it needed to reduce the total number of servers to free up rack space. Sendmail proposed a solution using the hardware version of its Sentrion MPs that reduced power consumption, rack space and heat dissipation (which affects power consumption) by nearly 60 percent and the total number of servers by 20 percent. Based on power consumption alone, the customer will enjoy significant savings that more than returns their modernization investment.

However, these savings are not the only benefits. Included in the modernization program was a lab-based deployment of the Sentrion MPV, the VMware-based virtual version of the hard appliance. The Sentrion MPV lab environment will allow the customer to test new configurations, features and releases before putting them into production, thereby insuring that their system is always at or near the desired state of the available technology. This is also true of the hardware version of the Sentrion MP: its inherent adaptability means that additional applications, such as DKIM, Encryption or RPost, could be added easily, without a major change to the overall infrastructure. Finally, by using Sendmail as the single backbone of their infrastructure, the customer will be able to consolidate and reduce support, maintenance, and training costs. The training and maintenance will also be greatly simplified and made more efficient: only one system needs to be learned.

ABOUT SENDMAIL

Sendmail provides appliance-based products, applications and services that enable enterprises and government agencies to modernize their messaging infrastructures. Since 1982, thousands of commercial and open source customers around the globe have relied on Sendmail for a unified approach to the complex problems of policy-based message handling and routing. The company's comprehensive suite of applications addresses the challenges of gateway management, inbound threat protection, data leak prevention, email authentication and intra-company message management. These applications run on Sendmail's family of Sentrion® Message Processors, which are available in hard appliance, virtual appliance and blade server configurations. Sendmail is headquartered in Emeryville, CA with sales and support offices throughout the Americas, Europe, and Asia.

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