

# Cloud-Based Web Service Provider Offers Trend Micro Solutions



Verio Supplies Channel Partners with Trend Micro™ Hosted Email Security



# VERIO

An NTT Communications Company

## SUMMARY

- >> **Company:** Verio
- Region:** Global
- Sector:** Information Technology
- Trend Solution:** Hosted Email Security

“Trend Micro delivers a reliable hosted email security solution that meets Japan’s high standards of quality for its demanding market.”

Pedro Florentino, Sr. Product Manager, Verio

### Overview

Established in 1996, Verio, an NTT Communications Company, is an industry leader in delivering online solutions to small and medium-sized businesses (SMBs) worldwide. Headquartered in Denver, Colorado, Verio delivers solutions through their website’s retail service, as well as its network of OEM and via Verio channel partners. Over the past five years, Verio has established itself as a provider of Trend Micro security solutions to the Japanese small business market.

### Challenges

In Japan, Verio and its channel partners saw the opportunity to provide small businesses with high quality email security. Verio discovered that SMBs wanted a solution that offered quick response and resolution to email issues—and was monitored and maintained by IT experts around the clock. These businesses were looking for a solution that ensured high deliverability, yet maintained the integrity of their email systems. To meet this market need, Verio wanted to offer a solution that not only identified and blocked malicious activities, but was easy to use and deploy.



## SOLUTION BENEFITS

### >> Hosted Email Security

- Provides detailed system insight reports
- Maintains certifiable data privacy
- Offers zero maintenance malware threat protection

### Solution

Verio chose Trend Micro Hosted Email Security (HES) because it was an easy-to-use, cloud-based solution that delivered continuously updated protection against spam and email-based malware. HES filters and identifies malicious activities and allows users to stop viral emails and block mischievous senders before they can corrupt small business networks. Trend Micro HES is also easy-to-deploy, is managed in the cloud by Trend Micro's team of quick-response IT experts, and helps Verio's SMB customers protect their valuable email systems.

### Results

Since offering HES, Verio's channel security solution sales have seen significant year-over-year growth. With Trend Micro HES, Verio's partners and their clients receive high-quality email security that has a high spam and virus catch rate. Verio's partners leverage the Trend Micro™ Smart Protection Network™ infrastructure and receive up-to-date protection that blocks malware before it reaches their business. Both Verio's partners and customers in Japan can rest assured their security is maintained by experts to ensure the integrity of their email systems.

“We went with Trend Micro due to their large presence in Japan, stellar products, and their long relationship with our parent company, NTT Communications.”

Pedro Florentino, Sr. Product Manager, Verio