

## Trend Micro Recognizes Top-Performing Channel Partners at Inaugural Global Partner Summit

**Trend Micro** Incorporated (TYO: 4704; TSE: 4704), a global leader in security software and solutions, recognized top-performing channel partners at the company's first Global Partner Summit in Las Vegas, October 21-23. Executives from Trend Micro's most successful worldwide channel partners, including national resellers, systems integrators, service providers and distributors, from five continents and 45 countries, attended the invitation-only event.

"Unlike many security vendors, Trend Micro does not compete directly with channel partners, but instead works closely with them to identify and fulfill the growing demand for comprehensive security solutions and related professional services," said Partha Panda, vice president, global channels and alliances, Trend Micro. "Customers truly benefit from our partners' knowledge of Trend Micro's market-leading solutions that help them address today's security challenges."

At the summit, Trend Micro honored twelve of its top-performing channel partners in three categories:

**Global Sales Leadership:** Recognizes top-performing channel partners, measured by sales growth and momentum:

- Gold Partner – Compugen (Canada)
- Platinum Partner – Otsuka Corporation (Japan)
- Systems Integrator Partner – Accuvant (USA)
- National Reseller – PC Connections (USA)
- Distributor – Arrow (Europe - Austria, Denmark, France, Italy, Netherlands, Spain, UK; and USA)

**Global Sales Specialist:** Honors channel partners that have demonstrated exceptional sales success and momentum in selling solutions that align with Trend Micro's four areas of specialization:

- [Complete User Protection](#) (Trend Micro security solutions for endpoint, web, email and gateway security) – Comparex (Germany)
- [Custom Defense](#) (Trend Micro™ Deep Discovery™) – NCS (Singapore)
- [Cloud and Data Center Security](#) (Trend Micro™ Deep Security™) – Accuvant (USA)
- [Small Business Security](#) (Trend Micro™ Worry-Free™ Business Services) - Otsuka Corporation (Japan)

**Market Leadership:** Showcases channel partners at the forefront of key technology shifts related to cloud computing, data center modernization and advanced threat protection. These firms demonstrate leadership in delivering high-value, integrated solutions that combine Trend Micro security solutions with those of other IT leaders.

- [AWS & Trend Micro](#) – Dedalus (Brazil)
  - Joint Solution: Amazon EC2™ + Trend Micro Deep Security
- [VMware & Trend Micro](#) – Arrow (USA)
  - Joint Solution: VMware™ Software Defined Datacenter + Trend Micro Deep Security
- [IBM & Trend Micro](#) – Accuvant (USA)
  - Joint Solution: IBM™ Security QRadar™ SIEM + Trend Micro Deep Discovery

"We've long recognized the effectiveness and operational manageability of Trend Micro solutions for cloud and data center security, and for protecting our customers from targeted attacks and advanced malware," said Andy Welsh, director, partner alliances, Accuvant. "At the Global Partner Summit we were reminded of the clarity of Trend Micro's vision, their passion for security, and their commitment to excellence in all facets of the business, including channel partnerships."

To learn more about the Trend Micro Partner Program, visit <http://www.trendmicro.com/us/partners/index.html>.

### About Trend Micro

Trend Micro Incorporated, a global [leader in security software](#), strives to make the world safe for exchanging digital information. Built on 26 years of experience, our solutions for [consumers](#), [businesses](#) and governments provide layered [data security to protect information](#) on mobile devices, endpoints, gateways, servers and the cloud. Trend Micro enables the smart protection of information, with innovative security technology that is simple to deploy and manage, and fits an evolving ecosystem. All of our solutions are powered by cloud-based [global threat intelligence](#), the Trend Micro™ Smart Protection Network™ infrastructure, and are supported by over 1,200 threat experts around the globe. For more information, visit [TrendMicro.com](http://TrendMicro.com).

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