

## ESET Partner Deans Computer Services Counts on Easy Ordering

"It's not just the product that's easy to use, they have made life for partners easy too."

*Ann Siddons, Purchase Manager*



### CUSTOMER

Deans Computer Services Plc (DCS) provides independent accounting software solutions and IT support to organisations in the North of England. Established thirty years ago, the company specialises in helping small to medium sized businesses manage their IT needs through a wide range of services including specification, implementation, training and support.

Ensuring customer's computers are protected from malware is an essential part of DCS's portfolio. It offers installation and ongoing support services for anti-malware, firewalls and anti-spam, eliminating the threat of malware finding its way onto the network and keeping email free from unwanted messages.

### CHALLENGE

DCS's previous preferred anti-virus provider introduced a new version of their product. After installing it on a couple sites, DCS were dismayed to learn that new functionality came with an immense disadvantage – the computer resources to run the new product far exceeded those available on the average business machine, impacting significantly on overall performance.

The technical team at DCS set out to look for a new preferred anti-malware supplier, one that worked effectively and wasn't so memory hungry that it caused servers to crash. After running a series of tests internally ESET was chosen as it caught the most viruses and had a very small footprint.

### SOLUTION

ESET's light use of system resources made it ideal for DCS, who immediately installed it into the sites that were having issues with the previous supplier. But advanced anti-malware protection was not the only aspect that impressed DCS as Purchase Manager, Ann Siddons explains.

"From my point of view I'm a big fan of ESET because it is so easy to purchase extra licenses, handle renewals and even upgrade licences when required. I can manage the entire account through ESET's online partner portal. It's not just the product that's easy to use, they have made life for partners' easy too. In the five years we have worked with ESET they have always been very approachable and helpful in assisting us in any way they can."

# 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](http://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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