

Reaching the Apex of Security

Apex needed a strong front line antivirus software to protect their computers and servers from malware attacks and ESET was their first choice



CUSTOMER

Apex Computing provides IT support and software solutions to over 400 SME's and Educational Providers in the North West. Established 16 years ago, the company initially specialised in providing small to medium sized businesses with cost effective IT Support Solutions. Following a recent acquisition, Apex have expanded their business, now also providing software solution licenses to over 200 educational providers. Apex manage a portfolio of customers with needs ranging from server install support and software licensing solutions, through to offering day to day support and maintenance of IT solutions.

Striving to stand out from the crowd when it comes to providing IT support, Apex pride themselves in a jargon-free approach to specialist IT. Apex focus on the customer and their business requirements, thus enabling the customer to take full advantage of their computer systems.

CHALLENGE

The majority of clients in Apex's portfolio are small to medium sized businesses that do not have the resources for an onsite IT department. In order to support their client's needs in a cost effective manner, Apex needed a strong front line antivirus software to protect their computers and servers from malware. With previous vendors' providing poor performing products which required a lot of computer resources to run as well as bad customer service, Apex decided to undertake an analysis and evaluation of the ESET product offering.

Whilst evaluating ESET, Apex encountered a potential issue when a school called, who had a virus on the burser's computer which needed urgent attention. Apex immediately asked them to install ESET onto the computer and called the ESET technical department to guide the school through the installation process. Swiftly the virus was removed and the burser was very happy at the efficiency of response.

SOLUTION

Apex wanted a robust solution that used minimal system resources, was good value for money and provided excellent UK based telephone support. This was found in ESET who exceeded all of Apex's requirements.

When asked 'Why did you choose ESET', Peter Barnfield the Director of Apex Computing was very quick to comment that "Cyber security is such a hot topic and at the forefront of all IT businesses, criminals are constantly looking at ways to profiteer from confidential information. With over 130million users, and a big R&D department, they are constantly looking at ways to combat unscrupulous internet activity. It gives us peace of mind to know we are using a pioneering product like ESET."

Apex Computing Services Ltd
Web: Apexcomputing.co.uk



Become an ESET Authorised UK Partner

Let your business grow with ESET

The ESET partner program is engineered to help your business grow with award winning products, industry-leading profitability and partnering plans to fit your business.



ESET is rapidly expanding, reporting 278% growth in revenue over the past three years with over 130 million users worldwide. ESET is well respected within the industry and a name you can trust with the most advanced innovative anti-malware products on the market.

Better Support

Whether you need support closing a sale, implementing a solution, or maintaining a system of relationships, we can help with a multi-tiered support solution. Dedicated support lines, dedicated web pages, and above all, dedicated people provide all the assistance you need: up front and down the line.

Better Benefits

Aggressive margins - Earn a minimum of 25% with opportunity to increase margins and access to other benefits based on sales performance

Simple partner portal – Easy online ordering and simple administration of your licences.

Training – Regular training courses held throughout the UK ensuring you have as much information about our business and products as we do.

Marketing tools – A dedicated resource centre providing you with all the tools you need to sell ESET products and marketing development funds are available to our more productive partners.

What's the next step?

Simply fill out the online application form www.eset.co.uk/partners/apply

Your application will be processed promptly by our team so you can begin to grow your business with ESET

Alternatively if you have any queries or need further assistance give us a call on 0845 838 0832



Information about ESET, ESET develops software solutions that deliver instant, comprehensive protection against evolving computer security threats. We pioneered and continue to lead the industry in proactive threat detection. ESET NOD32 Antivirus, our flagship product, consistently achieves the highest accolades in all types of comparative testing and is the foundational product that builds out the ESET product line. Sold in more than 160 countries, ESET has a reputation for cutting edge software, providing world class protection to over 130 million users.

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