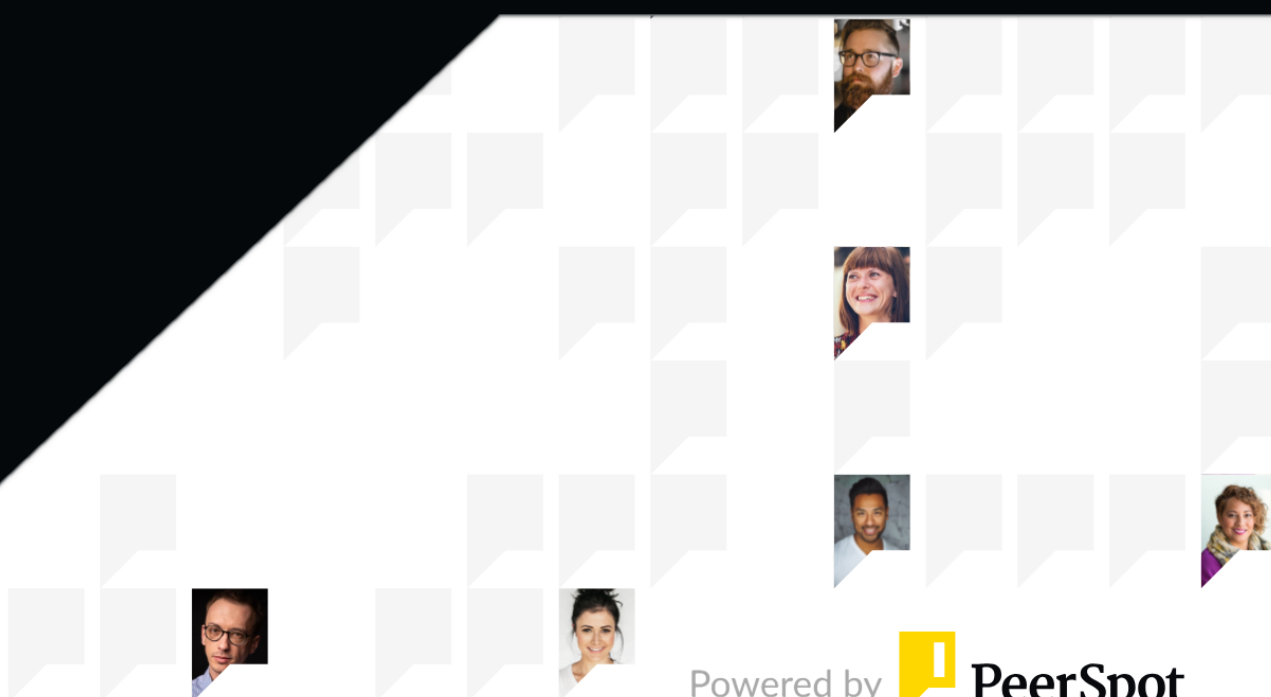




**Trend Vision One – Cloud Security**

# **User Interviews: ROI and Why They Chose Trend Micro**

February 2025



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# Product Recap



Trend Vision One – Cloud Security

# Trend Vision One- Cloud Security

## Recap

Trend Micro offers comprehensive Hybrid Cloud Security solutions to address the challenges of securing hybrid cloud environments. With the increasing complexity of managing security across diverse environments like on-premises data centers and multiple public clouds, Trend Micro's products aim to simplify security management while providing enhanced visibility and control. Their range of solutions covers workload security, network security, file storage security, cloud compliance, and cloud workload security posture management. By offering a unified platform, Trend Micro enables businesses to streamline security operations, protect against various threats, and ensure compliance with security regulations, ultimately enhancing security posture and reducing costs across hybrid cloud deployments.

# Other Solutions Considered

“Before adopting Trend Vision One – Cloud Security, we relied on Kaspersky for endpoint protection. Unfortunately, within the first three months of deployment, we experienced three security incidents. Consequently, we transitioned to OfficeScan, followed by Apex One, and ultimately migrated to Vision One for enhanced protection.

