



# **GWAVA and GroupWise Security**

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**GWAVA**

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# GWAVA and GroupWise Security

## Introduction

GWAVA is the leading anti-virus and email security vendor for GroupWise systems. Its product portfolio includes GWAVIX, which is used at the Internet perimeter, and GWAVA, which supports GroupWise servers. A virus scanning product, Guinevere, also provides basic content filtering for small businesses. This paper looks closely at GWAVA's products and strategy and assesses the company's future prospects.

## The GroupWise Market

The GroupWise market is often overlooked because vendors and users tend to focus on the much larger Microsoft Exchange or IBM Lotus Domino markets. In terms of licensed seat count and revenue, GroupWise is about one-fourth and one-eighth the size, respectively, of the Exchange market.

However, the GroupWise market is surprisingly strong, with approximately 34 million users worldwide and \$110 million in yearly revenue, according to Novell and others. It is a particular favorite among law offices, health-care companies, and other vertical markets that are traditionally Novell customers.

GroupWise hasn't suffered from viruses to quite the same extent as Microsoft Exchange and the Outlook client. But it is still important that GroupWise administrators protect their systems from viruses. Administrators should plan overlapping strategies at the user desktop, at the Internet border, and on the server. GWAVA positions its products to serve the latter two.

## GWAVA Products

### GWAVA

GWAVA is a GroupWise server-level tool that lets customers use their choice of third-party anti-virus engines, such as Symantec, McAfee, or other popular engines, to scan attachments. In addition, GWAVA, which runs on NetWare as a NetWare Loadable Module (NLM), blocks attachments and filters content. Later this year, GWAVA will offer the product on the Linux platform.

GWAVA filters content by letting administrators add searchable words or phrases to the system. For instance, an administrator can designate the words “Make Money Fast” as searchable, then identify and delete those messages that contain them. Administrators also can block delivery of messages that include specific types of attachments.

The company recently added the ability to control spam by checking messages against a Realtime Blackhole List (RBL) such as MAPS or SpamCop. In addition, GWAVA can evaluate message content against spam heuristics to determine if the message is likely spam.

One of GWAVA’s strengths is that it can perform database-level scanning against the encrypted GroupWise database, which means that organizations can use it to manage internal email as well as mail that is sent to or from the Internet.

While GWAVA has enhanced the product with new anti-spam features, administrators should select a dedicated anti-spam product or service to block spam on the Internet border. To address this need, GWAVA offers a bundle that includes GWAVA and GWAVIX, which would provide a complete solution from a single vendor. GWAVA’s main focus is its content security capabilities, which allow administrators to define and implement an organization’s content security policies. GWAVA’s content security is comparable to that of products like MailSweeper.

### **GWAVIX**

GWAVIX is a new offering that GWAVA obtained through acquisition. It acts as a complement to GWAVA by scanning viruses and blocking spam at the perimeter. By blocking unwanted messages before they enter the GroupWise system, organizations can reduce the internal costs of bandwidth usage and those associated with mail server processing and storage.

GWAVIX, which is available on Linux, relies on message header analysis and Bayesian filtering to detect spam. It is marketed as a managed service because remote servers communicate with the central GWAVIX service every 10 minutes to check and report updates, including updates to the Linux operating system. GWAVA believes that this approach reduces the administrative burden on individual customers.

### ***Guinevere***

Guinevere scans for viruses and provides basic content filtering for small businesses running GroupWise. It does not perform anti-spam functions, but rather integrates with an open-source product like SpamAssassin.

Guinevere scans messages as they arrive at the GroupWise server. It must run at all times to ensure message delivery. Unlike GWAVA, Guinevere cannot scan messages that are already in the GroupWise server. This product would likely appeal most to businesses with fewer than 250 users that want to add basic anti-virus or message security features.

## Market Parallels to Exchange

GWAVA has become prominent in the GroupWise market because it is the only available product that can perform database-level checks of messages and attachments in the encrypted GroupWise database. Database-level checks let GWAVA scan messages that are already in a user mailbox, rather than during the message relay process via SMTP or some other interface. GWAVA uses an undocumented application programming interface (API), called the VSAPI, to perform database-level checks. This API provides GWAVA with full access to attachments in the GroupWise store.

GWAVA has gained a real advantage with the API, which the company credits with helping it build a customer base that it says numbers 7 million users. That interest level is impressive enough to prompt Novell to include a published supported interface for scanning messages in the upcoming GroupWise 7.0. The new interface will open the GroupWise market to other security vendors.

In part, this approach is similar to the one taken by Trend Micro regarding Microsoft Exchange. Microsoft's "supported" interface was MAPI, but anti-virus vendors found it slow and cumbersome. So, Trend Micro developed a proprietary approach to access the Exchange database at a very low level.

Microsoft's initial concerns over support quickly receded and Trend became a popular anti-virus solution for Exchange because customers liked the functionality it provided. As a result, demand from anti-virus vendors and customers spurred Microsoft to create a new interface called the Anti-Virus API, which provides much more efficient access to the message store for anti-virus operations.

## GWAVA Viability

While the new message-scanning API that Novell will offer in the next version of GroupWise lends weight to GWAVA's approach, it also will make it easier for other anti-virus and security vendors to enter the GroupWise market. What impact will that have on GWAVA?

It is possible that as new GroupWise APIs become more widely implemented, GWAVA will face additional competition. But other GroupWise security vendors such as IntelliReach don't currently offer products that scan GroupWise databases, though they might add them in the future. Still other vendors might enter from outside the GroupWise market.

However, GWAVA reports about 7 million customers, all of which are GroupWise users. This customer base makes GWAVA the largest email security vendor in the GroupWise market and provides a competitive advantage, both for protecting its existing customers and for delivering new products. In contrast, IntelliReach reports about 2.5 million customers, with only a portion using GroupWise. GWAVA is almost three times larger in terms of its installed base.

GWAVA also has a strong historical relationship with Novell, and even today is in a prominent position on the company's Web site. Other vendors would have to make a significant effort to duplicate that relationship.

Finally, the platforms on which GroupWise runs might prove a barrier for external vendors. Few security vendors have strong experience with both NetWare and Linux, meaning that they must port applications from Windows. Even fewer vendors have GWAVA's experience with the GroupWise platform. In that sense, the uniqueness and peculiarities of the overlooked GroupWise market itself will help GWAVA maintain its leadership.

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To help clients track the technology and spot important developments, Ferris publishes reports, white papers, bulletins, and a news wire; organizes conferences and surveys; and provides customized consulting. In business since 1991, we enjoy an international reputation as the leading firm in our field, and have by far the largest and most experienced research team covering messaging and collaboration.

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### ***The Ferris Research User Panel***

The User Panel consists of IT professionals who work with messaging and collaborative technologies, providing services to their organizations' users. People join to share experiences with other people like themselves, learn from each other, and keep current on news and trends.

If you provide technical support for an email system, and you are not a member of the User Panel, you can join and learn more about the User Panel at <http://www.ferris.com/url/userpanel.html>. There is no charge to join.

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