

ESET is Top of the Class with Education Partner BIST

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Peter Smith, Commercial Director



CUSTOMER

Business I.T Support Team (BIST) supplies IT hardware and software to a wide range of organisations, complemented by a selection of support services including technical advice, deployment and aftercare. Operating nationwide from its headquarters in West Yorkshire, BIST is very strong in the education sector and has developed a number of partnerships with vendors that are able to offer specialist programs.

This enables BIST to deliver an expert service that is tailored towards resolving the specific IT challenges that schools, colleges and universities face. So when anti-malware software started to affect the performance of its customers' computers Peter Smith, Commercial Director of BIST knew it was time to find a new supplier.

CHALLENGE

In the education market, budget is often tight and most facilities look to maximise the lifetime of their computers. This frequently means that older machines are used for much longer than a typical business, which isn't always compatible with software enhancements made over time.

“Anti-malware software has always had a reputation of being a heavy user of system resources, slowing down machines that don't have the extra RAM or CPU available to cope with the constant checking of files for potential malware,” says Peter. “We wanted to find an anti-malware product that protected computers without rendering anything older than three years unusable. However, they had to be able to offer special pricing for education users.”

SOLUTION

Recognising that ESET was consistently top in independent testing, BIST decide to trial the ESET Endpoint Security internally and were impressed with the results. ESET's small footprint, low system resources and easy remote implementation were immediately apparent, as was its ability to catch malware.

“From a partner's perspective ESET is ideal, the pricing is very competitive and they have helped us all the way, from training our staff to providing technical assistance when required. With students regularly accessing the internet for music downloads and P2P file sharing, education networks are constantly under threat from malware,” says Peter. “ESET enables us to protect those networks easily, without affecting performance and a cost that is affordable to the education sector.”

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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