

# Virtualization Experts Test and Endorse Trend Micro SecureCloud

LogicsOne teams up with VMware and Trend Micro to offer viable, secure, compliant access to private and public clouds.

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— David Able, Founder, Chairman, and Chief Operating Officer, LogicsOne

## EXECUTIVE SUMMARY

**Customer Name:** LogicsOne

**Industry:** IT Services

**Location:** Atlanta, Georgia

**Web site:** [www.logicsone.com](http://www.logicsone.com)

## CHALLENGE:

- Help business customers benefit from virtualization without introducing vulnerabilities
- Promote compliance with industry governance for data management and access control
- Extend data security into the cloud (private and public)
- Simplify security management for profitable managed services
- Maximize customer satisfaction with non-intrusive security solutions

## SOLUTION:

- Recommend and resell Trend Micro™ SecureCloud™ solution

## BUSINESS RESULTS:

- Increased confidence in cloud services as viable commercial-grade resources
- Broadened security portfolio, with endpoint-to-cloud protection
- Cost-effective solution, as part of a managed service (easy to deploy and manage)
- Hosted key management that offloads in-house support teams and self-supporting enterprise customers
- Enhanced credibility with customers, by partnering with industry leaders in security and virtualization

## Challenge

From its beginnings, LogicsOne has focused on virtualization and helping companies maximize the value that this technology model can deliver to business processes. LogicsOne was the first VMware-authorized consultancy in its region, and the in-house virtualization experts have closely tracked the evolution of virtualization enablement solutions. The emergence of cloud computing environments and services has introduced a new set of challenges for LogicsOne’s customers.

“Our partnership with VMware has given us unique insights into VMware vCloud™ solutions, and first-hand knowledge of the security vulnerabilities that must be addressed within this environment,” said David Able, a founder and the chairman and COO at LogicsOne. “The large service providers are implementing the product as a way to cost-effectively support different customers on a single server. But business customers are just beginning to evaluate the cloud, and they need assurances that their data will be protected in compliance with industry regulations.”

LogicsOne has deployed vCloud and identified several security requirements. Data theft and unauthorized data exposure must be blocked, and business customers need to maintain control over their data with strict accountability for data access and key management.

## Solution

Already familiar with Trend Micro™ Enterprise Security solutions, LogicsOne was very interested in evaluating the Trend Micro SecureCloud solution for mitigating risks in private and public clouds. The consultants deployed it within their test lab, exercising it within a VMware ESX and vCloud environment, and evaluating the solution’s key management and encryption capabilities, as well as ease of use for both infrastructure service providers and cloud service customers.

“This is the first cloud security solution that we’ve evaluated,” said Kenyon Hensler, the senior virtualization consultant at LogicsOne who carried out the SecureCloud trial. “Our tests prove that SecureCloud does the job well—it secures data in private or public clouds, and it really does what it is supposed to do in terms of both encryption and simplified key management.”

“No other vendor offers this type of security solution—Trend Micro is on the forefront for cloud security,” said Able. “SecureCloud solves an issue before it has even become one. We give Trend Micro a lot of credit for thinking ahead. This solution is an enabler, and it is critical for the success of cloud technologies and services.”

As a result of the LogicsOne evaluation of SecureCloud, the consultancy will include the solution in its portfolio of recommended technologies for enterprise customers that want to leverage cloud services. SecureCloud also gives the consultancy a solution for its infrastructure provider customers, and the team at LogicsOne is confident that the ease of deployment and easy management benefit all of its customers.

## Results

As the consultancy expands its managed services portfolio, LogicsOne expects SecureCloud to play an important role in future service delivery. "SecureCloud is a good fit in the service delivery model," said Able. "Customers are also asking us to offer co-location services, too, which would make SecureCloud a requirement in our own facilities. It has always been beneficial for us to recommend and deploy Trend Micro solutions."

"Trend Micro's relationship with VMware gives us confidence that SecureCloud will continue to be well aligned with cloud technologies and virtualized environments. This history of collaboration is important—as is Trend Micro's relationship with us. Trend Micro has demonstrated its commitment to our business and our customers."

SecureCloud greatly mitigates the risk of data theft and gives LogicsOne customers the ability to confidently leverage the efficiencies of the cloud. Besides helping to address compliance, SecureCloud gives businesses the ability to establish accountability and strict control over data access and key deployment. Protection is extended to inside threats, and security lock-in features protect data without restricting mobility.

Able concluded, "We are dedicated to providing our customers with commercial-grade cloud services that have all of the requisite compliance capabilities. With the introduction of SecureCloud, Trend Micro is addressing security requirements from the endpoint to the cloud. Trend Micro is moving in the right direction strategically, and security solutions like SecureCloud continue to demonstrate the company's commitment to virtualization."

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## DEPLOYMENT ENVIRONMENT

SMB and enterprise customers

In-house product evaluation environment:  
VMware ESX 4.1

Trend Micro SecureCloud

## Company Profile

Since 2004, LogicsOne has delivered virtualization professional services to Fortune 500 and SMB clients from its company headquarters in Atlanta, Georgia. With a sharp focus on virtualization technologies, LogicsOne has developed a field-proven delivery approach that aligns technology to business requirements. Organizations experiencing LogicsOne's continuous-evolution approach to virtualization have realized significant cost-savings advantages, accelerated adoption cycles, and advanced their business and IT objectives.

## Trend Micro Security

- **Trend Micro SecureCloud**  
<http://us.trendmicro.com/us/solutions/enterprise/security-solutions/virtualization/securecloud>

