

Commercial Real Estate Developer Achieves Worry-Free™ Security With Trend Micro All-in-One Defense

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— Ken Shufelt
 Director of Property Management and Construction
 Glenwood Development Company, L.L.C.
 Huntersville, North Carolina

Handling a Big Job Without a Big Staff

Glenwood has seen its share of problems with security attacks—in the early days, only the email server was protected with minimal antivirus scanning. Several years ago, the company planned the deployment of a new Microsoft™ Small Business Server platform with new back-office software. With the growing business and infrastructure, everyone recognized the need to improve security.

Ken Shufelt, the director of property management and construction, has also been the IT manager at Glenwood. “We don’t have an outside IT resource, and I can only spend a few hours a week on security,” explained Shufelt. In his IT role, Ken supports 14 desktop systems and two Microsoft Small Business Server 2003 systems, one acting as a domain server and one as a network-attached storage (NAS) server.

Creating a Protected, Productive Work Environment

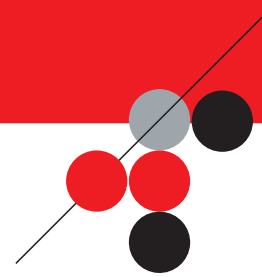
The team of developers, property managers, and investment managers at Glenwood Development Company relies on email and other network resources to help them manage a business that spans six states. With just one person managing the company’s technology, the company had to choose a security solution that could protect valuable data assets, ensure a productive work environment, and provide a Worry-Free security solution. “I looked for an integrated solution that would simplify my job while providing protection for all of our desktops and servers,” said Shufelt. “It came down to McAfee, Symantec, or Trend Micro. Our evaluation showed that Trend Micro was less taxing on our systems—it gets the job done without users noticing any degradations in performance.”

KEY BENEFITS

- Increases protection from viruses, spyware, spam, and other threats
- Simplifies support with a single all-in-one solution
- Provides an intuitive console for easy monitoring of all systems
- Automates deployment and updates for minimized administration

High-Level Project Goals

- Protect the company’s vital resources (email, business data, desktop and server systems)
- Ensure that everyone has productive systems to support their work efforts (no viruses, spyware, or malware slowing performance or bringing systems down)
- Minimize the amount of time required to deploy and support the security solution
- Avoid the need to perform cleanups from spyware, spam, viruses, or other unwanted content



Why Trend Micro?

Glenwood chose Trend Micro and today relies on Trend Micro Client Server Messaging Security for Small and Medium Business (SMB). This integrated solution gives them protection from viruses, spam, and spyware, and includes a personal firewall function. Desktops, file servers, and Microsoft Exchange servers are protected, as well as laptops that connect to the network directly or using virtual private networks (VPNs) from remote locations.

"From the beginning, what I've liked best is the all-in-one integration—the Trend Micro solutions have kept us ahead of the latest threats," said Shufelt. "Protecting email is my number one priority—we can't afford to pass around malware in our company or send it out to our partners. After that, it's data protection and maintaining productive computing environments for everyone. The Trend Micro solution has taken care of these needs, and has been a huge time saver for us, catching security breaches before they get out of control."

Client Server Messaging Security 3.5

Glenwood agreed to be a beta test site for new Trend Micro Client Server Messaging Security for SMB 3.5. The new features have made it easier for Shufelt to fill his IT role, and improved overall security. "The new spyware protection has proven to be so effective that I've removed all the freeware and various solutions that people had deployed on their desktops," said Shufelt. "The spam protection is also improved. I especially appreciate that the scans are more automated now. I don't have to spend time checking or manually scanning because the built-in protection is so effective."

For Glenwood, the highlights of the latest release include:

- **Ease of deployment:** "Our upgrade was flawless," stated Shufelt. "Even the push-installs were very easy."
- **Protection from rootkits and bots:** Shufelt explained, "I'm amazed at how prevalent these threats have become, and I'm glad to see that Trend Micro gives us a high level of protection."
- **Enhanced console:** "The console is similar in look and feel, but definitely more intuitive now and easier to use," said Shufelt.

More Power, Less Work

Through the years, Trend Micro Client Server Messaging Security for SMB has given Glenwood a constant stream of enhancements. The latest version continues the Trend Micro traditions for increasing protection and reducing time required to install and manage the solution. "Trend Micro Client Server Messaging Security for SMB just keeps getting better with every new release," said Shufelt. "The things I've liked from the beginning—the all-in-one protection, the ease of deployment, and updates—are even better today. I still check on status every couple days, but now I'm finding that the software is catching even more than before and I don't have to do any cleanups of viruses, spam, or spyware."

Corporate Profile

Glenwood Development Company, L.L.C. • Huntersville, North Carolina • www.glenwoodco.com

Glenwood Development Company, L.L.C. is a full-service commercial real estate development, management, and investment company, with offices in North Carolina (Huntersville, Raleigh, and Greensboro) and Atlanta, GA. Glenwood currently owns approximately 2,500,000 square feet of retail properties in six states.

Industry/Vertical: Commercial real estate development • **Number of Employees:** 10–30 employees

TREND MICRO PRODUCTS

Trend Micro™ Client Server Messaging Security

<http://www.trendmicro.com/en/products/smb/csm-smb-suite/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 and services, visit our Web site at www.trendmicro.com.

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