

IT Provider Selects Trend Micro™ Worry-Free™ Solutions for All-in-One Protection of Small Business Customers

Banks Consulting Northwest gives small businesses in the Seattle area the ability to stay focused on their businesses. Full IT services complement or take the place of in-house staff, and include security solutions and monitoring capabilities that offload customers from the time required to maintain protected, reliable networks.

**Banks Consulting
Northwest Inc.**

CHOOSING THE BEST FOR TODAY'S SMALL BUSINESSES

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“We can expand our business without expanding our staff since Worry-Free Remote Manager makes it easier for us to get our job done. Customers recognize the value of this solution, too, and we are winning business by demonstrating that we have the ability to effectively monitor remote sites.”

— **Steven Banks, Microsoft
Small Business Specialist**
Banks Consulting Northwest

Banks Consulting Northwest takes very seriously the responsibility of building and maintaining solid technology platforms for its base of small business customers. Over the years of dealing with legacy networks, experience has shown them that Trend Micro Worry-Free Solutions for small and medium businesses (SMBs) provide them and their customers with many advantages. “I never saw attacks getting through the Trend Micro solutions when they were getting through other security solutions,” said Steven Banks, Microsoft small business specialist at Banks Consulting Northwest. “My peers in the industry were moving towards Trend Micro solutions and when I investigated and tried them myself, I was hooked.”



Today, Banks Consulting Northwest routinely migrates new customers to Trend Micro™ Client Server Messaging Security for SMB or Client Server Security for SMB. “Customers see how well the Trend Micro solutions work in the office, and they migrate to Trend Micro at home, too,” explained Banks. “This has been affirmation of how well the products work in our market. The technology is top quality—it does what it’s supposed to do.”

KEY BENEFITS

- **All-in-one integrated solution.** One deployment protects against spyware, viruses, worms, and other malware.
- **Zero administration.** Automated monitoring and response save time and increase profitability for managed services.
- **Customer-driven enhancements.** Steady stream of product updates reflect customer feedback and help companies stay ahead of evolving threats.
- **Simplified, consolidated monitoring.** Worry-Free Remote Manager provides at-a-glance status for all customer sites.

The Trend Micro Worry-Free Solutions automatically monitor, respond to, and protect against today’s Internet threats. By deploying a single product, Banks Consulting Northwest can offer a customer an all-in-one integrated solution that safeguards the PCs and servers on the site. The solution prevents, contains, and cleans up spyware, rootkits, viruses, worms, Trojans, and other outbreaks.

PARTNERING WITH THE SMB COMMUNITY

The IT services industry requires more than just solid products. The constantly changing nature of security means that providers must stay up to date and choose solutions that effectively evolve to keep ahead of threats. Banks Consulting Northwest has been very pleased with the community involvement demonstrated by the Trend Micro teams. “Trend Micro knows and understands SMB IT professionals,” said Banks. “They know what we need and actively support us with information and training about the latest threats. They routinely seek our feedback and respond with the right product enhancements and solutions. Trend Micro is very interactive and responsive—they do a fantastic job and are one of the best vendors in the SMB market today. Professionals like us that work with SMBs are loyal to Trend Micro because they do a great job for us—their products are designed specifically for small businesses.”

SIMPLIFYING CUSTOMER MONITORING

Trend Micro Worry-Free Solutions give IT consultants a zero-administration product. Deployments are easy—one product covers multiple threats, and one management system simplifies the learning curve. Banks Consulting Northwest recently adopted the new Trend Micro Worry-Free Remote Manager to further simplify operations. The secure, hosted Web console gives them a consolidated view of all Trend Micro Worry-Free customer sites. The at-a-glance dashboard makes it fast and easy to simultaneously check status for all customers, make configuration changes without logging into individual sites, and generate reports to keep customers informed of status.

“This tool is a great example of how well Trend Micro listens and responds to the needs of the IT services provider,” said Banks. “We can expand our business without expanding our staff since Worry-Free Remote Manager makes it easier for us to get our job done. Customers recognize the value of this solution, too, and we are winning business by demonstrating that we have the ability to effectively monitor remote sites. We can quickly spot potential problems and there is less chance of something getting by us.”

The team at Banks Consulting Northwest uses Worry-Free Remote Manager to monitor and manage deployments as part of a comprehensive managed service. The dashboard also makes it easier to track licenses and updates, avoid expirations, and ensure that every system is optimally protected.

CORPORATE PROFILE

Banks Consulting Northwest Port Orchard, Washington

Banks Consulting Northwest provides technology solutions that help small businesses grow. Our goal is to provide your business with a secure, reliable, and productive computing environment. We understand the challenges faced by small businesses, and believe the right technology solutions can make life easier. Banks Consulting Northwest will focus on your technology, so you can focus on running your business.

- **Industry/Vertical** IT Services
- **Infrastructure** Average customer:
10–12 PCs, Microsoft
Small Business
Server
- www.banksnw.com

TREND MICRO PRODUCTS

- **Trend Micro Client Server Messaging Security for SMB**
<http://us.trendmicro.com/us/products/sb/client-server-messaging-for-smb/index.html>
- **Trend Micro Client Server Security for SMB**
<http://us.trendmicro.com/us/products/sb/client-server-for-smb/index.html>
- **Trend Micro Worry-Free Remote Manager**
www.trendmicro.com/wfrm



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