

The top pick for host/client security

BY FRANK OHLHORST

For Channel Insider's top 10 best products of 2008, Senior Technology Editor Frank Ohlhorst looked back at more than 200 products he reviewed throughout the year and weighed them for innovation, functionality, up-sell and value-add service opportunities and market potential. The result is this top 10 list of the best of the best.

Over the course of the year, I tested and reviewed more than 200 products ranging from portable peripherals to 2U data center appliances, from office productivity software to processors, from next-generation netbooks to cloud-based services. I've seen the good, the bad and the ugly. They've all had one thing in common, though: they're all sold through the channel.

To end the year on a positive note, I've reviewed all of my

reviews to pick the cream of the crop, the best of the best channel products of the year. I've re-examined the results and put a new evaluation filter on them, screening the previous reviews for their innovation, up-sell opportunities, value-added service opportunities and market potential. I've also taken vendor's channel support program into consideration. The result is a list of my picks for the best channel products of the year in these 10 categories:

Host/Client Security- Trend Micro™ Worry-Free™ Business Security Advanced 5.0

The top pick for host/client security is product that helps solution providers build on going security product relationships and meeting the needs of the growing SMB market, where security solutions seem to be in short



supply. Here, Trend Micro brings something new to the table with Worry-Free Business Security Advanced 5.0, a product that offers both traditional software features, along with hosted security features. Highly configurable and starting at a low per seat price, Worry-Free Business Security Advanced 5.0 can meet the needs of many small to medium businesses with little fuss or muss.