

## ESET Delights Quadsys' Customers

"With ESET we feel like we have a partner that values us as part of their team. We have never seen such a positive response from customers trialling a product before and the support provided by ESET has been first class."



### CUSTOMER

Based in Oxford, Quadsys is a leading supplier of IT security software and hardware, complemented by a range of associated services that ensures an organisation's infrastructure remains available and secure at all times. Supported by a highly knowledgeable technical department, Quadsys also provides consultancy, design, installation and support services.

Quadsys's clients range from small enterprises to public sector and large multi-national companies across the UK and Europe. Key to the company's success is its ability to deliver a high level of ICT expertise alongside a close working relationship with leading vendor partners, enabling the company to position itself as a strategic ally with its clients.

### CHALLENGE

Although the company works with a number of data protection suppliers, Quadsys wanted to develop a relationship with a security vendor that was able to provide solutions for smaller businesses, in addition to its corporate client base. Aware of ESET's reputation for delivering a robust, anti-malware package it contacted the company about becoming a part of its partner programme.

"From the moment we contacted ESET everyone was really helpful and couldn't do enough to provide us with all the information we needed," says Paul Streeter of Quadsys. "In addition, the margins with ESET are very good compared with other vendors. This, combined with ESET's superior technology, persuaded us to become a partner."

### SOLUTION

One particular aspect of ESET's software that Quadsys likes is that the product virtually sells itself. Once the customer has installed the free trial and seen for themselves ESET's unique ability to provide superior anti-malware protection without impacting on system resources, normally all it takes is ESET's competitive pricing strategy to convince the customer to purchase.

"We provide frontline support direct to our customers, but on the two occasions we have had to refer back to ESET's technical support for pre-sales questions the response was amazing. Both times the technical engineer contacted the customer within fifteen minutes of our request, subsequently resulting in the customer placing an order," concludes Paul Streeter.

# 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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