



Major Bank in Romania Chooses Trend Micro™ to Block Spam, Phishing, and Other Attacks at the Gateway

Bancpost SA Romania, part of EFG Eurobank Ergasias SA, is one of the largest banks in Romania with approximately 180 branches and 3,500 employees. After corporate restructuring, a major infrastructure update included implementing the latest messaging security solutions to ensure customer privacy and protect confidential data.

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—Fotis Zafeiropoulos,
Head of IT Administration,
Bancpost SA Romania

Building a State-of-the-Art Infrastructure

Following the political changes in Romania in 1989, Bancpost became the country's first privately held bank and has since expanded its business rapidly. The bank expects to reach its goal of 300 operational branches by the end of 2008. Recently, the company underwent an extensive restructuring process. In response to new organization and business processes, IT reviewed the overall infrastructure supporting the restructured business and initiated a major modernization effort.

Commenting on the overhaul of the existing infrastructure, Fotis Zafeiropoulos, head of IT administration at Bancpost, concluded, “Bancpost now has one of the most advanced infrastructures for banking and communications in the Balkans.” The redesigned infrastructure includes a data center serving all banks that are part of the Eurobank Group in Eastern and Southern Europe including Bulgaria, Romania, Serbia, the Ukraine, Poland, and a recently acquired bank in Turkey.

High-Level Project Goals

- Maximize protection of confidential customer financial and personal information
- Introduce security without noticeable impact on network and system performance
- Enable centralized support
- Include protection from a broad range of attacks, including spam, spyware, phishing, and other malware

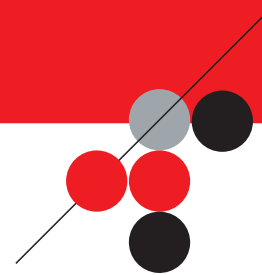
Why Trend Micro?

During the infrastructure update project, Bancpost worked closely with GECAD NET, a leader in the Romanian IT market specializing in enterprise information security solutions. To make sure that security was thoroughly evaluated and addressed, GECAD NET carried out an audit of the bank's IT systems and discovered the need for comprehensive spam blocking and protection from spyware and phishing attacks. To meet these needs, GECAD NET performed due diligence and recommended a Trend Micro solution. The bank ultimately selected the Trend Micro™ InterScan™ Messaging Security Suite to address its IT security requirements and protect the newly designed infrastructure from spam and malware.

InterScan Messaging Security Suite blocks spam and phishing emails at the gateway to the company's network. “Above all, we are pleased that the Trend Micro InterScan Messaging Security Suite stops spam and phishing at a very early stage—before it can enter the bank network—thereby increasing the protection and productivity of our 3,500 employees,” Zafeiropoulos pointed out.

KEY BENEFITS

- Perform remote installation and management
- Gain multi-layered comprehensive protection from spam, spyware, viruses, and other malware
- Block attacks before they enter the network, providing ultimate protection of sensitive information and services
- View and control end-user quarantines and all consolidated email security functions from a central, Web-based console



The latest release of InterScan Messaging Security Suite gives Bancpost enhanced malware defenses including zero-day protection through IntelliTrap. Anti-spyware protection guards against targeted email attacks and flexible content filtering can be used to secure confidential information. The integrated multi-tiered anti-spam solution includes Email Reputation, new IP Profiler, and Trend Micro's anti-spam composite engine. All of these security functions easily scale across the Bancpost infrastructure, and can be centrally managed with an intuitive Web-based administrative console.

IT-Friendly Deployment

The installation process was comprehensive and efficient. "I have been very happy with the deployment of Trend Micro InterScan Messaging Security Suite," said Cristian Zaharia, who is also responsible for the bank's IT infrastructure and security. "Extending protection to all of our bank's branches in Romania has been clean, consistent, quick, and easy, which is particularly important to me as the IT administrator. I was very impressed with the solution's remote installation capabilities and the short amount of time required to complete the deployment." The rollout to Bancpost's branches was seamless. There was no downtime during deployment and the bank's productivity continued without interruption. GECAD NET's consultants were able to get the guidance and information they needed from Trend Micro, resulting in a smooth deployment from start to completion.

Comprehensive Messaging Security

Having implemented InterScan Messaging Security Suite, Bancpost now secures all of its branches and email users. Zafeiropoulos is confident that critical data, including customer information, is protected against spam, phishing, and spyware attacks.

The success of the deployment is measured by the resulting increase in messaging security and the excellent performance of the new infrastructure including Trend Micro technology. The ultimate proof is a very satisfied customer: Bancpost's IT group is so pleased with the performance of their network that they have recommended Trend Micro's solution to other members of the Eurobank group.

"Since deploying the Trend Micro solution, we have not experienced any intrusions, which is crucial in the banking industry," said Zafeiropoulos. "InterScan Messaging Security Suite is currently protecting Bancpost Romania's infrastructure, and we expect more Eurobank members—potentially thousands of new users—to be protected by Trend Micro now that we have demonstrated success in our community."

Corporate Profile

Bancpost SA Romania • Bucuresti, Romania • www.bancpost.ro

Bancpost is one of the most important banks in Romania. A team of experts, a wide territorial network, and a broad range of products and services allow the company to comply with the most demanding requirements of corporate, retail, and high-net worth customers in Romania. Following the last two years of intensive restructuring, which redesigned its basic activities, Bancpost is now prepared to be the first choice in the banking field for Romanian clients.

Industry/Vertical: Finance/Banking • **Employees:** 3500

TREND MICRO PRODUCTS

Trend Micro™ InterScan™ Messaging Security Suite

<http://www.trendmicro.com/en/products/gateway/ismss/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.

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