

# Winery Blends Cloud Security with Flexible File Access

Trend Micro™ SafeSync™ for Business and hosted security give family-run business enterprise-class protection and agility.

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—Taylor Simpson, Co-owner, Good Harbor Vineyards

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## EXECUTIVE SUMMARY

**Customer Name:** Good Harbor Vineyards  
**Industry:** Food and Wine  
**Location:** Lake Leelanau, Michigan  
**Web site:** [www.goodharbor.com](http://www.goodharbor.com)  
**Number of Employees:** 20

### CHALLENGE:

- Protect sensitive data assets, including extensive tracking information required for compliance with wine industry regulations
- Extend security to mobile systems, and allow remote access of in-office data without introducing vulnerabilities
- Simplify infrastructure and technology (no dedicated IT staff)
- Increase confidence in security, with more frequent updates and improved visibility

### SOLUTION:

- Switch to Trend Micro™ Worry-Free™ Business Security Services
- Introduce Trend Micro SafeSync for Business

### BUSINESS RESULTS:

- Increased awareness of overall status of security, providing peace of mind to business owners
  - Easy software-as-a-service (SaaS) solution, eliminating security distractions and allowing focus on mission-critical business issues
  - Flexible, anywhere access to company data, with automatic synchronization across laptops and in-office systems
  - Automatic backup in the cloud, for extra layer of protection for data
  - Minimized security burden on staff, the network, and computers
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## Challenge

Three generations of Simpsons have enjoyed and contributed to the agricultural heritage of the Leelanau Peninsula in Michigan. Over the last few decades, the family's Good Harbor Vineyards wine business has helped bring acclaim to the area as home to award-winning wine producers. Day-to-day management of the vineyards and winemaking operations falls on Taylor and Sam Simpson, while their mother manages the tasting room.

“We are a family-run farm,” said Taylor Simpson, co-owner of Good Harbor Vineyards. “My brother and I jointly manage the business; he takes care of the yearly budgeting and I handle the daily finances, marketing and sales, and email correspondence. This requires that I travel a lot. Our business data is stored on the in-office computers, but I take a laptop with me.”

The business used to protect its computers—and the sensitive business data stored on them—with a security solution from another vendor.

Simpson explained, “As a wine maker, we are highly monitored and regularly audited by numerous government agencies. We have to keep track of everything—every bottle and every ounce has to be accounted for—from purchase through production, bottling, sale, and shipment. We were worried that someone could gain access to these records. Losing our files would be crippling in any type of audit—and these take place frequently.”

## Solution

“My friend explained cloud computing and how Trend Micro provided in-the-cloud protection to improve security for small businesses like ours,” said Simpson. “She also described Trend Micro SafeSync for Business—and explained how I could leverage the cloud to access company data on our main computer while I was traveling. I realized that in-the-cloud solutions could really make my life easier.”

After some more discussions and researching Trend Micro solutions, Good Harbor Vineyards became a Trend Micro customer. All of the vineyards computers are now protected by Trend Micro Worry-Free Business Security Services. Hosted, maintained, and continually updated by Trend Micro security experts, the solution blocks the latest threats before they reach the business.

Trend Micro SafeSync for Business allows Simpson to synchronize data on her laptop with the company's main computer. “I just loaded SafeSync for Business—it is fascinating,” said Simpson.

“With SafeSync for Business, the automatic backups are nice and I have access to my files from anywhere. I’m no longer locked to my desk. I can get at files that my brother might have just saved, and I can respond to requests for reports even when I’m on the road. SafeSync for Business makes day-to-day business much more fluid.”

SafeSync for Business also allows access from smart devices, making it even easier to get at key business data instantly.

## Results

Besides making it easier to get work done while on the road, Trend Micro solutions give the business advanced protection from the latest threats and improved visibility.

“With our previous security solution, I never felt like I knew what was going on,” said Simpson. “With Trend Micro Worry-Free Business Security Services, I get more frequent updates. I can see what is happening in terms of threats and protection, and I no longer feel naïve about the state of our security. Instead of just hoping we are protected, with Worry-Free Business Security Services I know we are better protected. Our comfort level is much higher with Trend Micro.”

Good Harbor Vineyards also enjoyed increased confidence in the integrity of its sensitive compliance-related records. “Using Worry-Free Business Security Services, we are confident that our information will be there for our next audit,” said Simpson. “It is a comfort to have Trend Micro’s in-the-cloud protection technology covering our business. We have to keep meticulous records, and the Trend Micro solutions help us minimize the risks to that information.”

## Next Steps

The owners of the Good Harbor Vineyards can see the advantages of cloud computing. “I am not a technology expert, but as a business owner I continue to learn more every day,” said Simpson. “Cloud computing seems obvious, from a business standpoint. Choosing solutions from a vendor like Trend Micro that understands cloud computing and helps us take advantage of it—that just makes sense. Trend Micro security gives us a foundation that uses the cloud today. Without a doubt, we’ll be taking advantage of other cloud solutions down the road.”

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## DEPLOYMENT ENVIRONMENT

- 1 site
- 4 PCs
- Trend Micro Worry-Free Business Security Services
- Trend Micro SafeSync for Business

## Company Profile

The Simpson family has been growing fruit on Michigan’s Leelanau Peninsula for three generations. Before the cultivation of vineyards, the Simpsons were a cherry farming family caring for and harvesting more than 300 acres. In 1980, the family opened the doors of Good Harbor Vineyard. Through hard work and dedication, the Simpsons have created a respected winery that produces a high-quality product at an affordable price. Today, Good Harbor Vineyards has more than 65 acres planted to vine and one of the largest Pinot Grigio plantings in the state. Good Harbor is still family owned and operated by Debbie Simpson and her daughter and son, Taylor and Sam Simpson.

## Trend Micro Security

- **Trend Micro Worry-Free Business Security Services**  
<http://go.trendmicro.com/worryfreeservices>
- **Trend Micro SafeSync for Business**  
<http://us.trendmicro.com/us/products/sb/safe-sync-online-backup-storage/index.html>

## Trend Micro Enabling Technology

- **Trend Micro™ Smart Protection Network™**  
<http://us.trendmicro.com/us/trendwatch/core-technologies/smart-protection-network/>