We participate in a VIP program that grants us monthly meetings with Trend, where we provide feedback and receive previews of upcoming features and products. ”

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**Troy Riegsecker**

Infrastructure Manager at Fischer Homes Inc.

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“We were previously using Microsoft Defender. We had to eventually stop using it because it was not working well. It was creating redundancies and other issues and slowing things down.”

[Read full review](#) 

**Verified user**

IT Director at a hospitality company with 11-50 employees

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“Trend Vision One – Cloud Security was the first product we purchased for this use case, but we did some POCs for CrowdStrike and found that it didn't have the same coverage of multi-cloud platforms. Trend Vision was the first solution with this capability, and CrowdStrike was lagging at the time, but I'm unsure if the market has changed since then.

CrowdStrike lacked a multi-cloud approach. It covered workload security but not application, storage, and network security. Now, maybe CrowdStrike has these services, but I'm not sure.

”

[Read full review](#) 

**Satish Krishna**

Cloud Security Manager at BSH

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“We evaluated other software, but Trend Vision One – Cloud Security was the most fitting according to our requirements. We were using AWS and Microsoft Azure and needed a setup for our storage and computing services. The integration that Trend Vision One – Cloud Security provided fits the best for our specific use cases.”

[Read full review](#) 

**Omair Babri**

Software Developer at Bayerischer Rundfunk

“I've implemented Trend Vision One – Cloud Security four times now, with different companies and organizations. I also spent some time directly with AWS, and I did a lot of work with Palo Alto and their firewalls, both in the cloud and with their Prisma Cloud. It was just a pain. It took so much more time to set up and configure, and the mean time to value was insane compared to Trend Vision One – Cloud Security.

Check Point Firewall in AWS is also a problem. Both of these solutions require us to rearchitect our application, infrastructure, and network design so that we can protect it. That's why we love Trend Vision One – Cloud Security. It's right on the endpoints, instances, or virtual machines. It's a host-based firewall instead of a gate guards and guns mentality of putting something at the front door.

The big difference between the cloud and on-premises is that our house or data center has one front door, one thing to go in and one thing to go out. The cloud is not the case. It's hard to do that gate guards and guns approach with one firewall in the cloud. It's possible, but from a cost perspective, it just doesn't scale. Instead of having one door, we might now have a hundred or a thousand, and we can't put that same firewall over and over again.

So, we have to change how we do security in the cloud, and that's where I think Trend Vision One – Cloud Security really excelled early on. Everyone else didn't get it first. And I think everyone is trying to catch up to Trend Vision One – Cloud Security, but that's why we went with them originally. They changed the way we think about security and how we're going to secure our infrastructure based on our architecture. The other competitors are falling behind, and they're still trying to secure the cloud the same way they secured the data center, which doesn't work from a cost-and-scale perspective.”

[Read full review](#) 

**Brett Tatum**

Director of Technology at Summit Carbon Solutions

“We looked into a few other tools to see how they can help us and whether they meet our current use case. Trend Vision One - Cloud Security was the one that came up on top. We sought information from all the vendors on areas like detection and response, compliance, and remediation. In remediation, we saw what elements Trend Vision was reporting on and how much information we had to make a judgment and act upon it. Trend Vision's platform did a great job in helping us break down the different silos, understand the visibility of threats, and secure our business-critical applications.”

[Read full review](#) 

**Verified user**

Senior Manager for IT and Security at a tech services company with 1,001-5,000 employees



# ROI

Real user quotes about their ROI:

“We have seen a return on investment with Trend Vision One – Cloud Security. I haven't had major issues like downtime or malicious attacks that caused the company hours of productivity. With Trend Vision One – Cloud Security, we haven't had any data breaches or data seizures. After the solution's implementation, I haven't had productivity issues. The solution is doing its job and preventing worst-case scenarios.”

