



Industrial Machine Tool Manufacturer Certifies Trend Micro for Securing New Generation of Factory Floor Solutions

Okuma America, the U.S. affiliate of Okuma Corporation, shares in the company's 100+ years of history as a leading developer of computer numeric controls (CNC) and machining technology. As proprietary control has given way to embedded PCs and the Microsoft™ Windows™ platform, Okuma turned to Trend Micro to provide their customers with the level of security required on the factory floor.

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— Bryan Newman
Senior Manager
Corporate IS, Okuma America

Protecting Revenue-Generating Capital Equipment

The protection of PC assets has become a priority for today's businesses. For manufacturers upgrading their shop floors to the new generation of PC-controlled machine tools, PC security takes on even greater importance. “We aren't dealing with a PC on a desk,” explained Bryan Newman, Senior Manager Corporate Information Systems at Okuma America. “These PCs are inside valuable capital assets that are generating revenue only when they are operating correctly. If a PC goes down, the machine tool goes down and the revenue stream is disrupted.”



When Okuma began developing its PC-based THiNC product line, it was no surprise that the company chose to partner with Trend Micro. A long-term customer of Trend Micro™ NeatSuite™ enterprise solutions, the IS group had a strong working relationship with Trend Micro.

Why Trend Micro?

To ease the customer migration to a standard PC platform, Okuma went to great lengths to listen to customers and develop working groups to define the requirements and next-generation specifications. Choosing the best available technology was the top priority when selecting a security solution. Okuma certified Trend Micro OfficeScan™ Client/Server Edition to give enterprise and SMB customers maximum protection from viruses, spyware, and other malware that would otherwise pose threats to the embedded PC controllers. Okuma also chose and certified Trend Micro™ Damage Cleanup Services to give customers the added assurance that the PC platform would be kept free from residual affects of any attempted attacks.

KEY BENEFITS

- Ability to protect valuable assets from numerous malware threats
- Automatic cleanup of any residual affects and prevention of future attacks
- Ability to easily add on additional protection solutions, if and when required
- Suited to a broad range of customer security requirements

“Superior technology was the reason we first looked at Trend Micro OfficeScan,” said Newman. “But we also chose Trend Micro because we knew they understood the value of partnerships. Our companies have a common commitment to the success of customers, and we knew from experience that Trend Micro would go the extra mile to help us deliver the best solutions possible to our industry. We are the only machine tool company to certify and integrate a security solution—Trend Micro gives us the ability to provide this assurance to our customers.”



The Right Solution for Each Customer

Trend Micro OfficeScan provides a security platform for a broad range of customers. Some of the world's largest manufacturers are part of Okuma's customer base, but they also serve many mid-size businesses and small job shops. Regardless of the customer's business requirements, Okuma determined that the Trend Micro OfficeScan solution could be tailored to coexist with other existing security solutions that interface with the factory floor. "Our experienced customers recognize the Trend Micro name and know that they are getting a quality solution," explained Brian Sides, Senior Manager of engineering at Okuma America. "And we know we can help our smaller customers enter the PC world with confidence if we get them started on Trend Micro."

A Solution for Today—and Into the Future

The move to the PC world offers Okuma customers many advantages. They can more easily integrate PC-controlled machine tools with the rest of the company infrastructure and key business applications. PCs also give customers an easy upgrade path to leading-edge controller technology, as new PC architectures emerge. Similarly, the Trend Micro solutions give Okuma customers a security platform that can grow with their business.

"The easily integrated, modular family of Trend Micro security solutions allows our sales professionals to address whatever security requirements emerge in the future," said Newman. "Change is always difficult, but choosing to partner with Trend Micro means that we can offer a broad range of award-winning security solutions and help our customers confidently enter the dynamic world of PC machine tools."

Corporate Profile

Okuma America, Charlotte, North Carolina, www.okuma.com

Okuma is a world leader in the development of computer numeric controls (CNC) and machining technology. Okuma machines are found in every major industry—Aerospace/Defense, Automotive, Construction and Farm Equipment, Energy, Fluid Power, Medical, and Die and Mold. The company's products include vertical and horizontal machining centers, lathes, double column machining centers, grinders, and wheel machines that offer users high throughput, high accuracy, and reliable solutions to production machining operations. THiNC is Okuma's revolutionary single processor Intelligent Numerical Control. THiNC uses the power of the Microsoft Windows operating system to combine Okuma's OSP control with an open-architecture, PC-based operating platform. THiNC enables access to almost any application and peripheral including factory management systems, and interfaces with bar coders, feeders, robots, probes, and tool setters to help streamline production.

Industry/Vertical: Manufacturing

TREND MICRO PRODUCTS

Trend Micro™ OfficeScan Client/Server Edition

<http://www.trendmicro.com/en/products/desktop/osce/evaluate/overview.htm>

Trend Micro™ Damage Cleanup Services

<http://www.trendmicro.com/en/products/eps/services/overview.htm#dcs>

Trend Micro, Inc.

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