



Hosting



Encryption



Archiving



Spam Filtering

## CASE STUDY

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# Greenview Email Archiving Solution Provides Peace of Mind for Family-Owned Auto Business

## The Client

With more than 200 employees and six locations, maintaining an effective electronic document retention program can be a challenge for the small IT staff at Dick Scott Automotive in Plymouth, Michigan. A family owned business with a 25-year history, the company is no stranger to industry-standard finance and insurance document policies. However, like many other businesses, its growing dependence on email as a means to conduct business has added an entirely new dimension to its electronic records retention program.

## The Challenge

Determined to achieve full compliance with the email retention guidelines set forth by the National Automobile Dealers Association (NADA) and the Detroit Auto Dealers Association (DADA), system administrator Denise Stark says the company implemented a new email retention policy, but quickly realized they had a major hurdle.

*"We put the policy into place, but we had little ability to enforce it without relying on individual users at their specific workstations," Stark said. "It was neither effective nor efficient; we needed something more reliable - an automated solution that could enforce the retention policy for us."*

***"With Greenview Archiving, we don't have to be concerned about enforcing the policy. It's our safety net - it gives us peace of mind in knowing that it's being taken care of. We also really appreciate the personal attention and outstanding service we get from Greenview's support staff."***

**Denise Stark**  
System Administrator  
Dick Scott Automotive



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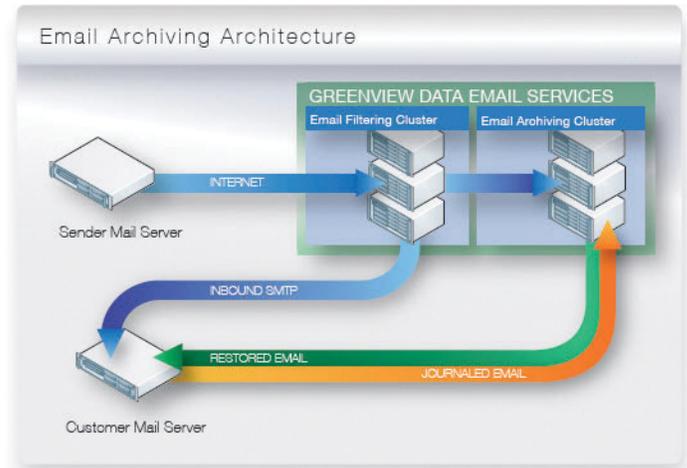
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### The Solution

At the recommendation of their IT service provider, Dick Scott Automotive deployed Greenview Email Archiving to automatically and conveniently archive all emails sent and received through the Dick Scott servers. In addition to archiving all the mail, Greenview Archiving also allows individual users to access their own archived email for quick and easy retrieval when needed. As an added bonus, every email is filtered for spam using Greenview Data's award-winning SpamStopsHere, the most accurate hosted email spam filtering solution available. By catching 99 percent of all spam, while ensuring the delivery of 99.999 percent of legitimate email, SpamStopsHere adds an additional layer of protection to Dick Scott Automotive's corporate email policy.



*Greenview's Email Archiving solution works seamlessly and transparently to protect and preserve vital email communications.*

### The Result

*"With Greenview Archiving, we don't have to be concerned about enforcing the policy. It's our safety net - it gives us peace of mind in knowing that it's being taken care of," Stark said. "It gives us the ability to specify the timeframe for how long the data should be retained, and we really appreciate the personal attention and outstanding service we get from the support staff."*

*"SpamStopsHere has also cut down tremendously on the amount of spam we receive," Stark added. "The fact that they monitor with a human touch and take into consideration the type of business you operate ensures that legitimate, pertinent emails do get through, without all the other garbage that wastes time."*

### More Information

For more information about Greenview Data's Email Archiving solution or its comprehensive hosted email suite, visit [www.greenviewdata.com](http://www.greenviewdata.com).