

# Manufacturer Secures Operations On Site and Off

Trend Micro™ Worry-Free™ Business Security keeps it simple as a small business grows.

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- **Troy Richman, IT Manager**  
Wesgar, Inc., Port Coquitlam, British Columbia, Canada

## EXECUTIVE SUMMARY

**Customer Name:** Wesgar, Inc.

**Industry:** Manufacturing, Sheet Metal

**Location:** Port Coquitlam, British Columbia, Canada

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

**Number of Employees:** 230

## CHALLENGE:

- Keep up with the latest threats, and protect mission-critical assets
- Avoid complexity that would consume limited IT resources
- Protect the latest operating systems and virtualization platforms

## SOLUTION:

- Trend Micro Worry-Free Business Security

## BUSINESS RESULTS:

- Safer operations, for maximizing business continuity
- Easy administration, and simple upgrades to stay ahead of evolving threats
- A single solution with a broad range of features
- Complete portfolio for SMBs, including hosted security that aligns with a potential move to the cloud and infrastructure as a service

## Challenge

Wesgar has always valued strategic partnerships, both with customers and with suppliers. They strive to discover and implement the most efficient and cost-effective processes possible to enable the delivery of superior sheet metal solutions and services.

“We are a small shop and cost is very important to us,” explained Troy Richman, the one-person IT department for Wesgar’s operations. “Ease of use is another priority—IT is just me.”

Through the years, Wesgar has experienced the evolving nature of security threats. Last year, the company’s main priority was spyware. This year, it is blocking web threats and downloads from risky sites. Wesgar also continually introduces new systems, and keeps its computer equipment and infrastructure architecture fairly current, especially when compared with other small and medium businesses.

As a result, Richman must secure and support multiple versions of Microsoft™ Windows™ and Windows™ Server software, including the latest releases. The company has also introduced virtualization, with approximately 50% of its servers currently virtualized. When evaluating security solutions, the IT requirements include support for Windows 8, Windows Server 2012, and Hyper-V servers.

## Solution

A few years ago, Wesgar switched to Trend Micro™ Worry-Free™ Business Security Standard when its previous solution came up for renewal. The initial reason for the change was dissatisfaction with the effectiveness of the previous solution and their confidence in Trend Micro’s cloud protection, which leverages global threat intelligence provided by the Trend Micro™ Smart Protection Network™ infrastructure.

“The Smart Protection Network is a great idea,” said Richman. “Security products are getting bigger, and this type of cloud functionality and having Trend Micro manage part of the security solution is a great idea.”

Now, Wesgar regularly participates in Trend Micro beta testing to keep up with the newest security features and to make sure that security keeps pace with the latest hardware platforms. This year they joined in with other beta testing companies so that they could check out protection for Windows 8 and Windows Server 2012.

“The beta test went perfectly—we had no issues whatsoever,” said Richman. “Performance is good—the system seems snappier when we upgraded to the latest Trend Micro Worry-Free Business Security. Everything has gone very smoothly.”

## Results

Trend Micro Worry-Free Business Security has been a very successful solution at Wesgar. Initially, it reduced the workload on IT by blocking many threats before they reached Wesgar. Today, they take advantage of additional Trend Micro Worry-Free Business Security features to boost protection even more.

“We have been upgrading Trend Micro Worry-Free Business Security all along,” said Richman. “We started by using the basic features, and today we also take advantage of URL filtering and device control. And of course, Hyper-V integration has helped us protect our servers that host virtual machines.”

Besides giving Wesgar a broad feature set, Trend Micro Worry-Free Business Security keeps things simple. As Wesgar’s IT has evolved to using virtualized servers and moving into the cloud, Trend Micro security has helped them extend protection without introducing complexity.

“I very much like Trend Micro Worry-Free Business Security’s web portal for administration—it remains the biggest selling feature compared to the competition,” said Richman. “It is just easier to work with compared to other products, and as a small manufacturing company, this is really important to us. We look around, but by far, in my opinion, the Trend Micro product is superior for our class of business. It works really well for us.”

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## DEPLOYMENT ENVIRONMENT

- 2 sites
- 80 PCs (including 8 laptops)
- 9 servers; 11 virtual machines
- Microsoft Hyper-V for virtualization
- Multiple versions of system software including Windows 8 and Windows Server 2012
- Trend Micro Worry-Free Business Security Standard 8.0

## Company Profile

Wesgar, Inc. is a premier supplier of precision sheet metal components, complete solutions, and value-added services to customers throughout the United States, Canada, and Mexico. Wesgar is viewed internally and externally as a branch plant for each of its customers, and strives to be the most cost effective manufacturer in its industry. Lean manufacturing practices are combined with continuous improvement methods to simultaneously increase quality, decrease costs, and increase the velocity to market. Wesgar strives for simplicity in design and manufacturing, and emphasizes a collaborative approach at all stages of the customer relationship.

## Trend Micro Products

- **Trend Micro™ Worry-Free™ Business Security Standard**  
<http://www.trendmicro.com/us/small-business/product-security/worry-free-standard/index.html>
- **Trend Micro™ Worry-Free™ Business Security Services**  
<http://www.trendmicro.com/us/small-business/product-security/worry-free-services/index.html>



Securing Your Journey to the Cloud

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