

# Integracon Endorses Trend Micro™ NeatSuite™ for SMB as Premier Business Security Platform

*Integracon is a full-service network integrator in Knoxville, Tennessee, with specialties in LAN/WAN/MAN technologies and wireless solutions. With hundreds of customers in government, healthcare, finance, and other industries, the company provides a broad range of IT services.*

**“Better than anyone else, Trend Micro has kept up with the times. Trend Micro NeatSuite for SMB is perfect for today’s businesses, and offers a much more effective platform for introducing protection at multiple points in the network.”**

— Greg Kill, CEO  
Integracon

## KEY BENEFITS

- **Fast, efficient installation**
- **Centralized security administration and view of all resources for improved IT productivity**
- **All-in-One Integrated Defense at multiple levels in the network for tightened security**

Experience has shown Integracon that businesses and organizations often embrace IT innovations without considering or realizing the inherent risks. Integracon helps its clients avoid the pitfalls and business liabilities that arise as new threats and technologies evolve.



### The Business of Securing Organizational Data

Integracon provides tailored security solutions through its enterprise information risk management line of service—IntegraSecure Services. These services evolved in recognition of the greatest challenge facing today’s IT professionals: securing organizational data. For about five years, Integracon has been exclusively reselling Trend Micro security solutions. Prior to that, the company recommended an antivirus solution from another vendor.

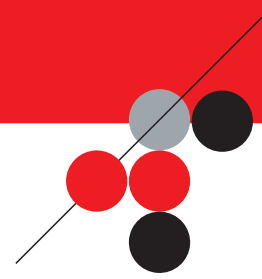
“An engineer in my organization suggested that we switch to Trend Micro security solutions,” explained Greg Kill, CEO of Integracon. “To check it out, I installed it at a customer site. The 50-user network would have required about eight hours for installing the antivirus software we had been using. With the Trend Micro software, I had it running in 15 minutes. The central console showed me the state of everything on the network. That day, I stopped selling the other software and became an exclusive Trend Micro reseller.”

### Painless Migration to a Worry-Free Platform

Today, Integracon routinely encourages new clients to adopt Trend Micro NeatSuite for SMB. The security suite enables installation of an all-in-one integrated defense. NeatSuite provides Integracon customers with a centralized view of their entire infrastructure and protection from viruses, spyware, phishing, spam, and other threats to productivity and business continuity. “Better than anyone else, Trend Micro has kept up with the times,” said Kill. “They aggressively fight threats as they emerge and make it easy for us to keep our clients up to date. Trend Micro NeatSuite for SMB is perfect for today’s businesses, and offers a much more effective platform for introducing protection at multiple points in the network.”

### Winning Over the Competition’s Customers

One Integracon customer was hesitant to move away from the antivirus solution they had used for years. When a particularly devastating attack took their network down for six hours, they finally agreed to Integracon’s recommendation. “Trend Micro NeatSuite for SMB works better than other solutions,” stated Kill. “We don’t have to go back and tune it or tweak it. One of our customers was worried that he wouldn’t know how to deal with the Trend Micro software because he was so entrenched with another vendor. What he discovered was that he didn’t HAVE to know the Trend Micro software. We installed it and now he focuses on his business versus security. We both know his business has much more than just antivirus protection today.”



### Comprehensive Weapons for Eliminating Vulnerabilities

Trend Micro NeatSuite software sells itself—Integracon routinely installs Trend Micro solutions to show customers where they are vulnerable. Kill said, “Many businesses think they are protected because they have an antivirus solution installed on the desktops. By installing Trend Micro NeatSuite for SMB, we show them the viruses, spyware, and other malware on their networks—all previously undetected. The Trend Micro NeatSuite architecture, with protection built into desktops, servers, gateways, and beyond, gives us confidence that we are providing superior coverage to our clients.”

### Non-Intrusive, Easy-to-Learn Solution

“The Trend Micro solutions get the job done without bringing systems to their knees,” said Kill. “With other scan engines, a high percentage of CPU cycles can be consumed during a scan. The Trend Micro solutions are never this intrusive—I don’t worry that customers will complain about Trend Micro solutions taking over their network and system resources.”

Trend Micro NeatSuite for SMB gives Integracon engineers a single user interface for multiple levels of protection. Previous solutions required that they learn and stay up to date with numerous installation, configuration, and management procedures. The Trend Micro centralized administration capability also saves time for Integracon, allowing many customer issues to be addressed remotely.

### Flexible Customer Options

For those customers that do not require the entire Trend Micro NeatSuite for SMB functionality, Integracon also resells Trend Micro Client Server Messaging Security for SMB, and Trend Micro Spam Prevention Solution. Trend Micro gives Integracon the flexibility to deliver whatever solution best suits each customer, while simplifying installation and integration.

“I used to say that there are two pieces of software that never work the way they are supposed to—backup and antivirus,” summarized Kill. “After years of working with Trend Micro, it’s just the job of backups that remains the bane of my existence. We are totally sold on Trend Micro security.”

***“The Trend Micro NeatSuite architecture, with protection built into desktops, servers, gateways, and beyond, gives us confidence that we are providing superior coverage to our clients.”***

— Greg Kill, CEO  
Integracon

### TREND MICRO PRODUCTS

#### Trend Micro™ NeatSuite™ for SMB

<http://www.trendmicro.com/en/products/suites/neatsuite-smb/evaluate/overview.htm>

#### Trend Micro™ Client Server Messaging Security for SMB

<http://www.trendmicro.com/en/products/suites/csm-smb-suite/evaluate/overview.htm>

#### Trend Micro™ Spam Prevention Solution

<http://www.trendmicro.com/en/products/gateway/spam/evaluate/overview.htm>

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

#### Trend Micro Inc.

10101 N. De Anza Blvd.  
Cupertino, CA 95014, USA  
toll free: 1+800-228-5651  
phone: 1+408-257-1500  
fax: 1+408-257-2003  
[www.trendmicro.com](http://www.trendmicro.com)

