

Kawasaki Selects Trend Micro™ Solutions to Protect Nationwide Distribution Network

The Kawasaki Motors Corp., U.S.A. product showcase includes motorcycles, personal watercraft, small engines, power products, all-terrain, and utility vehicles that combine leading performance and quality in the power sports industry. The company relies on Trend Micro technology to protect mission-critical systems and networks.

Kawasaki
Let the good times roll.™

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“Trend Micro showed us that they had the right products for our business... We gained a partner that has helped us evolve our security solutions through the years, and keep ahead of the threats that would otherwise have severely impacted our operations and our business.”

— **Cindy Harrison,**
Project Leader,
Information
Services Analyst
Kawasaki Motors Corp.,
U.S.A.

EVOLVING SECURITY TO STAY AHEAD OF THE THREATS

Kawasaki’s U.S. business has been in operation for 40 years, during which time the company’s IT team has seen the threat landscape change dramatically. “Back in the early ‘90s, we didn’t see many virus attacks,” explained Cindy Harrison, project leader and information services analyst at Kawasaki. “But about the time we moved to Lotus Notes for email, an increase was noticeable. We had a well-known antivirus software solution running on our workstations and Novell servers, but we were not getting timely incident reports and virus protection was sometimes causing our email servers to crash. Email was becoming more important to our operations and we knew we needed something that was better integrated with our servers.”



Kawasaki’s IT team went to a trusted partner for advice, and were introduced to Trend Micro technology. For a pilot test, the company deployed a Trend Micro solution on the Lotus Domino servers. In fact, security was so important that Kawasaki maintained the new Trend Micro solution in parallel with the previous solution, allowing them to compare the effectiveness and overall suitability of the solutions within the environment at Kawasaki.

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KEY BENEFITS

- Solution tailored to Kawasaki’s email environment, eliminating server crashes
- Protection from multiple threats at multiple points on the network
- Ease of administration with automatic updates and centralized management
- Highly responsive, personalized service with Trend Micro Premium Support

HIGH-LEVEL PROJECT GOALS

- Improve effectiveness of protection from email-based attacks
- Introduce protection at multiple points in the network
- Minimize administration time and effort required to support security solutions
- Avoid degradations or disruptions to servers and systems supporting sales and distribution

WHY TREND MICRO?

During the trial deployment period, Kawasaki evaluated Trend Micro technology and the company's ability to support its mission-critical operations.

"Trend Micro showed us that they had the right products for our business," added Harrison, "and could also offer us Premium Support services, including a Technical Account Manager. We gained a solution provider that will help us evolve our security solutions and keep ahead of the threats that could severely impact our operations and business."

Kawasaki started with Trend Micro™ ScanMail™ Suite for Lotus™ Domino™, and over the years added other Trend Micro solutions. ScanMail Suite for Lotus Domino, unlike alternative solutions for Domino/Notes, is optimized for high-performance scanning within this server environment. Besides real-time scans for viruses and spyware in email attachments and databases, ScanMail Suite also provides anti-spam and systematic content filtering. Today the company owns a license for the entire NeatSuite Advanced package of solutions. NeatSuite Advanced provides multilayered, multi-threat protection, with products for the Internet gateway, mail server, file servers, and desktops. All of these protection points are managed by Control Manager, Trend Micro's central management console.

SPYWARE PROTECTION

While Kawasaki's need to protect business-critical systems has resulted in strict policies to restrict Web access from desktops on the network, spyware would still be a problem without Trend Micro solutions to ensure the best possible protection. "Trend Micro's built-in spyware protection-in ScanMail [Suite] and OfficeScan solutions—keeps this threat under control," said Harrison. "Trend Micro does a great job of sending out updates, new patterns, and new product releases to help us proactively manage security."

BUSINESS-FRIENDLY UPDATES

New Trend Micro pattern files are automatically distributed within the Kawasaki network—something that is facilitated by the use of Control Manager. "We support a mix of legacy and new applications," said Harrison. "No matter what version of software we are running, our Trend Micro solutions do a great job of protecting our infrastructure."

CORPORATE PROFILE

Kawasaki Motors Corp., U.S.A. Irvine, California (Headquarters)

Kawasaki Motors Corp., U.S.A. (KMC) is a distributor of Kawasaki-branded motorcycles, utility vehicles, all-terrain vehicles, watercraft, and power products. The company is a leader in the power sports industry and maintains regional offices and distribution centers in California, New Jersey, Georgia, Texas, and Michigan.

- **Industry/Vertical** Sales and Distribution
- **Infrastructure** 6 networked sites, plus 50 remote sales offices; 70 servers (Novell, Microsoft Servers, SQL Servers)
- www.kawasaki.com

TREND MICRO PRODUCTS

- **Trend Micro NeatSuite Advanced**
<http://us.trendmicro.com/us/products/enterprise/neatsuite/index.html>
- **Trend Micro ScanMail Suite for Lotus Domino**
<http://us.trendmicro.com/us/products/enterprise/scanmail-for-lotus-domino/index.html>
- **Trend Micro OfficeScan Client/Server Edition**
<http://us.trendmicro.com/us/products/enterprise/officescan-client-server-edition/index.html>



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