

# Small Business Trusts Hosted Security to Block Threats

Rabeys Group switches to Trend Micro™ Worry-Free™ Business Security Services for simpler, smarter, safer operations.

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— Russell Bailey, Systems Manager, Rabeys Group

## EXECUTIVE SUMMARY

**Customer Name:** Rabeys Group

**Industry:** Commercial Vehicles

**Location:** Channel Islands, UK

**Web Site:** [www.rabeys.com](http://www.rabeys.com)

**Number of Employees:** 50

## CHALLENGE:

- Simplify security without compromising productivity or protection
- Make sure that all systems have up-to-date defense from the latest threats
- Gain better visibility of security status from anywhere, anytime

## SOLUTION:

- Switch from on-premise consumer security solution to hosted business security

## BUSINESS RESULTS:

- Security is simpler, with Trend Micro security experts keeping defenses up to date and in-the-cloud protection reducing the performance impact on PCs and servers
- IT can work smarter, with an at-glance browser-based dashboard, and alerts that point out issues before they lead to problems
- The business is safer, with always-on protection from botnets and other malware

## Challenge

Anyone who needs or owns a commercial vehicle in the Channel Islands can take advantage of the “one-stop services” offered by Rabeys Group. The sales, lease, and service business represents seven of the biggest commercial vehicle franchises, and offices on Guernsey and Jersey serve both bailiwicks.

Three years ago, the small business was becoming highly reliant on Internet access and hired a technology professional to restructure the infrastructure for efficiency and maximum security. “I started by switching everyone to a Trend Micro™ consumer solution since the previous solution was too cumbersome,” said Russell Bailey, systems manager at Rabeys Group.

Even with the switch to Trend Micro, it became difficult to keep up with updates and license renewals. “It’s just me here, in IT,” said Mr. Bailey. “Rolling out new PCs and new hardware made it challenging for me to manage fresh installs and licenses for the PC-resident security solutions. Since cloud computing had exploded over the prior year to 18 months, the idea of a hosted security solution caught my attention.”

## Solution

Since the on-premise Trend Micro consumer security solution had been successful at Rabeys, Mr. Bailey started by looking at Trend Micro™ Worry-Free™ Business Security Services. “Trend Micro was the first hosted solution that I looked at,” said Mr. Bailey. “I evaluated others, but came back full circle because Worry-Free Business Security Services is a very good value for our business. It also improves performance for our PCs.”

Since the business operates multiple franchises, and since many of those are web portal or proxy based, Rabeys Group employees continuously access the web. “We need to be pretty strict on security,” explained Mr. Bailey. “We have Microsoft® applications and custom applications for seven different dealerships working side by side on our systems. All aspects of these businesses—parts ordering, invoicing, stock management—everything is carried out using a web browser. But that means that we are vulnerable to all the threats out there—every day. Thankfully, Trend Micro Worry-Free Business Security is doing exactly what we need and keeping our business secure.”

The increasing reliance on the Internet and the nature of security threats meant that Mr. Bailey was spending more time on security. The introduction of the hosted security solution now saves him time and avoids the need to be in both offices at once. “Worry-Free Business Security Services is easy for me to manage centrally,” said Mr. Bailey. “I no longer have to rely on users to make sure that security software is up to date.”

Worry-Free Business Security Services is hosted and maintained by security experts at Trend Micro, and powered by the Trend Micro™ Smart Protection Network™ infrastructure. This means that security is always up to date, and users are protected anywhere, anytime.

**Results**

With the hosted security service, Rabeyes Group enjoys simpler security while also keeping the business safer. Mr. Bailey gains an intuitive security dashboard with simple traffic light status. “The single biggest improvement with Worry-Free Business Security Services is the central browser-based management console,” said Mr. Bailey. “I can log in from home or the airport—no matter where I am, I can preempt problems by confirming updates and overall status. The interface is also very nice for reporting. The hosted service is kept up to date, with very little effort required from me, and it tells me where to pay attention.”

The switch to a hosted security solution has proven to be a smart choice for Rabeyes Group. Worry-Free Business Security Services provides always-on security and proven effective defense from botnets and other malware that increasingly target small businesses. Minimizing the risk of infection helps to prevent fraud, malware, and online crime that could otherwise result in losses to the business.

“I am a lot more relaxed about how our business is protected now that we have Worry-Free Business Security Services,” summarized Mr. Bailey. “We definitely have confidence in the solution. Trend Micro seems to be more innovative than its competitors—this adoption of a cloud-computing approach is one more example of their innovation and one more reason why we trust them to secure our business.”



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**DEPLOYMENT ENVIRONMENT**

- 2 sites (Guernsey and Jersey)
- 45 PCs; 4 servers (Unix, domain, and file servers)
- Trend Micro Worry-Free Business Security Services

**Company Profile**

The Rabeyes Group of companies has been serving local businesses in the Channel Islands for many years. The “one-stop shop,” focusing on selling, maintaining, hiring and equipping commercial vehicles. Rabeyes Group is the largest commercial vehicle group in its region, with an extensive portfolio of supplier franchises for light commercial, heavy goods, material handling, and agricultural vehicles. The parent company, Garenne Group, is a leading Channel Islands business with a long tradition of investment in local construction and developments in commercial, residential, and public sectors. Garenne Group employs over 600 people and has an annual turnover of £100 million.

**Trend Micro Security**

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<http://www.smartprotectionnetwork.com>



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