

## “ESET- The Ronseal of the Antivirus Market”

Medhurst IT explain why they provide ESET to their customers.



### CUSTOMER

Medhurst IT provide an array of IT services including IT support, virtualisation, installation and cloud services. The northern IT company has built up a broad customer base, specialising in the legal sector.

Not only is Medhurst a partner with ESET, but also a gold partner of Microsoft. They are a successful company that has achieved steady growth year on year by focusing on building long-lasting customer and partner relationships.

### CHALLENGE

Medhurst IT were looking for a anti-virus product that competed on price with other major vendors. The IT service company turned to ESET, not only for its competitive pricing, but its ability too be rolled out easily at short notice. They found that ESET had a high performance rate with catching all threats going into the business.

Once Medhurst IT became an ESET partner they found that it provided their customers with a small footprint, a product that was good value for money and highly effective in combating viruses and malware.

### SOLUTION

Alistair Evans, the director at Medhurst IT states that, “Dealing with ESET is easy. The product portfolio and pricing is straight forward to understand, buying and renewing licenses is simple and immediate.”

“The product is solid and is easy to install and administer. Where we have spend time managing and fixing other vendors products, ESET just does the job it is intended to do. ESET is the Ronseal of the Antivirus market.”

# 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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