

Medium Business Sets the Standard for ROI on Virtual Infrastructure

Easy deployment and management of security leads to efficient VDI environment for medium business.

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- **Nick Casagrande, Director of IT**
Southern Waste Systems, Davie, Florida

EXECUTIVE SUMMARY

Customer Name: Southern Waste Systems LLC

Industry: Waste and Recycling

Location: Davie, Florida

Web Site: www.southernwastesystems.com

Number of Employees: 400

CHALLENGE:

- Extend virtualization to desktop sessions
- Avoid complexity (two-person IT team for 400 employees)
- Protect hosts and virtual machines without slowing virtual sessions
- Ensure operations for business continuity

SOLUTION:

- Introduce agentless server security, with Trend Micro Deep Security

BUSINESS RESULTS:

- 27% reduction in memory utilization on hosts (\$2800 – \$3200 savings per server)
- Time savings, with protection automatically extended to new VDI sessions
- Confidence in business continuity and protection of critical workloads
- Infrastructure scalability for long-term ROI

Challenge: Securing virtualized environment for mission-critical applications

Southern Waste Systems exemplifies how a medium-sized business can make a big difference in its industry and within the community it serves. Recognized for statewide leadership, the waste and recycling company has relied on technology to streamline operations, meet diverse objectives, and enable growth and diversification.

The two-person IT team has managed to take advantage of leading-edge solutions to allow everyone else at the company to remain focused on the business. More than four years ago, they introduced VMware solutions to virtualize servers and more cost-effectively deliver mission-critical applications.

“Once I saw the benefits of server virtualization, I immediately focused attention on desktop virtualization,” said Nick Casagrande, director of IT. “This was a few years ago, and we were pretty cutting edge. In fact, when I called my Dell server rep, he had not quoted [virtual desktop infrastructure (VDI)] to anyone else.”

As an early adopter of virtual desktop infrastructure, Southern Waste Systems was also among the first to discover the need to adjust security for virtual environments. “We never had a problem with Trend Micro™ Worry-Free™ Business Security—it had always been a great solution for us,” said Casagrande. “However, we ran into the issue of increasing resource consumption as we added more Citrix XenDesktop sessions. We needed a security solution that was as lightweight as possible so that we could scale up VDI.”

Solution: Agentless security scales without affecting resource utilization

Having always taken advantage of technology seminars, the waste and recycling company learned about Trend Micro™ Deep Security shortly after it was introduced. “We really wanted to stay with Trend Micro, based on our success with Worry-Free Business Security,” said Casagrande. “No one else provided a server solution like Deep Security—it was designed for virtual environments, and puts protection at the hypervisor level.”

The company took advantage of a 60-day trial license for Deep Security to carry out a proof of concept. They deployed vShield, and then installed Deep Security to protect the VMware hosts and the Citrix XenDesktop sessions deployed on top of the VMware environment. Deep Security malware and intrusion defense modules extend protection to virtual machines in an agentless fashion.

“I did the Trend Micro Deep Security deployment myself—it was less than a day for the roll out across 100 virtual machines,” said Casagrande. “Over night, I saw our memory resource utilization go down by 27%. That was when we had only about 25 VDI sessions; now we run 80 VDI sessions each day and are adding more virtual desktop users each month. We haven’t purchased a physical desktop in the last two years. Without Deep Security, we would have needed to add more and more memory as we scaled VDI. With it, we have saved \$2800 to \$3200 per host for memory costs.”

Casagrande explained that memory represents a major expense within the data center. Upgrading a single server from 32G to 64G can cost \$3500. The cost of memory made the resource efficiency of Deep Security especially attractive. Deep Security yielded immediate savings in terms of recovered memory, and has also allowed them to scale VDI more cost-effectively over the last few years.

Results: Significant ROI with optimized virtualization security

Since introducing Deep Security, day-to-day management of security has required minimal time. “Before we ramped up our virtual environment, I never had to do much with Worry-Free Business Security—it just did its thing,” said Casagrande. “Now with our virtual environment protected by Deep Security, I don’t think I spend even one hour a week on maintenance. As I bring up new virtual desktops, they auto-register with Deep Security and the current security profile and definitions are automatically extended. I don’t have to do anything. With the Deep Security dashboard, I can glance at status every few days and the green lights show me that everything is good. Overall, manageability with Deep Security and our VDI environment is much easier compared to physical desktops.”

From the first day it was deployed, Deep Security offered memory cost savings and helped the two-person IT team save time associated with security in the data center. However, the main value from Deep Security has been its ability to maintain stringent protection of Southern Waste Systems’ critical business applications as they have continued to evolve the infrastructure. Daily operations rely on access to Microsoft Office, Microsoft Dynamics, and many other applications.

“With Worry-Free Business Security, stopping attacks was never an issue, and Deep Security has been equally effective at guarding our business continuity in a virtual environment,” said Casagrande. “In five years, we haven’t had any security-related disruptions. This speaks volumes about the quality of Trend Micro software. I literally don’t worry about security.”

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DEPLOYMENT ENVIRONMENT

- Centralized data center, serving 10 locations
- 200 desktops (including 80 thin clients) and servers
- 3 VMware ESXi 4.1 hosts; 120 virtual machines
- VMware vShield 4.1
- Citrix XenDesktop 5.6
- Trend Micro Deep Security 7.5

Company Profile

Southern Waste Systems LLC is a full-service waste and recycling company based in South Florida with four separate business units—Southern Waste Systems, Sun Recycling, Sun Disposal and All Star Toilets. The company has over 50 years of experience in the solid waste collection, disposal, and recycling industry, and does business in Miami-Dade, Broward, Palm Beach, Martin, St. Lucie and Indian River Counties. In 2010, Southern Waste Systems received Enterprise Florida’s Governor’s Business Diversification Award in the category “Green-to-Gold” for taking a statewide leadership position on recycling issues.

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<http://www.trendmicro.com/us/enterprise/cloud-solutions/deep-security/index.html>



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