



Secure Communications Suite

Instant connections can mean instant attack. Trend Micro™ Secure Communications Suite delivers instant protection for Microsoft email, IM, and collaboration systems. Innovative real-time protections like in-the-cloud Web Reputation and zero-day security work together with traditional defenses to stop the wide range of threats—fast.

SOLUTION OVERVIEW

- Security across all of your Microsoft communication and collaboration systems ensures your employees, partners, and customers can safely connect
- Real-time protections like zero-day technology and in-the-cloud hash lists stop threats sooner—before signature updates
- In-the-cloud Web Reputation identifies links to malicious sites, within instant messages, based on source reputation, like an instant background check
- Leading antivirus, antispymware, antispam, and content filtering help protect against the wide range of malware, inappropriate content, and data loss
- Built on the same technology that makes Trend Micro™ ScanMail™ the easiest mail server security to manage¹, the suite requires minimal administration
- Central management of security across all three environments further reduces administration

TARGET CUSTOMERS

Enterprise decision makers, IT managers, and messaging administrators/architects:

- With 1000+ users (or midsized organizations that act like an enterprise)
- Using Microsoft Exchange, SharePoint, and Office Communications Server (OCS) 2007
- Seeking to secure all communications that could be exploited by cybercriminals
- With limited time for security administration
- Requiring proactive security to stop ever-evolving threats

DISCOVERY QUESTIONS

- Do your employees use IM? Have you considered an enterprise IM solution like Microsoft OCS?
- Have you witnessed the increase in messages (email or IM) with malicious links?
- What would be the impact if just one PC leaked confidential data?
- Have you deployed, or are you planning to deploy Microsoft SharePoint?
- Do you/will you use SharePoint's new web-based capabilities—portals, blogs, team sites?
- Do/will partners, customers or affiliates utilize your SharePoint environment?
- Do you rely on a layered approach to email security (gateway, server, desktop)? Do you use a similar method for collaboration security?

KEY SELLING POINTS

- Secures all electronic communications and collaborations, not just email
- Provides innovative, real-time protections to stop constantly evolving, fast-moving threats
- Prevents data theft, intrusion, infection, reputation damage, and other costly impacts
- Minimizes security administration, giving you the time to be proactive and optimize security
- Empowers you with the support of a true security expert

HANDLING OBJECTIONS

My SharePoint deployment is used by employees only so I don't need collaboration security.

SharePoint documents are checked in and out all of the time, and in many cases, they are only protected by your client security. Why risk a single point of failure? How much information could be stolen from even a single infected PC... and what would that cost your business?

I have configured OCS to block file transfers and disable URLs, so I don't need additional security for IM.

A global policy of blocking attachments and URLs is likely to change (perhaps first for the CEO, then senior execs, and then others). And even with URL blocking enabled, text-based links (vs. live links) can still get through and are dangerous. In addition to blocking malicious attachments and URLs, Trend Micro IM Security enforces appropriate IM use and stops the unauthorized transmission of sensitive data.

I already have mail server security from another vendor. It would cost time or money to switch.

If you are buying PortalProtect or IM Security, the suite does not cost you much more. Plus, you will save time, in terms of lower administration. According to Osterman Research, it takes only half the time to manage ScanMail compared to mail server security from Microsoft and Symantec. You will also save time and money with support from a single vendor. Most importantly, you'll have better security!

¹ Osterman Research, Mail Server TCO Study, January 2008.

COMPETITIVE LANDSCAPE

The competition can't match our:

- Dynamic, in-the-cloud protections
- Complete Microsoft communication and collaboration platform coverage
- Low administration, requiring half the time and effort²
- Highly responsive, expert support

Secure Communications Suite	IM Security	ScanMail Suite	PortalProtect
Protection Point	IM Servers	Mail Servers	Collaboration Servers
Web Reputation	✓		
Antivirus	✓	✓	✓
Antispyware	✓	✓	✓
Antispam		✓	
Antiphishing	✓	✓	
Content Filtering & Data Leak Prevention	✓	✓	✓

UPSELL/CROSS-SELL OPPORTUNITIES

- **ScanMail for Microsoft Exchange customers deploying SharePoint and OCS:** extend the same effective protection and low administration to include IM and collaboration
- **Client/Server/Messaging customers deploying SharePoint and OCS:** secure all electronic communication and collaboration inside the perimeter and leverage existing central management
- **NeatSuite customers deploying SharePoint and OCS:** extend Trend Micro protection to secure the entire enterprise, including new electronic communication and collaboration systems
- **SharePoint and/or OCS customers, not using ScanMail:** secure all electronic communications and collaborations with low-administration, advanced protections from a single vendor

CUSTOMER CALL TO ACTION

Special suite pricing allows new customers to save compared to buying individual product licenses. Upgrade pricing makes it even easier and more affordable for existing ScanMail, Client/Server/Messaging, and NeatSuite customers to extend their protection to secure the latest Microsoft SharePoint and OCS servers.

Information Links for Secure Communications Suite

- [Web Page](#)
- [Brochure](#)
- [White Paper](#)
- [Podcast](#)
- [Osterman TCO Report](#)



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² Osterman Research, Mail Server TCO Study, January 2008.