

Whitsell Computer Services Moves Customers to Cloud Security

Trend Micro™ Worry-Free™ Business Security Services Reduces Server Loads and Protects Against Dangerous Threats



SUMMARY

- >> **Company:** Whitsell Computer Services, LLC
- Region:** Pacific Northwest
- Sector:** Small and medium-sized businesses
- Trend Micro partner since 2003**

Overview

Founded in 1992, Whitsell Computer Services provides managed services, managed monitoring, and acts as an outsourced IT department for its 60 small-and-mid-sized customers. Currently a Silver Trend Micro partner, Whitsell serves businesses throughout the Pacific Northwest and is headquartered in Portland, OR.

Challenges

Many Whitsell customers are still recovering from the economic downturn and want to extend the life of their servers rather than replace them. Given the increased age of these servers, the machines are easily overloaded and less reliable than newer models. In addition, non-productive Internet use by customer employees introduces malware and other threats that can damage a client's network.

Solutions

To lower server capacity and reduce performance issues, Whitsell transitioned most of its customers from server-based security to Worry-Free Business Security Services. The cloud-based solution also includes URL filtering, behavior monitoring, and web reputation features that protect against inappropriate employee Internet use.

Results

By moving customers to Worry-Free Business Security Services, Whitsell removed excess workloads from customer servers and put them in the cloud, allowing customers to extend the life of their servers. With URL filtering, behavior monitoring, and web reputation in place, customer employees can no longer access Internet sites that may deliver malware or other threats to their network.

“Trend Micro continually improves their solutions to address new security demands, make them easier to use, and includes the features that my clients really value.”

Bill Whitsell, President and CEO
Whitsell Computer Services