

I.P.C. chooses MailInBlack-Pro

PAOLI-CALMETTES INSTITUTE



Hélène Cros Le Gloan
Chief Information Officer

Can you briefly describe your sector of activity and your establishment?

The Paoli-Calmettes Institute is the Regional Centre for the fight against Cancer in the PACA region. It's a private, non-profit making establishment which is part of the public hospital service. It is a large structure which employs 1200 and which carries out 45 000 consultations and 10 000 hospitalizations per year. The Institute's medical team is specialized in haematological, digestive, breast and gynaecological cancers.

What type of dysfunctions did spam cause in your company?

The Institute had recurring spam problems. Spam beat all records in 2005. Even if we couldn't quantify the number of them per day, the feeling that we were being invaded

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by unsolicited mail was very strong. As those people using e-mails at the Institute were for the majority doctors, the Chief Information Officer had to choose a solution which respected medical vocabulary. Doctors use words like sex, vagina, penis, and we didn't want to choose an ordinary solution which would stop these e-mails from coming through.

Among the frequent issues linked to spam (reduction in employee efficiency, loss of "valid" messages due to spam, over-extensive administration, deterioration of the I.T. infrastructure), which were the most harmful?

The loss of time due to the sorting through of messages, the invasive



and disturbing nature of these unwanted e-mails, "false positives" (messages wrongly intercepted as spam).

Why did you choose the MIB anti-spam solution? What were the main criteria which led to this choice?

MailInBlack's technology seemed relevant to our medical activity as its intelligent principle is based on the authentication of the sender. Contrary to the ordinary systems based on predetermined rules which filter the content of the message, MailInBlack's technology is based on the authentication of the sender: all new unknown correspondents must identify themselves when they send their first e-mail. This solution guarantees the elimination of 100% of spam coming from computer "robots", without creating any false positives and without needing any administration.

What over-all advantages do you derive from it?

First of all we tested MailInBlack-Pro in order to get an idea of the effectiveness of their technology. We were very quickly convinced by the optimum results. With no message wrongly stopped, no maintenance necessary and a spam-elimination rate of 100%, MailInBlack-Pro's solution enabled our employees to gain precious time and concentrate on their primary activities. In short, we are satisfied of having made the right choice with MailInBlack, and so are the users as they now only have to sort through their e-mails and no longer risk losing any!

The first solution eliminating 100% of spam