

IT Services Company Gives SMBs Robust, Transparent Security with Trend Micro™ Worry-Free Solutions

Attainity, LLC provides complete IT services and consulting to small- and medium-sized businesses (SMBs) in Southern California. Clients rely on the experts at Attainity to deploy and manage technology tailored for SMBs and engineered to minimize the total cost of ownership while maximizing protection of systems and the network.

SECURITY THAT IS EFFECTIVE AND TRANSPARENT

“What I really like best is that we install it, configure it, and forget about it. We rely on Trend Micro™ Client Server Messaging Security to notify us of any issues. We’re more profitable and can offer our clients excellent total cost of ownership with very competitive support contracts.”

— Al Eriksson, President,
Attainity, LLC
San Clemente,
California

With SMB clients in medical, financial, and other industries, Attainity must recommend, deploy, and manage security solutions that protect vital systems and network resources.

“Besides being extremely effective at protecting our clients from attacks, security solutions must be unobtrusive,” said Al Eriksson, president of Attainity. “Our clients don’t want to have to be experts in security. They just want to know that they are protected. All action should be carried out by our administrators, and our clients should be able to remain focused on their work.”



When other vendors’ solutions were failing in terms of protection, ease of use, and transparency, Attainity looked for a new security platform for its clients.

BROAD-SPECTRUM PROTECTION

Attainity participates in local professional associations, and heard accolades for Trend Micro™ Worry-Free™ Security within this community of professionals. At one group meeting, a Trend Micro representative visited and demonstrated the company’s products. “Trend Micro essentially welcomed us with open arms,” said Eriksson, “They made it so easy to try out the products in our test environment and offered us all the assistance we needed to learn about the Trend Micro solutions. This level of support was not extended just to get our business—it has continued over the last few years since we switched to Trend Micro Worry-Free solutions. We have a great working relationship with them.”

KEY BENEFITS

- **User transparency.** No impact on clients.
- **Comprehensive protection.** Detects viruses, spyware, spam, and other email, web, and blended threats.
- **Ease of management.** Set it and forget it operation, for low cost of ownership.
- **Excellent reseller support.** Information, education, and trial software accelerate learning and simplify deployment.

Today, Attainity exclusively recommends and deploys Trend Micro Client Server Messaging Security for SMB for its clients. Initially, the team relied on the solution for protection from viruses and spam; today, the integrated anti-spyware protection adds another layer of protection against web threats to client networks. A proponent of multi-vendor solutions, Attainity also values the ease of integrating Trend Micro solutions in environments that include other products and appliances.

“Client Server Messaging Security dovetails very nicely with other vendors’ solutions and works flawlessly,” said Eriksson. “Before we used it, attacks crippled PCs or servers. Now, we’re notified of any attacks and the Trend Micro software has always successfully pulled viruses and malware off of systems and networks before the users were impacted. It has kept our clients very happy with the level of protection they are getting—it’s a great product.”

EASE OF DEPLOYMENT AND DAY-TO-DAY MANAGEMENT

With the help of the Client Server Messaging Security graphical user interface (GUI) and Worry-Free Remote Manager, Attainity has been able to minimize the amount of time required for managing security. Worry-Free Remote Manager provides a centralized tool for managing security for Attainity’s clients. The at-a-glance screens and intuitive GUI make it fast and easy to check on status, and typically require no action on the part of Attainity’s team.

“What I really like best is that we can install it, configure it, and forget about it,” said Eriksson. “We rely on Trend Micro Client Server Messaging Security to notify us of any issues. It doesn’t take a lot of our time, and it doesn’t impact our clients in terms of requiring their time. It just works well. And that means that we’re more profitable and can offer our clients excellent total cost of ownership with very competitive support contracts.”

EXCELLENT RESELLER SUPPORT

“Besides giving us the products and quality that we need for our type of clients, Trend Micro has always been very open to our feedback,” said Eriksson. “It’s surprising how well they listen to a small company like ours. We have a great working relationship and they listen to our recommendations and ideas. The willingness to truly partner with us—we’ve never seen anything like it. We’re delighted with the company as a whole.”

CORPORATE PROFILE

Attainity, LLC
San Clemente, California

Attainity sees information technology as part of an overall business strategy used to attain or achieve a company’s goals. Attainity consultants are keenly adept at using business intelligence, technology, and years of experience to address issues and provide solutions that can improve the bottom line. Projects span assessment, planning, design, implementation, and results evaluations. Services also include ongoing support and monitoring.

- **Industry/Vertical** IT Services and Consulting
- **Employees** 3
- **Infrastructure** 25 client sites; each with an average of 10–20 desktops, 1–2 servers
- www.attainity.com

TREND MICRO PRODUCTS

- **Trend Micro Client Server Messaging Security for SMB**
<http://us.trendmicro.com/us/products/sb/client-server-messaging-for-smb/index.html>
- **Trend Micro Worry-Free Remote Manager**
<http://www.trendmicro.com/wfrm>



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