



## Success Story

# Success Story

## Nefkens chooses MDAemon as an optimum, secure and user-friendly e-mail solution

*Problem-free e-mail traffic provides many benefits for the Nefkens Group automotive concern. Competition is intense in the automotive industry, so the ability to act quickly and efficiently is crucial. E-mail communication is fast and efficient, but there is more to it than meets the eye. Companies using e-mail also need to maintain an optimum e-mail environment to guard against risks such as viruses, system overload and improper use. The Nefkens Group is connected to a large WAN (Wide Area Network) that runs all the company's business-critical applications. Downtime is very expensive, so Nefkens decided to switch to a web-based environment and an easy-to-manage e-mail server. The choice: MDAemon Professional.*

The Nefkens Group has been active in the mobility sector since 1878 and is one of the leading automotive concerns in the Netherlands. Nefkens also operates a fleet of lease vehicles and is the official dealer for Peugeot and Opel. The extensive dealer network in the Netherlands takes care of new and used car sales, maintenance and repair, as well as selling original spare parts. The head office – and digital heart – of the Nefkens Group is in Utrecht. Erik Van Ulzen, Network Administrator at the Nefkens Group: “In Utrecht we look after the ICT needs of our own staff and the dealers throughout the country. Our holding company is connected to a large WAN, where staff, dealers and suppliers can find all the applications they require. We are switching to a web-based environment for reasons of efficiency and effectiveness”.

### Download and test straightaway

Van Ulzen and his colleague were looking for a new e-mail solution: “There were two main reasons for this. We had a large number of individual modems with e-mail addresses and semi-functioning e-mail-packages for each different system. Maintenance was impossible. In addition, because of the lack of security and control facilities, our system administrator spent a great deal of time dealing with viruses. We looked at the available packages and functionality. We noticed that the top names are expensive and complex. They also include functionality that you don't normally use within a WAN and the installation procedure was complicated. Eventually we settled on MDAemon. I knew this package performs well for individual users, and a trial showed that it performs just as well for large companies. The good thing about MDAemon is that you can download it onto your PC and test it immediately. We like to see that kind of user-friendliness. In our industry you have to be able to act quickly.”





### Clearly structured settings

Nefkens discovered one advantage after another while testing MDAemon Professional. Van Ulzen: "We wanted an e-mail server that any system or network administrator could manage without first having to attend a complex training.

Installation, implementation and configuration were realised quickly, in a matter of hours rather than days. The setting options are very clearly structured, unlike some 'venerable' packages that ask difficult questions that soon put you on the wrong track. It's a myth that complex products are always good products. Complexity is not something you want for end-users, who have minimal IT skills but have to work with whatever package you choose. MDAemon's e-mail client had already passed that particular test with flying colours during the trial at Nefkens Gooi- en Eemland. It was surprising to see how quickly and easily our people could work with MDAemon. Apart from the first test and trial, we held intensive IT sessions during which we examined every 'nut and bolt' of the package.

Together with distributor Portland Europe, we copied the e-mail server to another server during a training session. We wanted to make sure that we were making full use of the software and hadn't overlooked anything, but everything was fine. A number of Dutch MDAemon customers we consulted were equally positive. The transparent license fees are an added advantage and we don't need to pay extra for the clients. The conclusion is actually as beautiful and simple as the software: it's an excellent package".



### Problem-free and virus-free

The company was initially sceptical about the modestly priced MDAemon solution that it was not familiar with, but the scepticism has disappeared. Van Ulzen concludes: "Most of our 'fears' were unfounded. We were extremely satisfied with its stability, virus protection and the way it integrated with WinGate. We now process between five and six thousand e-mails every day, without any glitch or virus. Our 350 end-users – the number is increasing fast – read their mail more often because the system is faster and more user-friendly. This puts them in a better position to anticipate and respond to what is happening at the holding company, dealerships and suppliers. That is exactly what we wanted to achieve with MDAemon Professional. We will stay with this software as long as the upgrades are up to standard."



*"It was surprising to see how quickly and easily  
our people could work with MDAemon."*

Portland Europe  
Groeneweg 2a, 2718 AA Zoetermeer  
P.O. Box 7222, 2701 AE Zoetermeer  
The Netherlands  
Phone: +31 (0)79 363 00 63 Faximile: +31 (0)79 362 20 11  
E-mail: [info@portland.nl](mailto:info@portland.nl) Internet: [www.portland.nl](http://www.portland.nl)



*For more information, please contact us on +31 (0)79 363 00 63 or visit [www.portland.nl](http://www.portland.nl), where you can see, through your own account, the benefits of doing business with Portland.*