

Telecom Systems Integrator Endorses Trend Micro™ InterScan™ Gateway Security Appliance for SMB Clients

IMPALA Network Solutions, in Barcelona, Spain, designs, integrates, and deploys corporate communications solutions to a broad range of SMB and enterprise clients in Europe. Its customers require complete solutions, including security technology suited to each company's environment.

“Trend Micro gives us great solutions to resell to our SMB clients. For customers that we support, Trend Micro™ InterScan™ Gateway Security Appliance simplifies our job. For customers that handle their own support, we are confident we are providing them with the best and easiest-to-manage solutions available.”

— Juan-Pablo Chaperó Arenas
Post Sales Area Manager
IMPALA Network Solutions

KEY BENEFITS

- **Easy-to-learn, easy-to-deploy, all-in-one protection for SMBs**
- **Reduced maintenance requirements (half the effort required compared to alternative solutions)**
- **30 percent fewer calls to the help desk resulting from problems with email and Web surfing**
- **Increased user and management satisfaction due to robust protection at the gateway**

Easy, Comprehensive Protection for SMBs

Based on recommendations from a respected technology partner, IMPALA evaluated Trend Micro enterprise security solutions a few years ago. After a thorough evaluation, IMPALA not only began recommending and reselling Trend Micro™ NeatSuite™ to its enterprise customers, but also adopted the platform for its internal network.



Small and mid-size businesses (SMBs), however, have very different requirements. When Trend Micro asked IMPALA to evaluate its newest appliance for SMBs, IMPALA was anxious to check it out. “We provide ongoing management to some of our customers, but many SMBs need a solution that can be easily managed with very limited in-house resources,” said Juan-Pablo Chaperó Arenas, Post Sales Area Manager, for IMPALA Network Solutions. “A security appliance has the potential to meet the needs for these customers, and we looked forward to checking out InterScan Gateway Security Appliance.”

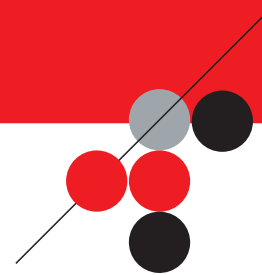
Why Trend Micro?

“While supporting our managed services customers, we’ve become very familiar with Trend Micro and its security products,” said Chaperó Arenas. “We rely on Trend Micro to keep our own operations protected from the latest attacks and unwanted content. For our clients that require an easy-to-use, easy-to-manage solution, we want the same superior technology that we are used to with Trend Micro, but in a package that is suited to SMBs.”

InterScan Gateway Security Appliance met their expectations, addressing the security points faced by SMB customers by blocking unwanted content and malware at the gateway before server or desktop system performance is affected. Similarly, the appliance approach protects the bandwidth on the network by eliminating unwanted traffic at the gateway.

Ease of Use

“The ease of use is the strongest feature of InterScan Gateway Security Appliance,” stated Chaperó Arenas. “This solution has the fastest deployment time of any alternative we have evaluated. It’s a small box, and you just plug it in and let it go. No patterns or software to manually install, and no expertise required to read its simple display. Security experts as well as novices appreciate the appliance for its simplicity and accurate operation. The gateway security appliance is transparent to users and very unobtrusive on the network.” IMPALA and its customers enjoy other benefits that come as a result of the appliance’s ease of use. Training time is reduced, as is the time required for ongoing maintenance, which has been cut in half.



All-in-One, Comprehensive Solution

The effectiveness of the solution is apparent in the reduction of calls to the help desk—30 percent fewer calls result from users having fewer problems with email and Web surfing. IMPALA can install a single, cost-effective solution for small and medium-sized deployments that provides:

- Protection against a broad range of attacks: virus, spyware/grayware, bots, spam and phishing mail, phishing and pharming sites
- High spam detection rate by using Network Reputation Service (NRS) and content scanning (SMTP, POP3, HTTP, and FTP)
- HTTP URL filtering and blocking capabilities
- File blocking through file type and file extension
- Spyware and malware clean up on clients

“Trend Micro gives us great solutions to resell to our SMB clients,” summarized Chapero Arenas. “For customers that we support, Trend Micro InterScan Gateway Security Appliance simplifies our job. For customers that handle their own support, we are confident we are providing them with the best and easiest-to-manage solutions available.”

Corporate Profile

IMPALA Network Solutions, Barcelona, Spain (satellite office in Madrid, Spain), www.impala-net.com

With more than ten years of industry experience, IMPALA Network Solutions has built an impressive list of customers and technology partners for its telecommunications system integration business. The headquarters in Barcelona and satellite office in Madrid are home base to more than 50 professionals that manage deployments throughout the country and Europe. The company’s technology expertise spans telecommunications, voice, networks, data management, and security.

Industry/Vertical: Systems Integration (telecommunications) • **Employees:** 50

TREND MICRO PRODUCTS

Trend Micro™ InterScan Gateway Security Appliance

<http://www.trendmicro.com/en/products/gateway/igsa/evaluate/overview.htm>

Trend Micro, Inc.

Trend Micro Incorporated is a pioneer in secure content and threat management. Founded in 1988, Trend Micro provides individuals and organizations of all sizes with award-winning security software, hardware and services. With headquarters in Tokyo and operations in more than 30 countries, Trend Micro solutions are sold through corporate and value-added resellers and service providers worldwide. For additional information and evaluation copies of Trend Micro products and services, visit our Web site at www.trendmicro.com.

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