

Security Specialists Point SMBs to Trend Micro™ Worry Free™ Solutions for Simplicity and All-in-One Defense

Content Security specializes in helping companies find the best-available security solutions on the market today. More than 300 clients trust the experts at Content Security to protect their businesses, train employees, and recommend security policies and practices that add up to a strong foundation for success.



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— **Louis Abdilla,**
Director, Security Solutions and Services
Content Security Pty Ltd
Sydney, Australia

A REPUTATION BASED ON IN-DEPTH SECURITY EXPERTISE

While many IT services companies try to be everything to everyone, Content Security provides a very specialized service to its clients. The client base includes a broad range of businesses—government organizations, hospitals, law offices, education—but they all share the need for best-of-breed security policies and solutions.

“Security affects many industries and businesses, and we focus solely in this area to offer clients the expertise and experience that is only possible as a result of our full-time attention,” said Louis Abdilla, director of security solutions and services at Content Security. “That’s one of the things that we have in common with Trend Micro—both of our companies are 100% about security. We see that it makes a difference in the quality of services we provide and the quality of products that Trend Micro brings to the market.”



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KEY BENEFITS

- **Best-in-breed solution.** Top-ranked products from a security-focused company.
- **All-in-one integrated defense.** Bundled protection from viruses, spam, spyware, and other malware.
- **Zero administration.** Simple to deploy and manage for companies with limited resources.
- **Worry-free solutions.** Customers have peace of mind with automated threat prevention and remediation.

MEETING THE UNIQUE NEEDS OF SMBs

Content Security’s clients range from very small offices with just a few computers all the way up to enterprises, the largest of which has more than 14,000 desktops that must be protected. However, most of the company’s clients fall in the small and medium business (SMB) range with an average of 300 to 500 PCs and a variety of servers running Microsoft™ and Linux™ operating systems.

“We exclusively recommend Trend Micro™ Client Server Messaging Security and Client Server Security for SMB,” stated Abdilla. “Trend Micro is the best in the market for endpoint protection and solution management, and we feel it has the most mature SMB product line. Our clients like them and have been very happy with our recommendation of Trend Micro.”

The Trend Micro SMB solutions also help the account managers at Content Security accommodate companies that have unique requirements. For example, a small telecom company in Australia wanted to minimize the time required to manage its antivirus and anti-spam solutions. The one-man IT department was resource limited and needed a solution that did not compromise security but would offload the day-to-day monitoring and management responsibilities. Content Security recommended a Trend Micro hosted service. “We’ve consulted with this client for a few years, and we understood that they just didn’t have the cycles to manage a solution in house,” said Abdilla. “They have been using Trend Micro InterScan™ Messaging Hosted Security, Standard service for a year now, and they are very happy with the results and the time they save. He told me it’s great that he no longer has to worry about [viruses and spam].”

With the Trend Micro hosted service, email traffic is pre-filtered to catch threats before the email arrives at the customer’s site. Pre-set protection defaults, Trend Micro management of the tuning, and automatic updates greatly simplify start-up and reduce the ongoing burden on the IT staff.

PROVIDING CUSTOMERS A ZERO-ADMINISTRATION SOLUTION

Most of the customers that come to Content Security need the help of the company’s experts to design a security solution that is appropriate for their business. The consultants and account managers help plan and deploy the solutions, and train the customers to monitor and support the final implementation. “We are available to help them out if they have any security problems, but our objective is to leave them with a solution that is very simple to manage,” explained Abdilla. “Trend Micro solutions are perfect for the SMBs that have small in-house teams. The products are easy to configure and they can quickly learn all they need to know about them. Updates are automatically pushed out. Trend Micro does a great job of providing solutions that SMBs can handle, and is able to give them peace of mind because they know they are automatically protected from lots of different types of threats. Our SMB customers really like all the functionality that is bundled into the Trend Micro products.”

CORPORATE PROFILE

Content Security Pty Ltd Sydney, Australia

Founded in 2000, Content Security specializes exclusively in IT security. The company provides best of breed products and specialized services that help minimize business risk. More than 300 clients trust Content Security to protect their businesses. In 2003 and 2004, the service provider was awarded Trend Micro’s Reseller Award for continued excellence in performance and highest contribution.

- **Industry/Vertical** IT Security
- **Employees** 11
- **Infrastructure** Average customer:
300 desktops
(20 – 20,000);
Windows/Linux
servers
- www.contentsecurity.com.au

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 InterScan Messaging Hosted Security**
<http://www.trendmicro.com/emailservices>



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