

# Guardian Network Solutions Gains Competitive Advantage



Trend Micro™ Worry-Free™ Solutions Build Foundation of Satisfied SMB Customers, Recurring Business



## SUMMARY

- >> **Company:** Guardian Network Solutions
- Region:** United States
- Sector:** SMB Network Security
- Trend Micro partner since 2010**

### Overview

Founded in 2010, Guardian Network Solutions is a network security provider with a sales force that offers antivirus, firewall, backup, and recovery for more than 4,000 SMB customers. Currently a Silver Trend Micro partner, Guardian serves businesses throughout the U.S. and is headquartered in Fort Worth, TX.

### Challenge

Guardian is constantly challenged to demonstrate that it provides the best network security solutions at the best price. Many of Guardian's SMB customers have limited IT expertise, yet they want effective security to protect against the growing array of new malware. Guardian needed an easy-to-use solution that provided advanced protection and didn't slow down customer computers.

### Solutions

Guardian chose Trend Micro Worry-Free solutions because they provided the simplicity its customers were looking for with industry-leading detection rates and a small footprint that didn't affect network performance. In addition to being easy to install and use—even for customers with limited IT experience—the Trend Micro™ Smart Protection Network™ infrastructure and exceptional support ensures Guardian's customers are always secure.

### Results

Each deployment of Trend Micro Worry-Free helps Guardian build a strong foundation of satisfied customers. Selling Worry-Free Business Security Standard, Advanced, and Services provides good margins, high rates of recurring business, and has helped Guardian gain a trusted advisor status with its customers.

“Our customers really appreciate how easy Trend Micro Worry-Free solutions are to use. They love the small footprint and the incredible, industry-leading malware detection rates.”

Mack Gilbreath, Sales Account Manager  
Guardian Network Solutions