

**Website:**www.westpole.it**Region:**

Italy, Europe

Industry:

- IT

Employees:

250

Solutions:

- Apex One
- Deep Discovery
- Deep Security
- TippingPoint
- Trend Micro Cloud One - Workload Security

Business Benefits:

- Complete protection of server and cloud environments
- Complete protection of endpoints
- Centralized security management

OVERVIEW

WESTPOLE Italia is the Italian chapter of WESTPOLE Europe, an IT services and solutions provider. With over 40 years of experience in technology management and innovation, WESTPOLE's primary goal is to scale up digital transformation and "go to cloud" in order to enable the creation of secure, scalable, and cutting-edge innovations.

With two data centers in Milan and Rome, the company designs services for about 500 clients, including government entities, financial institutions, and private companies. WESTPOLE changes the very concept of technological transformation and does so with a pioneering spirit, passion, and empathy.

CHALLENGES

WESTPOLE's strategy in choosing a security vendor was aimed at consolidation—one vendor that could secure the organization and its customers. WESTPOLE was looking for a single partner that would provide reliable, innovative, and affordable security.

"We began by analyzing our infrastructure, starting to lock down the endpoint," recalls Michele Onorato, security office manager of WESTPOLE. "Later, we moved to the data center, which had to be safe for both our protection and that of customers who use our cloud." But the WESTPOLE project did not end there, it needed security solutions that could protect the slice of customers hosted in its data centers.

SOLUTIONS AND WHY TREND MICRO

After evaluating multiple vendors based on technology and flexibility, WESTPOLE chose to protect its endpoint deployments with Trend Micro Apex One™, and its data centers with Trend Micro™ Deep Security™ software, which also secures customers hosted within its own cloud. For customers outside the data center, WESTPOLE chose Trend Micro™ TippingPoint™ and Trend Micro™ Deep Discovery™ Inspector for network protection.



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Michele Onorato
Security Office Manager
WESTPOLE

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Apex One is an all-in-one solution that automates detection and response, providing complete visibility to IT and security teams. Compared to previous traditional anti-malware solutions, Apex One is a unified platform for the management of different services, redefining endpoint security with vast capabilities offered through a single agent for SaaS and on-premises environments.

Deep Security and Trend Micro Cloud One™ - Workload Security are integrated and modular platforms that provide comprehensive protection of data centers that include physical, virtual, and cloud servers, as well as virtual desktops. Designed to defend the data center from breaches and business disruptions, Deep Security is the first and only agentless security platform that helps simplify security management and accelerate return on IT investments.

Deep Discovery Inspector is a network device that allows 360-degree control over all traffic, to detect any aspect of a targeted attack. And with TippingPoint, WESTPOLE experiences the best intrusion prevention to remain protected against all types of threats traveling at great speed anywhere on the network.

RESULTS

WESTPOLE adopted Trend Micro solutions to protect its infrastructure and its customers. “One of the greatest benefits we experienced was the consolidation Trend Micro provided, it is very nice to have a single platform to manage everything,” says Onorato. “As for the internal WESTPOLE side, the usability and lightness of the products were fundamental in removing the need to allocate additional resources.” Onorato went one to say that, “Customers are pleasantly surprised when they become aware of threats that were never detected by the solutions they used to have installed.”

The WESTPOLE data centers now house around a thousand machines and all customers using the WESTPOLE cloud are protected by Deep Security. “Customers can take advantage of all the features of this product, according to individual needs,” says Onorato.

As for the offer to customers outside of the data centers, “WESTPOLE is able to offer managed service solutions. Trend Micro solutions allow us to easily control security from a centralized console, which is essential from an operations point of view,” says Onorato. “Trend Micro virtual patching is also a great feature, as it allows us to secure legacy infrastructures, while avoiding significant costs for the renewal of the entire machine park,” continues Onorato.

WHAT'S NEXT?

“We recently migrated to Office 365®, and the next step is to protect it with Trend Micro solutions. This protection will also be extended to the emails of all our customers and also to those who use advanced suites,” concludes Onorato.

MORE INFORMATION

For more information, please go to
www.trendmicro.com