[Read full review](#) 


**Verified user**

IT Director at a hospitality company with 11-50 employees

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“Trend Vision One – Cloud Security helps us reduce costs on AWS by optimizing consumption. We can forward our reports to the customers and have them fix the issue. You can minimize costs by only enabling security for business-critical workloads and instances. For example, you can enable application security for apps containing personally identifiable information or an S3 bucket where you're storing some invoices. Trend Vision One – Cloud Security has seven modules that you can choose and customize based on your use cases and requirements.

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[Read full review](#) 

**Satish Krishna**

Cloud Security Manager at BSH

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“The return on investment is very high because it is so flexible and you can actually cancel this service whenever you want. You use it only while you need it. The moment you lose interest, it is not working for you anymore, or you have completed the whole pipeline, in CI/CD pipeline form, you can just terminate your contract. There is nothing that the vendor can do to force you to continue working with them. As easy as it is to integrate Trend Vision One – Cloud Security in your infrastructure, it is just as easy to decouple it.”

[Read full review](#) 

**DejanBlagojevic**

Presales Engineer at Exclusive-networks

# Use Case

“We deploy Trend Vision One – Cloud Security on all systems as part of the standard package. When rolling out new devices, it allows me to monitor East-West traffic between our endpoints. Previously, I had no visibility into communication between Trend user A and end user B within the network. XDR now grants me this insight, while also sending alerts for suspicious activity. I can click on these alerts, investigate in Trend Vision One – Cloud Security, and visualize the communication flow in a user-friendly diagram. This helps me distinguish genuine threats from warnings or false positives. For example, one day I saw an alert indicating someone attempting to reinstall Chrome on a PC. Trend Vision One – Cloud Security confirmed this activity. Additionally, XDR enables me to directly block malicious attempts from the workbench.

Trend Vision One – Cloud Security operates entirely in the cloud, enabling remote access to user devices for necessary changes, virus removal, and patch implementation.”

[Read full review](#) 

**Troy Riegsecker**

Infrastructure Manager at Fischer Homes Inc.

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“We use Trend Vision One – Cloud Security mostly for endpoint security. There are more things that we're going to get into, but we mostly use it right now for endpoint security.”

[Read full review](#) 

**Verified user**

IT Director at a hospitality company with 11-50 employees

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“We have a lot of services that we develop and deploy onto the cloud. We use different cloud providers like AWS and Microsoft Azure. We use Trend Vision for storage services. The product is deployed in one location, but multiple teams use it.”

[Read full review](#) 

**Omaid Babri**

Software Developer at Bayerischer Rundfunk

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“We use Cloud Security for workload and application security. The company also uses AWS Cloud Conformity. Cloud Security protects us from application-delivered attacks. The solution is protecting our private services, internal customers, and security account holders. ”

[Read full review](#) 

**Satish Krishna**

Cloud Security Manager at BSH

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“We use Trend Vision One – Cloud Security for our cloud security, but we especially love it because we're multi-cloud. We want a single solution that can help us protect, inspect, and gain information about all of our cloud assets, regardless of whether they're in Microsoft Online, Office 365, Azure, or AWS, where we have most of our workload.

We also love that Trend Vision One – Cloud Security is not just an endpoint solution or a DevSecOps add-on. It also has a source code repository, which allows us to put things in our DevOps pipeline to protect them. Additionally, we can use Cloud Conformity, which is part of Trend Vision One – Cloud Security, to monitor our posture management.

This means that Trend Vision One – Cloud Security is not just a reactive solution that runs software on virtual machines or in containers. It can stop problems in the development process before they even happen, even if the code is still on someone's machine or in the pipeline or repository. This helps us protect ourselves in a way that many other solutions cannot.

Before implementing Trend Vision One – Cloud Security, we were facing all sorts of unknown threats, including third-party vulnerabilities and misconfigurations. We need to protect ourselves from bad actors, but that's only half of it. We also have to protect our infrastructure from ourselves. No one on our team is going to intentionally do anything malicious, but they can make mistakes. And I can't monitor every piece of code or infrastructure that my team writes or has. I need a solution that can monitor our infrastructure continuously and notify us of any misconfigurations or mistakes so that we can fix them before they become major problems.

