

ESET Provides the Perfect Security Solution for TeraByte's Customers

TeraByte have been an ESET partner since 2012, the reliability of ESET products and the range of security solutions available is the basis of this long-standing partnership



PARTNER

TeraByte is an IT solutions and services provider based in Darlington. They provide information security solutions to small and medium businesses across all sectors. TeraByte's core services range from penetration testing, cyber essentials, virtual DPO and virtual CISO, whilst offering high quality products that fill in the gaps in security identified alongside these services.

The company is still owned and operated by its original founders; the team at TeraByte are passionate about keeping up to date with technology to ensure they can provide the best product portfolio to their customers. Their workforce is highly experienced and knowledgeable in all aspects of information security, which helps to maintain their high success rate with clients.

CHALLENGE

TeraByte had tried and tested many security software vendors and products over the years, all of which they found to be bloated, had numerous issues with system compatibility and generally missed critical viruses. They were looking for a vendor who could offer a product, which would identify all threats, was fast and lightweight and was a reliable and effective security solution. TeraByte wanted to work with a vendor who provided good technical support, preferably located in the UK.

TeraByte have been working with ESET since 2012, they chose ESET due to the lightweight product and sheer performance over other providers. "Since I found ESET, I've never used anyone else", says Marcus Dempsey, Operations Director at TeraByte.

SOLUTION

The ESET partner program is engineered to help businesses grow with award winning products, industry-leading profitability and partnering plans to fit your business. ESET is well respected within the industry and a name you can trust with the most advanced innovative antimalware products on the market.

"I've been using ESET for over 15 years due to the sheer speed and reliability of the product, on the rare occasion I've talked to support, they've been friendly and helpful", says Marcus Dempsey. Part of the reason TeraByte are such a long-standing ESET Partner is the access they have to numerous products which are fast and lightweight as well as adding a layered approach across the business, protecting from the gateway to the endpoint.

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 110 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.com/uk/partner/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 01202 405 405



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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