

Spanish Security Solution Provider Names Trend Micro™ Worry-Free™ Business Security as its Best Security Solution for Small Businesses

ACCIONET specializes in the delivery of integrated systems and information security solutions for small and medium businesses. Customers rely on the experts at ACCIONET to help them evaluate, install, and manage solutions that give authorized users a productive work environment with built-in protection from threats.

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— Javier Trujillo,
Security Systems Engineer
ACCIONET

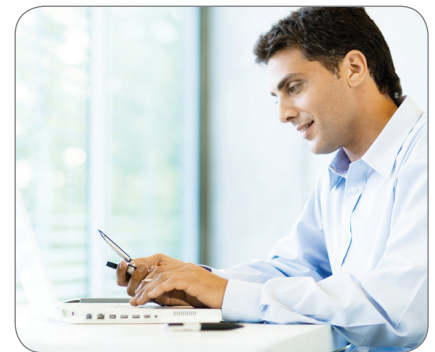
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KEY BENEFITS

- **Safer.** Stops viruses, spyware, spam, and other web threats with correlated in-the-cloud reputation databases and URL filtering.
- **Smarter.** Fast scanning and updates, and minimized performance impact on PCs with Trend Micro™ Smart Scan.
- **Simpler.** Easy to install and deploy; zero administration for users.

GIVING CUSTOMERS THE BEST POSSIBLE SECURITY

The consultants at ACCIONET help small and medium businesses in the geographical region they cover, make the best possible use of technology to meet their business goals. The company's small business clients, in particular, lack in-depth knowledge of technology and rely on ACCIONET to make sure that their business is protected from the latest security threats.



About eight years ago, the security experts at ACCIONET were dissatisfied with the security solutions being resold. “The previous security vendors that we worked with were not evolving their products to keep up with the requirements of our customers,” said Javier Trujillo, a security systems engineer at ACCIONET. “Their security products were based on old technology, and we were not happy with either the performance of the software or with the support provided by the vendors. I started looking for alternatives and a local distributor demonstrated Trend Micro’s small business solution. I could see it was a fantastic product back then, and our company began exclusively recommending it based on my findings. In my opinion, Trend Micro Worry-Free Business Security is the best security solution I have found for small businesses today.”

ENHANCING SECURITY FOR A SAFER, SIMPLER, SMARTER EXPERIENCE

ACCIONET recently evaluated the beta version of the new Trend Micro Worry-Free Business Security. “Many of our customers have employees with laptops and notebooks,” said Mr. Trujillo. “Mobile users are more exposed to malware and web threats today. With built-in web reputation technology, Trend Micro™ Smart Protection Network™ technology is a key differentiator for Trend Micro Worry-Free Business Security and is at the core of the newest version of this solution. The in-the-cloud protection significantly improves security by blocking threats before they reach customers’ networks, and by protecting

mobile systems even when they are being used out of the office. Trend Micro had a smart idea to add an in-the-cloud layer and avoid sole reliance on pattern files for protection.”

The latest release of Worry-Free Business Security extends protection with new features such as URL filtering, and leverages Smart Protection Network™ key components Smart Scan and Smart Feedback. The release also simplifies reviewing security status with an improved at-a-glance dashboard. “The latest features added to Worry-Free Business Security make the solution easier for us to deploy and manage, and easier for our customers to appreciate,” said Mr. Trujillo.

GROWING THE BUSINESS BY SATISFYING CUSTOMERS

With Worry-Free Business Security protecting its small business customers, ACCIONET now receives fewer calls to its Help Desk. “Worry-Free Business Security minimizes security problems, and this means that customers are happier with our services overall,” said Mr. Trujillo. “Customers appreciate that Trend Micro Worry-Free Business Security works very well, alerting them to real threats while putting a low load on the systems. Satisfied customers help us increase our business in the future.”

To efficiently manage Worry-Free Business Security across its entire customer base, ACCIONET takes advantage of Trend Micro’s hosted web console. “Trend Micro Worry-Free Remote Manager is a great tool for us,” said Mr. Trujillo. “Many of our customers require service level agreements with less than four-hour response times. Worry-Free Remote Manager helps us spot security issues and situations before they become problems. Because of this Trend Micro solution, we can work more proactively, which increases our customers’ trust in us.”

OFFERING A FULL RANGE OF SECURITY SOLUTIONS

Worry-Free Business Security gives ACCIONET the ability to match the right security solution to each customer. For small businesses, they exclusively recommend Worry-Free Business Security Standard or Advanced. “With InterScan™ Messaging Hosted Security included in Worry-Free Business Security Advanced, we can very easily configure a security solution that blocks spam before it hits a customer’s Microsoft™ Exchange server. The all-in-one Worry-Free protection for endpoints and messaging systems keeps security simple but effective.” Worry-Free Remote Manager also provides support for Trend Micro’s hosted antispam solution, InterScan Messaging Hosted Security.

Worry-Free Business Security also provides ACCIONET the ability to effectively protect larger businesses, helping differentiate them from competitors. “All of the Trend Micro security solutions help us stand out from the competition,” said Mr. Trujillo. “We have to protect a broad range of digital assets and Worry-Free Business Security is an important part of our solutions security portfolio. All Trend Micro solutions help us increase our customers’ productivity and build their trust in us.”

CORPORATE PROFILE

ACCIONET

Zaragoza, Spain

ACCIONET is an IT service provider focused on best practices and tailoring full solutions to each client’s business goals. The company specializes in system integration and information security solutions. ACCIONET helps its clients specify and deploy solutions that precisely optimize the business and provide competitive advantage within the marketplace. Customers gain cost savings and increased productivity, and the security of knowing that technology investments will deliver the best possible value to the business.

- **Industry/Vertical** IT Services
- **Employees** 10
- **Infrastructure** Small (e.g., 5–100 PCs, 1–2 servers) and medium (up to 400 PCs, 15 servers) businesses
- www.accionet.com

TREND MICRO PRODUCTS

- **Trend Micro Worry-Free Business Security (Standard and Advanced)**
<http://us.trendmicro.com/us/products/sb/worry-free-business-security/index.html>
- **Trend Micro InterScan Messaging Hosted Security**
<http://www.trendmicro.com/emailservices>
- **Trend Micro Worry-Free Remote Manager**
<http://www.trendmicro.com/wfrm>
- **Trend Micro Smart Protection Network™**
<http://www.trendmicro.com/go/SmartProtectionNetwork>



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