

# Sago Networks Partners with Trend Micro™ to Protect Assets and Expand Portfolio of Managed Security Services

Sago Networks is a full-service IT and Internet Solutions provider, with an expanding portfolio of managed services, IT solutions, data center hosting facilities, and custom solutions. The company builds in security to its three data centers and networks, and must also give customers a broad range of end-to-end security solution choices.



**SAGO NETWORKS**  
The Internet Solutions Company

## CHOOSING A SECURITY SOLUTION PARTNER

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— Jonathan Cox,  
Managed Services CIO  
Sago Networks

Sago Networks has an impressive history of growth through acquisitions and partnerships. With its latest alliance, Sago Networks has teamed up with NKS and Ascend ERP Solutions to expand its position as the leading independent industrial IT service provider in the Southeast. Sago Networks' technology and facilities have also grown rapidly to meet the needs of its customers. When the company moved from open source to an industry-standard Microsoft platform, they looked for the right security technology provider to protect in-house assets and to help them deliver world-class solutions to their customers.



“Our choice of a security vendor was based on functionality, market share, ease of management, and ultimately ROI,” said Jonathan Cox, Managed Services CIO of Sago Networks. “We had to address a broad range of needs, spanning our data centers and managed services as well as the residential customers that rely on us as their Internet service provider. We also have to protect all platforms including Linux, Windows, Macintosh, and mobile devices. We chose Trend Micro because they stood out from the rest in terms of offering a breadth of solutions for a provider in the hosted technology market. They help us offer robust, well-rounded solutions that can meet all levels of the industry we serve.”

## KEY BENEFITS

- **Broad portfolio of solutions.** The right functionality and price points meet the needs of home and home office, SMB, and enterprise customers.
- **Flexible licensing.** Trend Micro partners with service providers to tailor solutions for the reseller's market and business model.
- **Rapid time to protection.** In-the-cloud threat intelligence provides real-time blocking of web, email, and blended threats.
- **Less complexity.** Centrally managed security solutions enable profitable managed services.

## MINIMIZING RISKS—IN-HOUSE AND FOR CUSTOMERS

Protecting its own data centers is essential to Sago Networks' managed services and hosting businesses. “We provide services in major commercial markets including healthcare and we are a vital hub on the Internet for providing content,” said Cox. “We have to constantly

look for ways to lower risks and protect content assets from the growing threat of Internet scams. As often happens during a tough economy, crime is on the rise and we require security solutions that can lower those risks and rapidly respond to security threats as they emerge. Trend Micro Enterprise Security helps us practice what we preach, with an integrated suite of solutions that protects the mission-critical assets in our data centers.”

To protect its business, Sago Networks has chosen Trend Micro Enterprise Security solutions including:

- PC and File Server Protection: Trend Micro OfficeScan™ Client/Server Edition
- Corporate Email Server Protection: Trend Micro ScanMail™ for Microsoft Exchange
- Anti-Spam and Email Protection: Trend Micro InterScan™ Messaging Hosted Security

Sago Networks has also licensed the rights to resell the complete Trend Micro solution portfolio, including home and home office solutions, small and medium business solutions, and enterprise solutions. “Trend Micro not only offers the right products at the right price points, but has enabled us to tailor product structures and bundled solutions that suit our reseller business model,” said Cox. “The breadth of the Trend Micro offering, both horizontal and vertical, was key to our selection. As a partner, they give us the same flexibility for managed services that our customers have come to expect from us in the telecommunications business. Today, we can offer flexible licensing models that let our customers ‘true up’ and ‘true down’ on a quarterly basis. ROI was obviously key, and we are confident that Trend Micro solutions fit our service pricing models and also help us keep our operating costs under control with solutions that enable very efficient, centralized management and administration.”

## STRATEGIC ALIGNMENT FOR THE FUTURE

Powered by the Trend Micro Smart Protection Network™, Trend Micro security solutions give extensive in-the-cloud protection to Sago Networks and its customers. “We are launching hosted services this month, and we are partnering with Trend Micro on this business-critical cloud-computing model,” said Cox. “Trend Micro InterScan Messaging Hosted Security protects our own organization from spam and other email threats, and will soon be part of our hosted computing solutions. This product and the Trend Micro web, email, and file reputation technologies show us that Trend Micro understands the value of in-the-cloud protection. Our companies are well aligned to evolve security as an integral part of managed and hosted services.”

Sago Networks takes advantage of the Trend Micro solutions portfolio for Internet service providers, application service providers, managed service providers, and telecommunications service providers (SPs). The Trend Micro SP solutions help providers like Sago Networks identify opportunities for high-value service upsell, and builds strong partnerships based on complementary business models and consultative service delivery.

## CORPORATE PROFILE

### Sago Networks Tampa, Florida

Sago Networks was founded as an alternative to the telephone and cable company monopolies and inefficient Internet companies. Its mission is to be a one-stop shop for all IT services needs, including data center hosting and custom telecommunications. From its headquarters in Tampa and offices in Miami and Atlanta, Sago Networks has implemented rapidly deployable, high-speed fiber and wireless networks that can meet the capacity needs of the largest Internet companies. Sago Networks has also grown to be the largest hosting company in the southeast U.S. With personal service, scalable enterprise configurations, and compliance with the strictest government accreditations, Sago Networks has served business, education, military, and local government needs for over 12 years.

- **Industry/Vertical** IT Services
- **Employees** More than 300
- **Infrastructure** 3 data centers, 8,000 systems each; 10 GigE metro fiber backhaul
- [www.sagonetworks.com](http://www.sagonetworks.com)

## TREND MICRO PRODUCTS

- **Trend Micro Home and Home Office Solutions**  
<http://us.trendmicro.com/us/home/home-user/>
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