

Remote Administrator Makes Fast Customer Assistance Easy

Performance, Remote Management and Sector Discounts Make ESET the Perfect Partner for Computerworld Business Solutions



CUSTOMER

With a history spanning 30 years, Computerworld Business Solutions provides a range of IT infrastructure and support services designed to help businesses lower IT costs, while benefitting from improved productivity. Based in the West Midlands, Computerworld Business Solutions reduces system downtime by implementing robust infrastructures, monitoring critical business systems and providing fast remote assistance should a problem occur.

Computerworld Business Solutions became an ESET partner six years ago, after experiencing several problems with its previous antivirus supplier, including severe impacts on system performance. Steve Hennessey, Sales Manager of Computerworld Business Solutions explains more about the situation.

CHALLENGE

“As a company that prides itself on relieving businesses of their IT problems, not causing them, the situation needed to be rectified straight away,” says Steve. “Obviously we were looking for a product that would resolve the performance issues our customers were experiencing, but we also needed to work with a partner that would offer special discounting for the not for profit and education sectors, which are core markets for us.”

In addition to this criteria, Computerworld Business Solutions needed to be able to manage its customers’ antimalware protection remotely from its support service centre. This included having the ability to roll-out the new software, update and change policies and resolve any endpoint issues, not just ensure automated updates were being completed.

SOLUTION

Computerworld Business Solutions chose to partner with ESET because of the superior protection it offers against a wide range of threats, the remote administrator module that enables support staff to make policy or update changes without visiting the customer on site and most important offers a 50% discount to help universities and charities make their budget go further.

“ESET is so much more than just a supplier,” concludes Steve. “Working with them has enabled us to expand our business by offering our customers superior threat protection at a very competitive price. But more than that, ESET’s small footprint and low use of system resources extends the life of older machines, helping to stretch budgets even further.”

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.

ESET UK
242 Charminster Road
Bournemouth, BH8 9RP
Tel: 0845838 0832
Fax: 0845 838 0834

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