



## Raksha Technologies Uses Trend Micro™ Enterprise Protection Strategy to Deliver Superior Security

*With a constant drive to acquire knowledge and provide solutions that address customer problems, Raksha Technologies has come a long way since its inception in 2000. Today, the company is one of India's leading information security solutions providers and has been a long-term reseller of all Trend Micro solutions.*

***“Since Trend Micro enterprise products are easy to deploy and manage, our maintenance and installation costs have gone down, resulting in a higher return on investment for us while enabling us to meet the high expectations of our customers.”***

— Mr. V. Anand, Director, Raksha Technologies Pvt. Ltd., India

### KEY BENEFITS

- Offer customers integrated, holistic solutions that can grow with the business
- Incorporate protection at multiple points in the enterprise
- Minimize installation and maintenance to keep return on investment high
- Maintain strong relationship with Trend Micro for ongoing knowledge transfer

### Scaling Security to Keep Up With Growth

Raksha Technologies' innovative implementation practices are built on the company's commitment to deliver solutions and services that address real-world customer problems. Within the company's impressive base of enterprise customers, this commitment has always included delivering superior protection from viruses and other malware. To relieve the burden of security management from its customers, Raksha recommends Trend Micro Enterprise Protection Strategy and the associated line of integrated, scalable solutions. Mr. V. Anand, director of Raksha Technologies, explained, “We are always looking for ways to reduce our clients' IT costs without compromising on high standards of service and security. Trend Micro helps us in this regard, providing us with scalable solutions that can handle rapidly increasing capacity even during times of explosive growth that many clients go through.”

### High-Level Project Goals

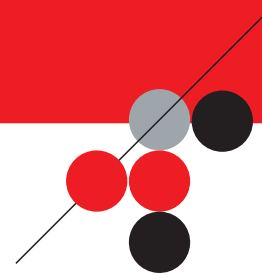
- Provide security solutions that are suited to the unique needs of fast-growing enterprises
- Select technologies that enable cost-effective management
- Give customers a framework for company-wide security solutions
- Simplify installation and deployment

### Why Trend Micro?

In the early years, Raksha professionals worked with a long list of security solution companies. They found that most did not offer a comprehensive product line for enterprises. As a result, Raksha did not promote any of these alternatives with much conviction. When Raksha first tried Trend Micro products, they were excited to find solutions that generated significant interest with customers. “Trend Micro's introduction of new and holistic offerings for enterprises created quite a stir in India,” said Mr. Anand. “Not only were the solutions superior, but they were easy to implement in an enterprise environment—Trend Micro actively educates customers on how to adopt the Enterprise Protection Strategy. Enterprises can start with antivirus solutions and services and then build additional layers of protection on a robust and scalable foundation.”

### Comprehensive Enterprise Portfolio

Raksha currently resells all of the Trend Micro enterprise offerings including Trend Micro NeatSuite™, a solution that provides multi-layered, multi-threat protection for virtually every point in the network. In particular, Trend Micro InterScan™ Messaging Security Suite stops attacks at the connection level, helping Raksha keep client networks and systems free from unwanted content and operating at maximum performance. The company also resells Trend Micro™ Damage Cleanup Services and Trend Micro™ Outbreak Prevention Services. Trend Micro's complete portfolio of solutions for



messaging, Web, network, and endpoint security allow Raksha to tailor solutions to meet the needs of each unique enterprise environment.

"Threats have evolved a great deal," said Mr. Anand. "Trend Micro helps us keep customers up to date with protection from the latest spyware and spam attacks. Technologies such as Email Reputation and Web Reputation have kept our customer ahead of cyber criminals, and the Trend Micro management console allows us to control everything centrally and efficiently. Since Trend Micro enterprise products are easy to deploy and manage, our maintenance and installation costs have gone down, resulting in a higher return on investment for us while enabling us to meet the high expectations of our customers."

### A Successful Partnership

Raksha values knowledge acquisition in the enterprise security realm and this is a high-priority business process for the company. Trend Micro understands the importance of this, and freely shares with Raksha its exceptional enterprise security expertise and in-depth experience implementing solutions within enterprise business environments. Even in the initial stages of the business relationship, Raksha was able to smoothly learn and deploy Trend Micro solutions. Documentation, kits, and the knowledge-based section of the Trend Micro Web site provided detailed, informative supporting materials.

Today, Trend Micro comprises about 60% of Raksha's business, with Trend Micro solutions being deployed at some of India's biggest enterprises.

### Corporate Profile

**Raksha Technologies Pvt. Ltd.** • Chennai, Bangalore, and Coimbatore, India • [www.rakshatech.com](http://www.rakshatech.com)

Raksha Technologies is a dedicated enterprise security solutions provider offering services that include vulnerability assessment, disaster recovery, and emergency virus clean-up. The company specializes in evolving security technologies including antivirus, firewall, digital signature, and authentication.

**Industry/Vertical:** Information Security Services

## TREND MICRO PRODUCTS

**Trend Micro Enterprise Protection Strategy**  
<http://us.trendmicro.com/us/home/enterprise/>

**Trend Micro NeatSuite**  
<http://us.trendmicro.com/us/products/enterprise/neatsuite/>

**Trend Micro InterScan Messaging Security Suite**  
<http://us.trendmicro.com/us/products/enterprise/inter-scan-messaging-security-suite/index.html>

## 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, visit our Web site at [www.trendmicro.com](http://www.trendmicro.com).

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