We deployed Trend Vision One – Cloud Security 100 percent on the cloud and we use AWS and Azure.”

[Read full review](#) 

**Brett Tatum**

Director of Technology at Summit Carbon Solutions

My organization uses Trend Vision One – Cloud Security and to get information based on business-critical applications running on the cloud environment. We get information on workload security, vulnerabilities, or third-party package issues. We also focus on configuration management changes that are suspicious.

Four teams in our organization use the tool across multiple regions. Since my team is an information security team, we have visibility into all the different teams and how they use it. We support the teams with alerts and issues. If an alert comes up, someone from my team will respond. If we need more information, we work with the team impacted because of the alert to understand the issue and do the remediation with them.

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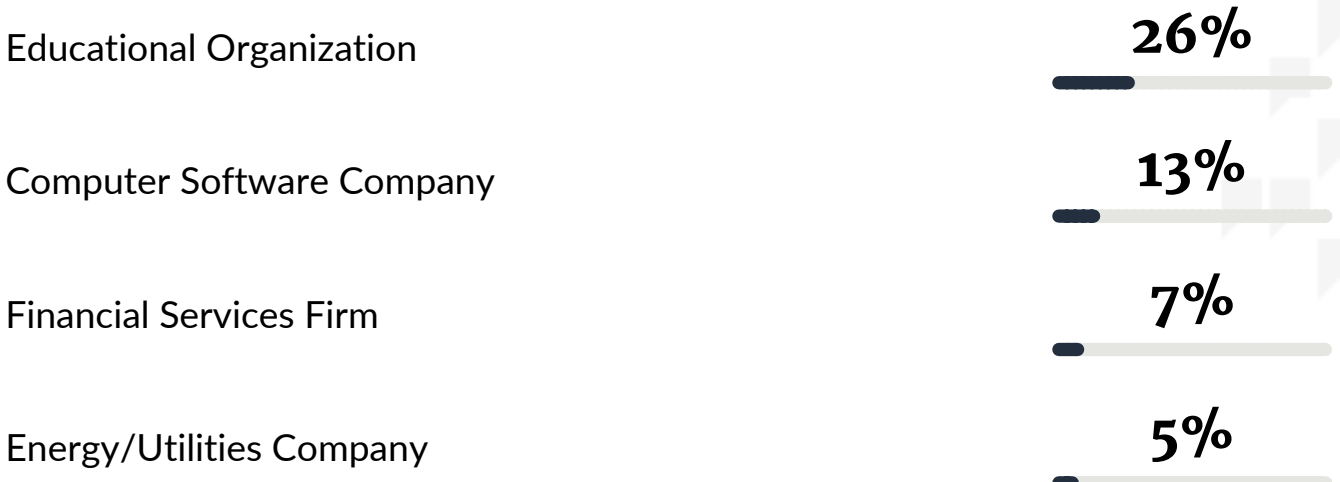
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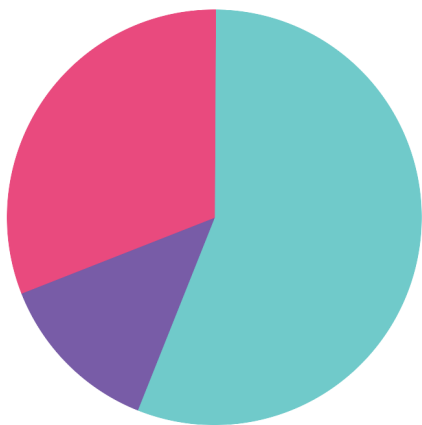
# Top Industries

by visitors reading reviews



# Company Size

by reviewers



by visitors reading reviews



Large Enterprise      Midsize Enterprise      Small Business

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