



Online Group Travel Solution Provider Adds Spyware Protection to Its Multilayered Security Arsenal

A successful application service provider, Groople provides its customers with an easy-to-use online tool for booking group travel. Keeping the company's Web servers online is crucial for maintaining its reputation as well as ensuring customer satisfaction, maximum revenues, and continued corporate growth.

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— Scott Larsen
Manager, IS
Groople, Inc.

KEY BENEFITS

- **Modular, integrated solution with protection built into the network at multiple points**
- **Ease of administration with automatic updates**
- **Reduced complaints from users and management**
- **Centralized support with single console for all security product**

Keeping Up with the Evolving Web-Based Security Threats



The Groople enterprise network supports its growing business and provides essential services to customers that are new to the group travel market. Partners and customers rely on Groople technology paired with non-disrupted access to the Groople Web servers to give their end users an easy-to-use, one-stop-shop for planning and booking group travel experiences. From the company's inception, the Web site and Groople solutions were designed with built-in protection for fighting virus attacks. Through the years, the company has added layers of protection at multiple points in its network to address the emerging varieties of threats.

“At previous companies, I had a lot of experience with antivirus solutions offered by Trend Micro and its competitors,” said Scott Larsen, manager of the IS group at Groople. “When we built the Groople Web and WAN architecture, I knew I wanted Trend Micro™ solutions. The company had proven that they were the fastest to respond to emerging threats, and that was our number-one priority.”

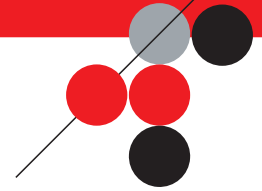
Why Trend Micro?

In 2001, Groople initially chose Trend Micro based on its proven track record in virus protection and offering rapid access to new pattern files. The company also required the ability to build in multi-layered protection to easily integrate with its Web and WAN architecture.

“We build in protection from the inside out and from the outside in,” explained Larsen. “We started with one Trend Micro solution and just kept layering on new products as different threats emerged on the Web. Through the years, we've become a loyal Trend Micro NeatSuite™ customer. When we began experiencing increasingly aggressive attacks by spyware, we again chose Trend Micro after conducting a rigorous due diligence on the solutions available to fight this threat.”

Over the years, Groople incrementally deployed a number of Trend Micro NeatSuite solutions:

- **Trend Micro OfficeScan™ Client/Server Edition** was the first solution deployed to protect desktops and servers from viruses.
- **Trend Micro ScanMail™ for Microsoft™ Exchange** was added to build in protection for email.
- **Trend Micro InterScan™ Messaging Security Suite and InterScan Web Security Suite** were deployed to provide additional layers of protection at the gateway.
- **Control Manager™** gave the IS team an easy-to-use centralized solution for supporting Trend Micro security solutions.
- **Trend Micro™ Spam Prevention Services** were recently deployed to block unwanted email before it flooded users' in boxes.



“Viruses are not a problem for us. The Trend Micro solutions have never allowed an attack to bring down systems or destroy data,” said Larsen. “Similarly, Trend Micro solutions have allowed us to control the spam problem.”

Spyware—Adding a New Solution Without Complicating Support

“Spyware, grayware, malware...they are all the same—unwanted content,” said Larsen. “This problem had reached new levels and was resulting in at least one call a day that required a trip to the user’s desktop for clean up. We couldn’t afford to increase our IT staff to keep up with these kinds of threats so we recently evaluated spyware solutions to add to our security architecture.”

Groogle chose to deploy Trend Micro Anti-Spyware Enterprise Edition. “Our decision to use the Trend Micro solution came down to two criteria: manageability and ease of integration,” said Larsen. “Trend Micro gives us a true enterprise solution—other vendors claim to offer solutions for enterprise environments, but are in reality piece-meal point products that are hard to integrate and hard to manage. Trend Micro offers an integrated suite that can be centrally managed with a single console.”

SOX Compliance

As a privately held company, Groogle is not required to comply with SOX. However, the Trend Micro security solutions help the company achieve the goal of SOX compliance in anticipation of becoming a public company or being acquired. “We recognized that we needed to be SOX-compliant from the start,” said Larsen. “Companies that survive are those that deploy architectures based on where they want to be some day, not where they are today. If you don’t follow this line of thinking, you’ll spend a lot of time and effort rebuilding systems.”

Superior Total Cost of Ownership

With the selection of any new security solution, the Groogle team considers the total cost of ownership. “A new product requires learning time, training of IT and users, and potentially an increase in administration and support requirements,” said Larsen. “With Trend Micro Anti-Spyware, the learning curve was a fraction of the time compared to going with a competing solution. It becomes another component of our integrated solution, and we minimize our total cost of ownership.”

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TREND MICRO PRODUCTS

Trend Micro™ Anti-Spyware Enterprise Edition

<http://www.trendmicro.com/en/products/desktop/tm-asee/evaluate/overview.htm>

Trend Micro™ Spam Prevention Services

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

Trend Micro NeatSuite™ solutions:

Trend Micro™ OfficeScan™ Client/Server Edition

<http://www.trendmicro.com/en/products/desktop/osce/evaluate/overview.htm>

Trend Micro™ ScanMail™ for Microsoft

Exchange™

<http://www.trendmicro.com/en/products/email/smx/evaluate/overview.htm>

Trend Micro™ Network VirusWall™ 1200

<http://www.trendmicro.com/en/products/network/nvw1200/evaluate/overview.htm>

Trend Micro™ InterScan Messaging

Security™ Suite

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

Trend Micro™ InterScan™ Web Security Suite

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

Trend Micro™ Control Manager™

<http://www.trendmicro.com/en/products/management/tmcm/evaluate/overview.htm>

Trend Micro, Inc.

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