

## ESET's Anti-virus Products are a Perfect Match for Easy-to-use IT Support

The IT Department explain why they sell ESET Anti-Virus to their clients.



### CUSTOMER

The IT Department is a business that provides IT support solutions to their customers. From cloud services, server and PC support to business and residential support. The IT Department provide a wide range of IT support but specialise in remote management, providing clients with a cheaper support option compared to larger companies. As well as IT support, The IT Department also supply hardware and software, including ESET Endpoint Antivirus and Security products.

The Bournemouth Company's client base consists of small-medium sized companies that do not have the resources for an onsite IT department. The IT Departments' clients depend on them to manage their IT support in a cost effective way.

### CHALLENGE

The IT Department use easy to understand, jargon free language when communicating to their clients. Not only this but their prices are fair and they do not feel the need to tie people into contracts.

In order to match this simple yet effective IT support, The IT Department needed to find a hassle free anti-virus product that they could provide their customers with. Therefore the Bournemouth IT support company chose ESET. The IT Department feel that ESET products do a good job to protect machines and in most cases the user will not even know it is there, as ESET software runs quietly and smoothly in the background, which for AV is the best possible outcome.

### SOLUTION

ESET's simple yet effective software matched perfectly with the easy to understand support provided by The IT Department, making them ideal ESET Partners.

Andrew Ward, the Operations Manager for The IT Department had this to say about ESET: "ESET is by far the best AV product we have ever used. It supports our customer's infrastructure perfectly and allows us to confidently say that they are as protected as it is possible to be."

# 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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