

Electronics Outsourcer Increases Email Productivity with Easy Deployment of Trend Micro™ InterScan™ Messaging Hosted Security

Founded in 1987, Eutron has shown its ability to progress and remain at the forefront both in terms of professional potential and technology. The importance of email communications makes it imperative that the company block messaging vulnerabilities and ensure productivity for email-centric operations.



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— Stefano Pegurri
IT Manager, Eutron SpA

ENSURING THE TIMELY RECEIPT OF EMAILS

Eutron’s rapid expansion and leadership as an electronics manufacturing service company has required an aggressive focus on its corporate infrastructure. Trend Micro endpoint and messaging security has protected users, systems, data, and the network over the years and IT relies on advice from Trend Micro to keep up with the changing threat landscape. Earlier this year, in a status discussion with Trend Micro, Eutron mentioned a sharp increase in spam and the resulting difficulties it was creating throughout the company.

“We were being hit hard by spam, with it growing to become 90% of the email traffic,” explained Mr. Stefano Pegurri, the head of IT at Eutron. “We were getting many complaints that user mailboxes were full and legitimate emails were not getting through. In fact, email was often delayed a few days due to the processing burden on our email servers. Our business relies heavily on email and this problem was



interfering with communications about commercial proposals and other critical activities. The Trend Micro team told us about a solution that could be put into place immediately, without requiring us to install any new software or appliances. We enthusiastically signed up for a trial and within a couple weeks we were convinced it was the perfect solution for our problem. Today, Trend Micro InterScan Messaging Hosted Security is a vital part of our overall security solution.”

MULTI-TIERED SPAM PROTECTION

Trend Micro anti-spam technology addresses the recent increase in spam volume and sophistication. Most competitors offer only one anti-spam engine that handles all of the filtering as traffic enters the customer network. Trend Micro combines both email

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KEY BENEFITS

- **Rapid deployment.** No on-site hardware or software to install or maintain.
- **Effectiveness.** Blocks up to 99% of spam, and other threats, before they hit the network.
- **Reclaimed resources.** Offloads servers, reduces network bandwidth, and keeps inboxes available.
- **Optimized performance.** Enhancements and tuning continually managed by Trend Micro experts.

reputation and Trend Micro's anti-spam composite engine for a highly effective and efficient anti-spam solution. Trend Micro's email reputation technology is based on the company's large, reliable email reputation database, blocking spam as well as other email threats based on the reputation of the sender. Email reputation includes a dynamic service that stops threats from botnets and zombies when they first emerge. Trend Micro's anti-spam composite engine provides further protection with multiple integrated anti-spam technologies to stop new spam outbreaks as they occur. This combined protection stops spam in the cloud before it can even touch the network, stopping up to 99% of spam and preserving bandwidth, storage, and other network resources.

EFFICIENCIES OF A HOSTED SOLUTION

By choosing InterScan Messaging Hosted Security, Eutron was able to block spam and gain the benefits of a hosted solution. Housed in Trend Micro datacenters, InterScan Messaging Hosted Security blocks spam, viruses, phishing, and other email threats before they reach the Eutron network. It requires no hardware or software at Eutron's site, and therefore gives the company a solution that offloads the IT staff while immediately boosting employee productivity by eliminating spam and other threats. Updates, hot fixes, and patches are also handled by Trend Micro's worldwide team of experts, and the solution is continually enhanced and tuned by Trend Micro to improve effectiveness and performance.

The hosted solution also avoids any additional burden on the Eutron mail servers and network. By blocking spam before it reaches Eutron, InterScan Messaging Hosted Security reclaims the resources previously consumed by unwanted traffic. "Trend Micro InterScan Messaging Hosted Security was a very easy and fast solution for us," said Mr. Pegurri. "We avoided a lengthy testing process and day-to-day administration compared to a new software or hardware solution, and end users gained immediate relief from the spam problem. Overall server utilization has been greatly improved. It has been a case of hearing about the right solution at the right time—Trend Micro addressed a situation that could have severely impacted our business."

Today, Eutron's email system is performing even faster than before the spam problem. Pre-filtering simplifies the work that must be done by the email servers and optimizes the real-time communications for the entire company. By blocking the majority of bad email before it enters the Eutron network, the company has also avoided the need to pay for additional bandwidth for its Internet connections. Combined with the IT time savings, the improved resource utilization makes InterScan Messaging Hosted Security a cost-effective solution for the business.

"The most important thing for us is that InterScan Messaging Hosted Security is outside of our company," concluded Mr. Pegurri. "I don't have to install it on our servers and it protects us before spam can come into our company. Today, our spam problem is solved and we enjoy the economic savings and the time savings of the hosted solution."

CORPORATE PROFILE

Eutron SpA
Treviolo Bergamo, Italy

Eutron offers solutions and technologies for outsourcing in the professional and industrial electronic sector, and is one of the most important Italian electronic manufacturing service companies. Design, product and process engineering, prototyping, and high-volume production are just a few of the services offered to the market to give customers a choice of integration, improvement, and efficiency over the entire electronics supply chain.

- **Industry/Vertical** Electronics manufacturing
- **Employees** 122
- www.eutron.com

TREND MICRO PRODUCTS

- **Trend Micro InterScan Messaging Hosted Security**
<http://www.trendmicro.com/emailservices>



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