

Technology Provider Praises Trend Micro™ InterScan™ Web Security Virtual Appliance for Its Fit in Today's IT Culture

The highly skilled experts at Silverfern Computers deliver a range of information technology solutions. To meet its customers' business needs and help maximize the return on IT investments, Silverfern builds in security solutions that protect operations, productivity, and technology assets.

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— **Liong Eng,**
Chief Executive Officer
Silverfern Computers Pty Ltd

HELPING CUSTOMERS MAKE THE RIGHT TECHNOLOGY CHOICES

Silverfern Computers puts its reputation on the line when the company's experts recommend, deploy, and manage technology solutions. The company must meet the business and technical requirements of a broad range of clients, and tailor technology and IT solutions for the unique environments prevalent in government organizations, private hospitals, and schools throughout Western Australia.



When it comes to security, the experts at Silverfern rely on Trend Micro solutions. “Our team of engineers carefully evaluate technology, first in our lab and then in our own production environment,” said Liong Eng, the chief executive officer for Silverfern Computers. “From our first days in business, we chose Trend Micro and it is still the only security vendor that we endorse for all of our clients. Trend Micro has always offered the most comprehensive security solutions and today it is more important than ever that infrastructures build in protection from many different types of threats. We are 100% committed to Trend Micro solutions because they get the job done.”

KEY BENEFITS

- **Optimizes server investments.** Increases server utilization rates.
- **Simplifies management.** Easier to install, configure, and maintain.
- **Provides infrastructure flexibility.** Can be moved to new servers or hypervisor environments.
- **Simplifies disaster recovery.** Virtual appliance can be rapidly redeployed at a new location.

GAINING THE BENEFITS OF VIRTUALIZATION

The introduction of the Trend Micro InterScan Web Security Virtual Appliance complemented Silverfern Computers' corporate strategy and technology roadmap. With its in-depth understanding of market trends and customer requirements, Silverfern Computers sees virtualization as a major opportunity for advancement. “Virtualization is going to be a dominant movement within IT for years to come,” explained Eng. “Trend Micro is the first major security company to come out with a virtual appliance—this is the icing on the cake for us. InterScan Web Security Virtual Appliance is a very, very good fit in today's IT culture and we are really happy with it. We plan to highlight it in our customer showcase for virtualization.”

Virtualized environments facilitate the transformation of one server into many virtual servers and thereby make it easier to consolidate and share resources, as well as increase overall server utilization rates. Virtual servers can also enable rapid response to changing business conditions. Trend Micro virtual appliances take advantage of virtual environments to help drive down operating costs.

InterScan Web Security Virtual Appliance sets an industry benchmark for gateway security and technology innovation. Customers gain comprehensive protection against today's most pervasive web-based threats, and the advantages of a virtual appliance. The software product can be deployed on an existing server to become a dedicated software appliance, or as a hardened virtual appliance that runs on top of hypervisor technology such as VMware. This puts IT in complete control of the hardware, and able to easily take advantage of cost-effective hardware and emerging multi-core technologies. Either option is easily installed and configured using the Trend Micro installer.

SIMPLIFYING ADMINISTRATION FOR LOWER TOTAL COST OF OWNERSHIP

By integrating Trend Micro web threat protection with a complete operating system environment, InterScan Web Security Virtual Appliances simplify every phase of management. From the start, IT can eliminate the headaches of dealing with operating system and application-level updates, patches, version control, and testing. When changes are required, the virtual appliance is easily moved to another platform. Administrators gain infrastructure flexibility without management complexity, and can rapidly deploy protection where it is needed.

"By virtualizing the security appliance, Trend Micro makes it easier to manage security even as the changing threats demand more sophisticated technology," said Eng. "With the Trend Micro InterScan Web Security Virtual Appliance, we can help our customers centralize and offload them of the need to manage and optimize the operating environment for the solution. These advancements benefit our customers and also help us control costs within our IT services business."

ADDRESSING TODAY'S BUSINESS CONCERNS

Today's security requirements include the need for business continuity and disaster recovery. Virtualized solutions can also address these high-priority initiatives. "We can organize disaster recovery and business continuity solutions much more efficiently when we have introduced virtualization into the data centers," said Eng. "It's much easier in an emergency to move a virtual appliance onto another platform, compared to having to move a physical appliance. This is just one more benefit from the flexibility of the InterScan Web Security Virtual Appliance."

CORPORATE PROFILE

Silverfern Computers Pty Ltd Perth, Australia

Silverfern Computers Pty Ltd, a privately owned Western Australian company, is recognized for the quality of its products, services, and support. Since early 1991, Silverfern Computers has provided technology solutions for some of the largest companies in Western Australia. The company specializes in providing highly skilled individuals that can deliver a range of information technology solutions that meet business needs and maximize the return on IT investment. Silverfern Computers delivers tested and proven IT solutions, and hence is proud to say, "We deliver system solutions that work."

- **Industry/Vertical** Technology solutions; IT services
- **Target Markets** Local and state government; hospitals; schools
- **Customer size** 100 to 2000 users; typically 200 to 400 users

www.silverfern.com.au

TREND MICRO SOLUTIONS

- **Trend Micro InterScan Web Security Virtual Appliance**
<http://us.trendmicro.com/us/products/enterprise/inter-scan-web-security-virtual-appliance/>



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