

DELACOUR

Delacour Protects IT Systems with In-Depth Security Solutions

Website

<http://dk.delacour.dk/>

Region

Europe, Nordics - Denmark

Sector

Law Firm, Professional Services

Employees

180

Trend Micro Solutions

- Deep Discovery Inspector
- Deep Discovery Endpoint Sensor
- Deep Security
- InterScan Web Security Virtual Appliance
- Enterprise for Endpoints
- Control Manager

Business Benefits

- Proactive protection against advanced and unknown threats
- Improved insight into attacks thanks to Deep Discovery
- Future-proof security setup creates the greatest possible client trust

Law Firm Uses Trend Micro Solutions to Proactively Protect Data and IT Systems Against Advanced and Unknown Threats

OVERVIEW

Delacour is one of Denmark's largest law firms, with 180 employees and offices in Copenhagen and Aarhus. In addition, Delacour has customers abroad through associated partners and is a member of ADVOC, an international network of independent law firms. They are a full-service law firm focused on business, and offer advice in all legal areas.

CHALLENGES

If IT systems are not accessible, business comes to a halt. Advice based on expert knowledge is the core to running business at Delacour. The company's IT platform is therefore a key tool for employees. Accessibility is crucial, and employees should have access to data and be able to share knowledge on all platforms from the office and remote sites. "If our IT systems don't work, the company comes to a standstill," said Peter Mejlbj, Delacour's director, who has ultimate responsibility for the company's daily operations and development.

Delacour's lawyers often need to meet strict deadlines, and so it is critical that employees never experience having no email access. "If a particular email does not arrive, or is not accessible at a time when we must meet a critical deadline, a delay by a few minutes can cost us and our customers dearly," said Mejlbj.

Trust is of paramount importance

The legal profession is one of the most heavily regulated in Denmark when it comes to security and confidentiality requirements. Delacour holds significant confidential and highly sensitive information about its customers. Customers must have complete confidence that the information will not fall into the wrong hands. At the same time, Delacour handles customer accounts with large sums of money on behalf of many companies and is therefore also subject to many of the same restrictive confidentiality requirements and security regulations as banks.

"If our IT systems were to be hit by a critical attack, it could easily cost us millions in operating losses in a short space of time. There is also the potential damage to our reputation, which is something I also have to pay great attention to. We exist through trust. A serious data leak or an attack that makes us unable to work could harm our customers' confidence in us and thus our business," said Mejlbj.

"The CryptoLocker attacks prompted us to strengthen our security further"

Delacour takes the dramatic increase in the amount of malware and the number of sophisticated attacks in recent years very seriously. When the law firm was hit by five attacks in early 2015 from



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Director, Shared Services

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Peter Mejlby,
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“We can see that the Trend Micro solution works and stops threats which previously had caused problems. It creates value because it confirms that we are as secure as possible for as far ahead as we can see.”

Peter Mejlby,
Director, Shared Services



Securing Your Journey to the Cloud

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the notorious ransomware variant CryptoLocker, they took the opportunity to further strengthen their IT security.

“Like many other companies, we were hit by the CryptoLocker malware that encrypted several of our files. Due to our existing security setup and competent IT staff, this did not affect our daily work, and confidentiality was never compromised either. We were able to quickly restore the files from backup, but it was a clear signal that it was time to raise the security level,” said Mejlby.

WHY TREND MICRO

The Solution: Quality is more important than price

Delacour asked a number of different IT security companies for proposals for a more secure and proactive IT security setup. Price played a role, but in the end it was the quality of the solution that was a decisive factor in Delacour choosing Trend Micro in the summer of 2015.

“The aim of upgrading our IT security was to safeguard our IT systems so that our customers have the utmost confidence in us. It was therefore important for us to get a recognized IT security vendor which is consistently at the top in independent security testing. At the same time, Trend Micro has a global profile, which means that Delacour’s customers outside Denmark can also feel secure,” said Mejlby.

Mejlby also highlights the Trend Micro team’s good service. “Trend Micro was quick to provide us with a proof-of-concept setup. Even before we purchased the solution, their team invested their time in demonstrating that Trend Micro’s solutions would fit into our IT environment, and that they can create value and meet our needs,” said Mejlby.

Delacour’s choice of Trend Micro has meant that the company now has an extra layer of security providing much more proactive protection, and greater insight into the attacks which one cannot avoid being exposed to. Delacour can thus prevent attacks even better going forward.

SOLUTION

Trend Micro InterScan Web Security Virtual Appliance provides enhanced Web security, while ScanMail for Exchange protects against threats that can arrive via email. Both technologies are strengthened by Trend Micro’s Deep Discovery technology that continuously analyses suspicious files in a secure environment. From there, Trend Micro sends information to the customer, where Delacour has installed Enterprise for Endpoints, which then blocks unknown threats in files and links.

Delacour has chosen to implement Trend Micro Deep Discovery Endpoint Sensor, which monitors all endpoints at Delacour and analyses all suspicious incidents in the individual device. Delacour’s virtual server environment and virtual desktops are protected by Trend Micro Deep Security, which ensures quick closure of security gaps via virtual patching. All of this is collected together in Trend Micro Control Manager to provide Delacour with an overview of the solution.

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RESULTS

Since the solution was implemented, there have been a number of attacks on Delacour, but not one of them has slipped through the security net. “We can see that the solution works and stops threats which previously had caused problems. It creates value because it confirms that we are as secure as possible for as far ahead as we can see,” said Mejlby.

WHAT’S NEXT?

IT security is an area that is attracting increased attention in the legal profession, because there are an increasing number of threats and they are more sophisticated and targeted.

“Previously, many people viewed IT security largely as an insurance policy that you hoped would never have to be used. That is no longer the case. Today, IT security solutions are constantly challenged by increasingly strategic attacks. Now is the time for IT security systems to prove their value, and it is also important to continually future-proof the solutions,” said Mejlby, who is already planning to make further investments in IT security in 2016.

“We are pleased with the solution from Trend Micro, and we are excited about what future Trend Micro technologies will have to offer,” said Mejlby.

MORE INFORMATION

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