

Trend Micro Worry-Free™ Security Gives ACP “Set It and Forget It” Solutions for SMB Customers

ACP, Inc. must keep up with rapidly changing and increasingly complex technology to help clients be more profitable and productive. Secure, reliable, and flexible services have established ACP as an innovator and market leader, and have been made possible by partnerships with prestigious technology providers.



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“For SMBs, we need a solution that is easy to set up and maintain. Trend Micro™ Client Server Messaging Security for SMB fits the need perfectly—we can set it and forget it and give our clients a comprehensive security solution.”

— Sean Rice, Director of Sales and Marketing, ACP
Irondale, Alabama

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KEY BENEFITS

- **All-in-one integrated defense.** Users are protected from viruses, spyware, phishing, spam, and inappropriate content.
- **User transparency.** The solution is invisible to users, with no intervention required and low performance impact
- **Zero administration.** ‘Set it and forget it’ operation makes it cost-effective for IT service providers.
- **Automatic threat prevention and remediation.** Fast and effective protection and cleanup keep systems running smoothly.

AN IT SERVICES PIONEER

Since its founding in 1995, ACP has achieved industry-leading excellence by focusing on innovation and building partnerships with the market leaders. The company has achieved the elite status of Microsoft™ Gold Member Partner in multiple competencies. “We started our business before a lot of organizations had email,” said Sean Rice, director of sales and marketing at ACP. “When we started deploying Exchange servers, we took the advice of Microsoft and chose Trend Micro security for those installations. At that time, Trend Micro had ‘THE’ antivirus product for Exchange. Since then, I have not seen any other security company get new patterns and enhancements out faster than Trend Micro. As a result, no major outbreaks have hit our customers in the eight years that we have been a Trend Micro reseller.”



TAILORED FOR TODAY’S BUSINESSES

The ACP customer base ranges from small and medium businesses (SMBs) with only a handful of PCs to enterprises that have as many as 20,000 PCs. These businesses also vary in terms of vertical markets, requiring the ACP team to remain expert in services and solutions that can be tailored to a broad range of environments.

“The Trend Micro SMB and enterprise solutions are very well tailored to the different needs of our customers,” explained Rice. “Trend Micro is a technology leader. Their solutions offer enterprise-class protection as well as the simplicity required for SMBs. We exclusively recommend Trend Micro for anti-virus and anti-malware solutions.”

WORRY-FREE SIMPLICITY FOR SMBS

The biggest threats facing ACP clients today involve spyware and phishing attacks. Even the smallest businesses need protection from these and the full range of potential threats that can threaten business continuity, compromise data assets, and introduce inappropriate content into the workplace. However, SMBs don't have the resources required for enterprise-class products and demand solutions that are virtually invisible on small networks of systems.

"For SMBs, we need a solution that is easy to set up and maintain," said Rice. "Trend Micro™ Client Server Messaging Security for SMB fits the need perfectly—we can set it and forget it and give our clients a comprehensive security solution. This single product gives us a solution for whatever the small businesses are using—PCs, laptops, Exchange email servers, Windows™ file servers, and Small Business Servers."

Trend Micro Client Server Messaging Security lets ACP deliver solutions that are user transparent. Ongoing management is simplified since comprehensive security is available with one product. Customers gain malware, spyware, and spam protection and ACP can take advantage of a single centralized Web-based Security Dashboard to monitor and manage protection from all Web threats. Rice said, "I can see why Trend Micro has been successful in this market—they give SMBs the functionality of a large enterprise solution but in a package that makes sense for smaller environments. For us, it's also a very simple and therefore cost-effective solution—as long as the customer buys updates, there is very little effort required to manage the product on an on-going basis."

NUMBER-ONE PARTNER

The relationship with Trend Micro has given ACP access to the security knowledge base they need to remain a market leader. "Trend Micro is by far our number-one partner—we have enjoyed a great working relationship over the years," said Rice. "We've invested in Trend Micro because they have invested in us—they work with us and are very responsive to us. We have a lot of partners, but we don't have this level of cohesiveness with anyone else. Trend Micro knows how to run a partner program and it continues to be very important to our company."

CORPORATE PROFILE

ACP, Inc.
Irondale, Alabama

ACP, Inc. has been providing system integration and consulting services to companies in the Southeast since 1995. As a Microsoft Gold Certified Partner, the highest designation from Microsoft, ACP experts are versed in the latest applications and development tools. ACP helps clients access the secure information they need any time, any place, from any device and help unite employees, customers, and suppliers through seamless integration of their business applications.

- **Industry/Vertical** IT Services
- **Employees** 15–20 consultants
- **Infrastructure** Customers range from SMBs (5 PCs) to enterprises (20,000 PCs)

• www.acp-inc.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>



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