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CUSTOMER SUCCESS: FOR THE KULUNGILE METALS GROUP MOVING TO WEBTITAN MEANS REDUCED COSTS AND GREATER FLEXIBILITY

WEBTITAN BENEFITS

1. Enterprise Class Solution

Superior functionality allows for enhanced productivity while proactively protecting the organizations from today's Web 2.0 threats, all at an affordable price.

2. Rapid Installation and easy management.

WebTitan can be installed and configured in under 30 minutes.

3. Low cost

WebTitan is significantly less expensive than competing solutions, brings enterprise class security within easy reach of the smaller business.

“To know that there will be no extra costs incurred during the life of the license means that we can maintain budgetary control and rest assured that all new releases and updates to the product will be ours at no extra cost.”

OVERVIEW

Established in 2001, Kulungile Metals Group is a dynamic, world class stockist and distributor of steel, stainless steel and aluminium. They provide service excellence through a customer driven, market focused network of branches.

Company Name: Kulungile Metals

Location: South Africa

CHALLENGE

As a growing company operating in an increasingly challenging environment Kulungile saw the potential to make significant savings by moving to a less expensive Web Filtering solution. In scoping out possible replacements IT Manager Louis Coetzee has 3 key requirements:

- » The new solution had to be considerably less expensive
- » It had to have all the functionality of the existing solution and if possible more
- » It also had to provide flexibility in terms of its deployment and usage.

Kulungile were not prepared to compromise on the quality of the solution in any way and would do intensive analysis to ensure they choose the right solution for them.

Kulungile employ over 5000 people and a large proportion of these are office based. Kulungile introduced a web filtering solution to the company about 2 years ago. According to Louis Coetzee 'we initially decided to introduce web filtering as we noticed a large percentage of employees were visiting popular Web sites such as social networking sites and search Engines quite frequently. Apart from the obvious damage to productivity levels we were also concerned that this activity was compromising our security and introducing viruses, phishing attacks, and malware to the network. We could see that the PCs were suffering as a result of this activity and decided to do something to protect our network, our resources and our employees.'

Louis Coetzee was charged with the task of replacing the existing web filter for something more flexible with at least the same functionality but at a reduced cost.

According to Louis 'We were a Websense customer and replaced WebSense with WebTitan – our previous solution was very expensive and required expensive hardware to run. I believe that we added enormous value to our organization by moving to WebTitan'

Powerful, Reliable & Affordable Web Filtering

THE SOLUTION

What tipped the scales?

Kulungile Metals were looking for a solution that made economic sense, having done an extensive market analysis and spoken to several other vendors Coetzee decided on WebTitan as the replacement solution of choice. The company had already been using a sister product SpamTitan (a spam filtering solution) for some time and their positive experience with SpamTitan had been a significant factor in looking at WebTitan as an option in replacing their existing solution.

According to Coetzee 'Moving to WebTitan has saved us 50% in license fees. Our business was delighted about the saving, and as an Administrator I am enjoying the same flexibility, scalability and stability that we experience from their Spam Filtering solution SpamTitan.'



'The filtering database in WebTitan is just as good as it is in our previous solution and at 50% of the cost. We enjoy the fact that SpamTitan runs on a lightweight OS base. We require no OS license (Windows) like we did with previous solutions. The additional virus protection built into WebTitan is a great feature not available in competitor products. The native LDAP support is great and we can integrate with Active Directory.'

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THE RESULTS

Lower IT Spend

Kulungile now have a significantly lower IT spend – according to Coetzee 'with WebTitan all our system and product updates are included as is full technical support which is an excellent benefit for us. To know that there will be no extra costs incurred during the life of the license means that we can maintain budgetary control and rest assured that all new releases and updates to the product will be ours at no extra cost.'

Increased flexibility

With WebTitan increased flexibility is a big advantage, it requires minimal administration time, considerably less than the previous solution. The administrator is now able to manage policy settings quickly and simply, reducing the IT departments workload.

Increased Productivity

With WebTitan Kulungile have been able to apply flexible yet appropriate internet usage policies, the functionality in WebTitan has allowed them to offer internet access to certain sites at certain times during the day. This flexibility means that employees now only partake in non-work related browsing during these allocated times.

Increased Protection

WebTitan allowed Kulungile to ensure that inappropriate Web sites such as those with gambling, or offensive material can not be accessed in the workplace. 'The solution allows us to create granular Internet usage policies and apply those policies on across the organization.' says Alex Coetzee. 'It is important for us to protect our resources and information by ensuring that employees cannot visit Web sites where they are exposed to malicious code that could have extremely damaging consequences for our company.'