



CABOT CORP. DECLARES SCANMAIL FOR LOTUS NOTES A WINNER

When virus outbreaks at the German operations of Cabot Corporation began cutting heavily into productivity earlier this year, the company knew it was time for a change in their virus protection strategy. Cabot immediately began an all-out search for a product that would offer both desktop- and server-level virus protection for Lotus Notes.

They didn't have to look far. Trend Micro's ScanMail for Lotus Notes offered what Cabot was looking for – complete virus protection coverage and consistency in hunting down and eradicating viruses. The company benchmarked ScanMail for Lotus Notes against the product they had been using – McAfee's GroupShield – and found Trend's virus scanning and overall protection superior.

Headquartered in Boston, Mass., the global specialty chemicals, materials and energy company has 4,000 employees and operates ten businesses through 36 operating plants in 34 companies. Like most large companies, virus protection is key.

"We had two issues," says Marian Cole, a senior analyst at Cabot's headquarters. "The product had to delete viruses consistently and we needed an easy way to deploy virus patterns. Trend was the only product on the market that had these two features."

Cole says Cabot has been impressed that local administrators can basically set up ScanMail for Lotus Notes and forget about it. And even though English is Cabot's business language worldwide, local administrators have greatly appreciated that the first alert goes out in the local language.

"From a global perspective, I need to know where a virus starts and what the pattern is so that it can be tracked," Cole explains. "The product helps us do that and saves local IS time. The number of virus outbreaks at Cabot has definitely decreased since we began using ScanMail for Notes."

Cole relates a good example. She says Cabot's research and development groups in Massachusetts and Texas often shared files. But the files from the Massachusetts group were so often infected that the group in Texas stopped opening their files. Since ScanMail was installed, the problem is no longer severe.

Cabot started using ScanMail for Lotus Notes in June 1997, and will fully deploy the product by October this year. Cole says the company has been taking a "rain drop" approach, deploying the product in Cabot's high activity centers first, adding about two sites a week.

"I encourage companies who use Trend Micro products to give the company feedback on the products," Cole advises. "We've found everyone from the sales reps to the QA engineers to be very responsive and helpful."

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