

Service Provider Chooses Trend Micro™ Worry-Free™ Business Security Solutions for Simple, Scalable Security

Maxis Networks is a quality provider of WAN and LAN networking, network security, voice over IP telephony, and server and PC solutions. Secure, reliable data protection is considered a critical element of each customer's business continuity and disaster recovery planning.

SECURITY SERVICES FOR TODAY'S BUSINESS CUSTOMERS

“We are very happy that Trend Micro gives us the choice of on-site or hosted security solutions, and appreciate that the complete Worry-Free Business Security offering keeps things simple.”

— Chris Ghosio, CEO
Maxis Networks, Inc.

The experts at Maxis Networks believe that a viable security solution must encompass much more than just antivirus protection or a firewall. They offer customers scalable solutions to secure any environment, and choose technology partners that allow them to provide proactive services.

“Maxis Networks exclusively resells Trend Micro security solutions,” said Chris Ghosio, CEO, Maxis Networks. “We have been a long-time Trend Micro advocate. In the small and medium business market, Trend Micro keeps it simple with an all-in-one package. All of our customers are protected with Trend Micro solutions, and not a day goes by that we don't see threat activity that is being blocked.”



KEY BENEFITS

- **Safer.** Web, email and file reputation technologies help to protect quickly and URL filtering blocks access to risky or unproductive websites.
- **Smarter.** Hosted solutions block threats before they can reach your business.
- **Simpler.** Easy to install and deploy.
- **Service-provider friendly.** Choice of easy dashboard with traffic-light status, Microsoft consoles, or Worry-Free™ Remote Manager for managing the installed base.

HOSTED SOLUTIONS EXTEND LIFE OF INFRASTRUCTURE

Worry-Free Business Security Standard and Advanced are the solutions of choice for more than 90% of Maxis Networks customers. The Standard edition stops viruses, spyware, and web threats before they impact businesses. For businesses that also need email security, the Advanced version adds Trend Micro™ Hosted Email Security to block spam and other email threats. Powered by the Trend Micro™ Smart Protection Network™ technology, Worry-Free Business Security detects threats faster and constantly updates protection without slowing system performance. Maxis Networks enjoys a zero-administration, cost-effective solution for its managed services business.

Since an increasing number of customers have remote and mobile workers, Maxis Networks must be able to ensure security even when systems are not connected to the in-office network or a VPN. “Trend Micro Worry-Free Business Security Hosted extends security to those systems that are out of the office more than they are in,” said Ghosio. “Without the hosted solution, it would be more difficult to support remote users. Worry-Free Business Security Hosted protects the remote users and gives us visibility over all of the customers’ systems without having to require our customers to invest in additional infrastructure. The hosted solution is much easier to sell—customers appreciate that there is less to manage, and see it as a great benefit.”

Maxis Networks was one of the first resellers to take advantage of Hosted Email Security, and therefore learned that hosted security solutions benefit its customers as well as its own bottom line. “All of our customers that we have moved to Trend Micro hosted solutions end up renewing with us,” explained Ghosio. “We are very happy that Trend Micro gives us the choice of on-site or hosted security solutions, and appreciate that the complete Worry-Free Business Security offering keeps things simple.”

Worry-Free™ Remote Manager gives the service provider a single login for managing Worry-Free Business Security Standard and Advanced, and Hosted Email Security customers. At-a-glance views make it easy to monitor real-time status and proactively support the entire installed base.

SAFER AND SMARTER BUSINESS ENVIRONMENTS

Hosted security solutions are automatically and continually updated and optimized by Trend Micro security experts. The latest Worry-Free Business Security 6.0 release also helps Maxis Networks make business environments safer for its customers. “The all-in-one Worry-Free Business Security solution helps us sell our services with features that clearly increase protection for businesses,” said Ghosio. “We are excited about the latest release, which adds URL filtering and USB device control. These are huge benefits for our customers and our business. Bundled into Worry-Free Business Security, the extra features allow small and medium businesses to avoid costly add-on appliances and products.”

Worry-Free Business Security also makes sense for small businesses that are resource restricted. Hosted solutions and the cloud-client architecture block threats before they reach customer networks. “Hosted solutions like Hosted Email Security and Worry-Free Business Security Services minimize the load on customer networks,” said Ghosio. “Pre-scanning email and keeping spam off Internet connections and systems is a smarter approach for today’s businesses. Their servers don’t have to spend all day deflecting spam, and the hosted protection increases security without any additional burden on the business. Hosted email security and hosted endpoint security just make sense.”

CORPORATE PROFILE

Maxis Networks, Inc. Winter Park, Florida

Maxis Networks, Inc. delivers comprehensive, dependable, and cost-effective IT solutions with on-site support services tailored to each client’s special needs and budget. The company provides complete solutions, effective tools, and training to make technology work for businesses. Maxis Networks is a quality provider of WAN and LAN networking, network security, voice over IP telephony, and server and PC solutions.

- **Industry/Vertical** IT Services
- **Employees** 8
- **Infrastructure** Typical customers:
100 to 1000 PCs
(small and medium businesses)
- www.maxisnetworks.com

TREND MICRO PRODUCTS

- **Trend Micro Worry-Free Business Security (Standard, Advanced, and Services)**
<http://us.trendmicro.com/us/products/sb/worry-free-business-security/index.html>
- **Trend Micro Hosted Email Security**
<http://www.trendmicro.com/emailservices>
- **Trend Micro Worry-Free Remote Manager**
<http://www.trendmicro.com/wfrm>
- **Trend Micro Smart Protection Network**
<http://www.smartprotectionnetwork.com>



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