



Partner: Trend Micro
Web Site: www.trendmicro.com
Partner Size: 4,200 employees
Country or Region: Japan
Industry: Professional services—
Software engineering

Partner Profile

Founded in 1988 and headquartered in Tokyo, Trend Micro is a pioneer in secure content and threat management, providing award-winning security software, hardware, and services to both consumers and businesses.

Software and Services

- Microsoft Server Product Portfolio
 - Microsoft Exchange Server 2010
- Microsoft Office
 - Microsoft Office Outlook
- Trend Micro ScanMail Suite for Microsoft Exchange
- Trend Micro InterScan Messaging Security Suite
- Trend Micro InterScan Web Security Suite
- Trend Micro Smart Protection Network

For more information about other Microsoft customer successes, please visit: www.microsoft.com/casestudies

Security Solution Helps Protect Messaging Environment with Minimal IT Effort

“For Exchange Server 2007, ScanMail required only half as much time to manage as other leading security products, resulting in the lowest TCO. We’re eager to bring comparable results to Exchange Server 2010.”

David Finger, Global Product Marketing Manager, Trend Micro

Trend Micro updated its ScanMail™ Suite for Microsoft Exchange to support Microsoft® Exchange Server 2010. Now, organizations can upgrade to advanced communication and collaboration technology from Microsoft and help protect it against sophisticated viruses, spyware, spam, phishing attacks, malicious URLs, and other threats with the Trend Micro™ Smart Protection Network™ infrastructure. ScanMail also offers high performance, easy IT management, and a low total cost of ownership.

Business Needs

Trend Micro offers integrated threat management technology to protect operational continuity, personal information, and property from malicious software (also called malware), spam, data leaks, and emerging Web threats.

As a Microsoft® Gold Certified Partner and a participant in the Microsoft Technology Adoption Program (TAP), Trend Micro has for years thoroughly tested releases of Microsoft Exchange Server before their official launch and optimized its security software for them. “Trend Micro is committed to promoting an everyday

world that’s safe for sharing digital information, whether it’s between mom-and-dad consumers or the largest enterprises,” says David Finger, Global Product Marketing Manager at Trend Micro. “Because Exchange Server is such a key platform for communicating and sharing information, we believe that one of our primary jobs is to help keep the platform safe.”

When Trend Micro heard that Microsoft was planning to upgrade Microsoft Exchange Server 2007, the company seized the opportunity to enhance its security products to support the latest release.

Solution

In April 2009, Trend Micro began working with a TAP version of Microsoft Exchange Server 2010 to update its ScanMail™ Suite for Microsoft Exchange product. To protect the Exchange Server 2010 environment, ScanMail helps stop threats at the e-mail server level. These threats include viruses, spyware, spam, phishing attacks, malicious URLs, and other dangerous or inappropriate content. To complement ScanMail with optional protection for Hub Transport servers and Web gateways, Trend Micro also offers InterScan™ Messaging Security Suite and InterScan Web Security Suite.

"By participating in the TAP for Exchange Server 2010, Trend Micro will get its security solutions to market at the right time for our early-adopting customers," says Finger. "With organizations reporting a rise in malware from 25 percent of total e-mail volume a couple of years ago to 39 percent today, this is the time for them to invest in security." Trend Micro will release a beta version of the updated ScanMail Suite in October and expects the official launch to happen in December.

Benefits

By updating ScanMail Suite for Microsoft Exchange to support Exchange Server 2010, Trend Micro provides its customers with a high-performance security solution that brings the power of its Smart Protection Network™ and other security technologies to guard against many types of threats. And because the solution is so easy to manage, it can save IT labor, resulting in a lower total cost of ownership (TCO).

- **High system performance.** The advanced scanning engines in ScanMail are engineered to speed inspection of messages while consuming minimal

system resources. Finger says, "We work closely with Microsoft to make sure our software puts the lightest possible CPU load on the e-mail server." Additionally, ScanMail saves time and processing power by using the Exchange Server antivirus header stamps that signal the security software not to rescan previously inspected e-mail messages.

- **Strong threat protection with real-time updates.** ScanMail includes not only signature files and other automatically downloaded updates, but also immediate access to the Smart Protection Network for up-to-the-minute threat intelligence to stop the latest attacks. With its Web Reputation feature, ScanMail compares URLs in e-mail messages to an online, continually refreshed database of dangerous sites—phishing sites as well as legitimate sites that hackers have contaminated with malicious code. "We've seen a large shift from spam that contains e-mail attachments to spam that contains malicious links," says Finger. "The Web Reputation approach changes the traditional download, or 'push,' protection model into a much more agile lookup, or 'pull,' model." Additionally, the ScanMail AntiSpam engine queries and updates the Smart Protection Network on the latest spam and blended-threat campaigns.

ScanMail also automatically recognizes and deploys within clustered environments. "Exchange Server 2010 streamlines the process of setting up clusters for high availability," says Finger. "ScanMail builds on this improvement with advanced cluster awareness. Now, organizations don't have to worry about forgetting to turn on or update protection

for their backup cluster when the primary e-mail system fails."

- **Simplified security management.** ScanMail is designed with easy IT management in mind. For example, it can integrate with the Microsoft Office Outlook® messaging and collaboration client to deliver spam to the Junk E-Mail folder instead of to a separate quarantine folder. ScanMail also integrates with key Microsoft management technologies that organizations are likely already using, such as Microsoft System Center Operations Manager 2007 and the Microsoft Exchange Server 2010 management pack. Finger says, "When Trend Micro customers upgrade to Exchange Server 2010 and manage it through familiar Microsoft tools, they'll also be able to easily manage ScanMail and obtain security information." However, even with so many management capabilities and options, ScanMail normally requires little administrative effort. "Our customers usually tell us, 'It just works,'" he adds.
- **Reduced IT time, lower TCO.** Finger cites an independent 2008 Osterman Research study comparing IT administration time and TCO for the top four vendors of e-mail server security solutions: "Osterman surveyed e-mail administrators and asked them how much time they spend on typical tasks. For Exchange Server 2007, ScanMail required only half as much time to manage as other leading security products, resulting in the lowest TCO. We're eager to bring comparable results to Exchange Server 2010."