



# National Food Redistributor Adopts Trend Micro™ Enterprise Protection Strategy to Protect Its Supply Chain

*Dot Foods introduced the innovative redistribution model to the foodservice industry in 1960. Today, the company remains an industry leader by creatively combining technology and market innovation to serve its extensive supply chain. Comprehensive security technology protects the company's nationwide operations and provides a safe, highly available environment for ecommerce and other vital facets of the business.*

**“Trend Micro™  
Enterprise Protection  
Strategy gives us  
superior protection  
from a broad range  
of threats—with  
products that are  
clearly designed  
for an enterprise  
environment.”**

— Eric Ellerman,  
Network Manager,  
IT, Dot Foods

## Dealing with the Complexities of an Extensive Infrastructure

Dot Foods has always relied on technology and creative business models to set itself apart in a very competitive industry. The company has developed a supply chain that emphasizes efficiency, helping its customers gain the most value while keeping costs low. Dot Foods has built its reputation on solving difficult business problems such as offering the broadest choice of products, letting customers mix and match food and non-food products in each order, and being flexible enough to accept orders with no set minimums per product. Designed to protect profitability for all parties, the company's national distribution network provides high levels of service with response times as low as 48 hours.



The infrastructure that powers the company depends on leading-edge technologies to enable this agility while scaling to keep pace with company growth. To protect its mission-critical systems and networks, Dot has introduced antivirus protection and subsequent defenses in response to the threats that have emerged over the years. “We started with one solution to protect desktops and file servers from viruses, then added a second for our email servers,” explained Eric Ellerman, network manager for Dot Foods. “A third vendor provided us with gateway protection, and defense against spam. It was getting very complicated to support the different vendors' solutions, and when we realized we needed to address spyware and adware, we couldn't tolerate yet another vendor and the additional work for our support team.”

## KEY BENEFITS

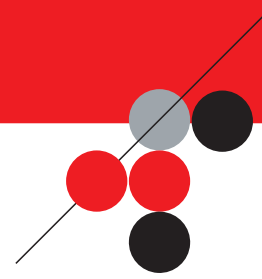
- Eliminate “invisible” systems, with centralized, real-time monitoring and reporting that include 100% of desktops and servers
- Provide IT with a single set of support tools
- Ensure that all solutions are part of an enterprise-class framework that can scale and extend as the company grows or threats change
- Deploy comprehensive, multi-threat protection that extends to all gateways, servers, and desktops
- Reduce the cost and complexity of organization-wide security

## High-Level Project Goals

- Ensure protection of 100% of systems against spam, malware, and Web-based threats such as spyware
- Simplify the installation, management, and support of security solutions
- Design an overall security solution that inserts protection at multiple points in the network
- Gain consolidated security monitoring and reporting across the entire infrastructure

## Why Trend Micro?

Having added multiple products from multiple vendors over the years, one of the main challenges became efficiently managing company-wide security and keeping all systems current with the latest software and pattern updates. Another challenge was being able to enhance its defense, even as threats continued to evolve. Trend Micro Enterprise Protection Strategy assisted the company in overcoming both challenges. By delivering an intelligent framework for deploying and integrating the necessary security technologies, products, and service, Enterprise Protection Strategy helped Dot Foods build an efficient and easily managed environment today, with the ability to expand to meet future needs. With tightly integrated, centrally managed security, the company also gained the ability to guard every network endpoint.



"Our previous solutions included a variety of support tools, but it was cumbersome to use them," said Ellerman. "As soon as we switched to Trend Micro, we immediately identified many systems that were out of date—systems that had not shown up using our previous tools. Trend Micro's centralized reporting is very effective and gives us the tools we need to be successful in maintaining the critical IT infrastructure for our company and our customers."

### A Smooth Phased Deployment

Removing the previous solutions and installing new Trend Micro solutions was carried out in phases. The current solution includes:

- Trend Micro™ OfficeScan™ Client/Server Edition for protecting desktops and file servers from malware
- ScanMail™ Suite for Microsoft® Exchange to secure the email servers
- InterScan™ Messaging Security Appliance to guard the gateway and block spam and other email threats before entering the network
- Trend Micro Control Manager™ for centralized management

"We were very impressed with the help we got from Trend Micro sales and engineering teams," explained Ellerman. "We were used to software vendors that sent us software and wished us luck—Trend Micro was clearly motivated to help us succeed and they were there to provide all the information we needed to make sure our network-wide deployment went smoothly and met all of our requirements."

### An Enterprise-Class Solution

The Trend Micro solutions deployed at Dot Foods give the company an integrated, centralized platform for protecting the organization and maintaining business continuity. Excellent customer service and fast deliveries are essential company differentiators, and any attack that impairs these systems would severely impact the business. Ellerman said, "Trend Micro Enterprise Protection Strategy gives us superior protection from a broad range of threats—with products that are designed for the enterprise environment. At the same time, we have gained an integrated Web-based console that provides a real-time view of our entire infrastructure and its security status."

Trend Micro scanning tools proved invaluable in helping Dot Foods confirm that 100% of its systems show up in status reports. "Before, we were operating without visibility for roughly 20% of our systems during security scans," noted Ellerman. "This left us very vulnerable, with no way to find systems that were out of date. Trend Micro has significantly improved our protection, showing us every system that requires attention and automating the updates going forward. As an additional bonus, consolidating vendors and moving to Trend Micro has not only improved security, it has dramatically reduced complexity and cost."

### Corporate Profile

**Dot Foods, Inc.** • Mt. Sterling, Illinois • [www.dotfoods.com](http://www.dotfoods.com)

Dot Foods developed the redistribution concept in the foodservice industry, selling to distributors only and not to the foodservice operators. Since 1960, Dot Foods has been delivering food products quickly and reliably from manufacturers to distributors all across the U.S. As the industry leader today, Dot Foods brings distributors the largest selection of products of any foodservice redistributors—more than 60,000 quality products from 600 food industry manufacturers.

**Industry/Vertical:** Foodservice Redistributor • **Infrastructure:** 8 networked sites, and a supply chain that connects more than 600 food chain manufacturers to more than 3,300 distributors.

## TREND MICRO PRODUCTS

**Trend Micro Enterprise Protection Strategy**  
<http://www.trendmicro.com/en/products/eps/eps/evaluate/overview.htm>

**Trend Micro OfficeScan Client/Server Edition**  
<http://www.trendmicro.com/en/products/desktop/osce/evaluate/overview.htm>

**Trend Micro ScanMail Suite for Microsoft Exchange**  
<http://www.trendmicro.com/en/products/email/smex/evaluate/overview.htm>

**Trend Micro InterScan Messaging Security Appliance**  
<http://us.trendmicro.com/us/products/enterprise/inter-scan-messaging-security-appliance/>

**Trend Micro Control Manager**  
<http://www.trendmicro.com/en/products/management/tmcm/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, visit our Web site at [www.trendmicro.com](http://www.trendmicro.com).

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