

# IT Service Provider Counts on Trend Micro™ Solutions to Give Small Businesses Worry-Free™ Security

As a one-man IT service provider, Rubino Network Consulting heavily relies on deployments of the best-possible security solutions to keep customers operating smoothly. The company's clientele includes professionals that demand superior technology-solutions that get the job done while remaining invisible.

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*“My colleagues agree with me—Trend Micro is the only vendor that puts focus on us smaller consulting firms. Attention from other vendors is non-existent.”*

— John Rubino, President,  
Rubino Network Consulting  
Dana Point, California

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## KEY BENEFITS

- **Zero administration.** Easy deployment, intuitive interface options and automated functions offload day-to-day management.
- **All-in-one protection.** Customers gain 24x7 protection against viruses, spam, spyware, unwanted content, and other Web threats.
- **Transparent operation.** Detection and removal of malware happen automatically with no performance degradation.
- **Access to expert knowledge.** Trend Micro serves as a virtual security team.

## SIMPLE, COMPREHENSIVE SECURITY FOR SMALL BUSINESSES

John Rubino's customers put their trust in him, counting on his technology choices to help them succeed in their businesses. “My own success depends on finding the solutions that are perfect in Microsoft™ Small Business Server environments,” explained Rubino. “Since switching to Trend Micro™ Client Server Messaging Security for SMB four years ago, none of my clients has had even one incidence of a virus outbreak. That tells me I made the best choice for my customers.”



John's decision to recommend and resell Trend Micro Client Server Messaging Security came after a period of trying Symantec™ solutions. “The Symantec interface was difficult to use and I thought

there had to be something better out there. That's when I found Trend Micro, and I haven't used anything else since. With this one product, I give my customers Worry-Free protection from viruses, spyware, and other malware. Web threats are escalating and even though my clients are well educated about the dangers, having Client Server Messaging Security in place ensures that their behavior on the Web doesn't put their business at risk of infections.”

## TIME-SAVING SOLUTION

John's loyalty to Trend Micro has been reinforced by the ease of management that characterizes Client Server Messaging Security deployments. As a one-man operation, he requires solutions that employ automation to reduce the time spent on monitoring and

intervention. Rubino explained, “Trend Micro SMB solutions are hands off—exactly what I want. I’m notified of any problem, such as a laptop that was not updated because it was off network, but most of the time I don’t have to do anything.”

Trend Micro Client Server Messaging Security, once deployed, provides protection from a broad range of Web threats. It operates transparently on customer networks, without any noticeable performance degradations on user systems or applications. The software automatically scans for spam, spyware, viruses, phishing, and inappropriate content. Threats are detected and automatically removed before impacting activities on the PCs, laptops, servers, and Microsoft™ Exchange servers. Automatic updates also offload Rubino from the task of manually updating each customer.

### A COMMITMENT TO SMALL BUSINESSES

Keeping up to date on the security industry could be a full-time job for John. Instead, the partnership with Trend Micro gives him access to the company’s security experts. The local Trend Micro representatives have shown that they completely understand the needs of his consulting business as well as the needs of the SMB end users.

“The attention and effort that Trend Micro puts into SMBs is great,” said John. “When we have local events, Trend Micro reps are there. They are really interested in my feedback—some Trend Micro people came all the way from Asia to learn more about the SMB business in my area. My colleagues agree with me—Trend Micro is the only vendor that puts focus on us smaller consulting firms. Attention from other vendors is non-existent.

## CORPORATE PROFILE

### Rubino Network Consulting Dana Point, California

John Rubino provides complete business technology consulting services for his clients. He is always looking for new solutions that will help improve his clients’ business capabilities.

- **Industry/Vertical** IT Services
- **Infrastructure** Typical customer:  
1 server, 5-35 PCs
- [www.rubinonet.net](http://www.rubinonet.net)

## 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>



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