

# Schumacher® Electric Chooses Trend Micro™ Hosted Email Security for Inbound and Outbound Email Security

Schumacher Electric is famous for its superior products for the global automotive aftermarket industry, and its never-ending commitment to exceptional customer service. The company's standards of excellence apply to its in-house infrastructure, which includes best-in-class security solutions to ensure protection of corporate and customer digital assets and communications.

## COMMITMENT TO EXCELLENCE

“Today, we can operate with a bonded T1 3Mbps connection, thanks to the Trend Micro hosted email solution. Without it, we would need another leased line, and that would increase our costs by \$1000 per month.”

— Chris Hadsall,  
IT Director  
Schumacher Electric

The CEO of Schumacher Electric, Don Schumacher, manages his automotive aftermarket product business with the same passion that made him a legend in drag racing. He insists on a “top-notch team, the highest quality, and the latest technology.” For more than 60 years, this philosophy has resulted in a winning strategy in the company's markets.



Within the IT department, the Schumacher Electric team similarly strives to keep its technology infrastructure in top condition. Protecting employees and systems from email and web threats requires a multilayered approach. “We have always used Trend Micro security solutions for lots of reasons,” said Chris Hadsall, IT director at Schumacher Electric. “Trend Micro solutions have a smaller footprint and they do the job we need, but it always comes down to value. Other solutions are more expensive.”

## KEY BENEFITS

- **Regained bandwidth.** Blocks up to 99% of spam before it can impact network resources.
- **Easy start up.** No additional on-site hardware or software to deploy.
- **Comprehensive protection.** Inbound scanning blocks spam, viruses, phishing, and spyware; outbound content filtering enables compliance and blocks inappropriate content.
- **Zero administration.** All maintenance such as updates, hot fixes, patches, and tuning done by Trend Micro.

## LOW MAINTENANCE, NO HARDWARE

When corporate policies required more stringent filtering and protection of email communications, Schumacher Electric evaluated options for adding an extra layer of messaging security. Endpoints and email servers were already being protected by Trend Micro solutions (OfficeScan™ and ScanMail™ Suite for Microsoft™ Exchange) and the Trend Micro hosted email security service proved to be the best solution for their email problems. “Our top priority was cutting down on inbound spam, to conserve bandwidth and avoid user inconvenience, but we also needed to filter emails and block inappropriate content to avoid liability and to comply with industry guidelines,” said Hadsall. “Trend Micro

Hosted Email Security has met all of our requirements, and the hosted solution avoids the headaches of adding and managing server hardware.”

ScanMail Suite is still in place to filter internal emails. The new layer of inbound/outbound messaging security is hosted by Trend Micro and eliminates the need for any additional on-site servers or software that must be managed by Schumacher Electric. All updates, optimizations, and enhancements are carried out by Trend Micro and transparently introduced to the service. Powered by the Trend Micro™ Smart Protection Network™, Hosted Email Security takes advantage of in-the-cloud correlated threat intelligence to stop threats before they reach customers. Hosted Email Security gives IT the ability to filter inbound and outbound email traffic, and provides granular access and control for increased spam blocking effectiveness. This results in lower false positives, and therefore less inconvenience to users and fewer calls to IT for help. Schumacher Electric also takes advantage of the built-in content filtering capabilities to help enforce compliance by detecting and blocking emails with inappropriate content.

## SOLUTION TO THE SPAM PROBLEM

Like many companies, Schumacher Electric carefully monitors Internet connections since productivity can be severely impacted when there is not enough bandwidth available to users. “The biggest plus with the hosted solution is due to the effective spam blocking rates,” said Hadsall. “Hosted Email Security blocks spam before it hits our gateway. We have regained 60 to 70% of the bandwidth on our Internet connections by reducing spam. Our employees extensively depend on web access and VPNs, which both require adequate bandwidth. Today, we can operate with a bonded T1 3Mbps connection, thanks to the Trend Micro hosted email solution. Without it, we would need another leased line, and that would increase our costs by \$1000 per month. The hosted service more than pays for itself.”

## BENEFITS OF HOSTED SECURITY

Schumacher Electric benefits from the simplicity of hosted security services. “With the hosted solution, I don’t have to worry about email security,” said Hadsall. “Before, I used to get calls on Saturday and have to go in to work to deal with email issues. Now, I can check on Hosted Email Security from anywhere—without a VPN. That is a big plus. And Trend Micro takes care of all updates and optimizations. The console is easy to use and I can quickly check to see what is being quarantined. For things like security, hosted is the way to go. Hosted Email Security avoids additional hardware costs as well as the expense of managing the hardware and the software. You still have the granular control that you need to set up policies, but you don’t need a dedicated security expert focused on the solution every day.”

## CORPORATE PROFILE

### Schumacher Electric Corporation Mount Prospect, Illinois

Since 1947, Schumacher Electric Corporation has set standards of excellence, quality, and innovation in the automotive aftermarket industry. The company manufactures power conversion products including leading-edge linear and micro-processor-controlled charging technologies and a full range of battery charging equipment, jump starters, power inverters, portable power sources, and testers.

- **Industry/Vertical** Manufacturing/Automotive Aftermarket
- **Email Accounts** 240
- **Infrastructure** 240 PCs; 20 servers; intranet connection to plant in Mexico
- [www.batterychargers.com](http://www.batterychargers.com)

## TREND MICRO PRODUCTS

- **Trend Micro Hosted Email Security**  
<http://www.trendmicro.com/emailservices>
- **Trend Micro ScanMail Suite for Microsoft Exchange**  
<http://us.trendmicro.com/us/products/enterprise/scanmail-for-microsoft-exchange/index.html>
- **Trend Micro OfficeScan Client-Server Suite**  
<http://us.trendmicro.com/us/products/enterprise/officescan-client-server-edition/index.html>
- **Trend Micro Smart Protection Network**  
<http://www.smartprotectionnetwork.com>



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