



Dell SecureWorks and Trend Micro Partner to Deliver Monitored Server Protection Service

All-in-one service monitors and protects physical, virtual, and cloud environments

Overview

Dell SecureWorks provides world-class information security services to help organizations of all sizes protect their IT assets, comply with regulations, and reduce security costs. With thousands of customers worldwide, the company processes more than 60 billion cyber events daily, giving security providers an unparalleled view into the cyber threat landscape. In 2013, Dell SecureWorks was ranked as the No. 1 MSSP (Managed Security Services Provider) to watch in Gartner's Market Trends: Managed Security Services, Worldwide report.

Dell SecureWorks joined forces with Trend Micro in 2013 to address Dell's need for effective cloud security for its customers. Dell SecureWorks chose Trend Micro as a strategic partner based on its proven ability to secure virtual and cloud IT environments. Trend Micro's expertise with VMware environments has improved security, manageability, and VM density for thousands of customer deployments.

Challenges

Virtualization and cloud computing have changed the face of today's data center. As organizations move from physical environments to a mix of physical and virtual, and private and public clouds, many continue to address the prevailing threat landscape with legacy security solutions which are unable to handle sophisticated threats. The reality is that most organizations face threats that are difficult to detect and protect against. Organizations planning a transition to the cloud need a protection platform for both virtual and physical servers with a common management interface. "With cyber-attacks becoming more sophisticated, it's imperative for organizations to adopt a multi-layer protection strategy that includes physical, virtual, and cloud environments," said Dan DeRosa, director of product management at Dell SecureWorks.

Dell SecureWorks wanted to create a service that would allow organizations to protect all of their servers in all environments. Because technology changes so quickly, it presents security challenges. For example, the explosion of mobile devices in the workplace and rapid adoption of cloud computing make it difficult to define an organization's IT perimeter—and protect it.

Trend Micro offered a single solution to protect all IT environments and allow organizations to extend the same security policies from the data center to workloads in public and private clouds. Dell SecureWorks also wanted the solution to capture security alerts in real time so they could be quickly identified and remediated.

Solution

Holding the #1 market share in server, virtualization, and cloud security, Trend Micro's Deep Security was the natural choice for Dell SecureWorks' Monitored Server Protection Services offering. Deep Security provides tightly integrated anti-malware, web reputation, firewall, intrusion protection, integrity monitoring, and log inspection for server, application, and data security. "The traditional concept of securing the IT perimeter is no longer valid. Trend Micro Deep Security is the only solution that protects physical, virtual, and cloud environments from a single, easy-to-manage application," said Naresh Venkat, product manager at Dell SecureWorks.

After Trend Micro installed and configured the Deep Security solution, the Dell SecureWorks Services team sets up and collects raw logs from the customer and Trend Micro Management Console for monitoring. The same data is also used by the Dell SecureWorks Counter Threat Appliance (CTA) for correlation, analysis, and prioritization. Dell SecureWorks generates tickets in their security operations center (SOC) for security and health events which can be viewed in the Dell SecureWorks portal. "When customers bring their workloads to a cloud environment protected by our service, it's more secure than it would be in their traditional environment," said Grant Pederson, cloud compliance project management consultant at Dell.

>> Dell SecureWorks

Industry

Information Security

Region

Global

Trend Solutions

- Deep Security

Business Benefits

- Combined power establishes a premier security offering in the cloud and virtualization space
- Eliminates the fear factor for organizations moving from traditional data centers to the cloud

"Our customers asked for the best cloud protection available, so we partnered with Trend Micro to develop a best-in-class solution that spans our customers' entire IT environments."

Naresh Venkat,
product manager
at Dell SecureWorks



Solution *continued*

“Our incident response experts and Counter Threat Unit researchers continually investigate breaches where hackers use a small entry point to infiltrate a company’s network and access critical servers. The Server Protection Services, powered by a better informed threat context from our incident response and research team, provides a strong security posture,” said DeRosa.

Organizations hosting mission-critical applications and databases with specific performance, data privacy, or compliance requirements that cannot be met with public cloud services, often turn to private clouds such as Dell’s Cloud Dedicated Service. These companies can take advantage of the Monitored Server Protection Services by deploying Dell SecureWorks CTA in their data center.

To protect those customers using public clouds such as Amazon Web Services, Dell SecureWorks places a virtual CTA on cloud servers. For both private and public clouds environments, the CTA collects information from all security devices, removes false positives, correlates alerts and consolidates them into a smaller set of actionable alerts. These alerts are sent to Dell SecureWorks’ GAIC-certified analysts to review, further determine false positives, and recommend remediation steps. “The solution rates security issues based on severity and customers are contacted immediately if action is required to prevent extreme issues,” said Venkat.

Benefits

The Monitored Server Protection Service, which includes 24x7 security event monitoring, health and uptime monitoring, and a unified customer portal, is currently available for physical and virtual servers in cloud-hosted and on-premise environments. By leveraging the strengths of two global security leaders in a single cloud security solution, the service eliminates the fear factor for organizations moving from traditional data centers to the cloud.

“Combining the power of Dell SecureWorks and Trend Micro Deep Security establishes a premier security offering in the cloud and virtualization space. Reliable protection that is simple to use and easy to manage will be fundamental regardless of the server platform being utilized,” said Partha Panda, vice president of Trend Micro US channel sales.

Dell SecureWorks Server Protection Services are currently used by a number of large organizations including a leading global consumer electronics retailer and a state education department, among others. The service protects on-premise and cloud-based data from breaches and disruptions, provides insights into issues that can impact security, and helps ensure compliance with regulations. “Together, Trend Micro and Dell SecureWorks create a security solution that allows companies with the most stringent requirements to move to the cloud,” said Venkat.

What’s Next

Working together to create the Monitored Server Protection Services has solidified the relationship between Dell SecureWorks and Trend Micro. As part of its 2014 delivery roadmap, Dell SecureWorks plans to launch its Managed Server Protection Services, including monitored services, policy creation and management, health management, and a hosted management console.

“When customers bring their workloads to a cloud environment protected by our Monitored Server Protection Service, those workloads are more secure than they would be in the customer’s traditional environment.”

Grant Pederson,
cloud compliance project
management consultant at Dell