

ESET Using the Holistic Approach

Holistic Technologies Ltd were looking for a security solution to offer their customers from a company that would provide a high quality product with a good level of support. ESET met all of their requirements and provided the perfect product range and partnership opportunity.

HOLISTIC



CUSTOMER

Holistic Technologies Ltd are a value added reseller, who provide IT support and software solutions to a number of customers ranging greatly in size between 1-500 IT users in the Corporate and Educational industries. Holistic Technologies have a very experienced team within the IT sector who believe that smart work leads to customer loyalty and happiness.

Holistic Technologies have recently become an ESET partner, after experiencing problems with their previous antivirus supplier. Holistic Technologies looks to supply software to their customer base from vendors that can provide a high end product, reliability and good level of support.

CHALLENGE

“For us, over this last year, we noticed a decline in customer service and support from our distributors” stated Phil Herrington, Sales Manager at Holistic Technologies “this lead us to contact the vendor directly. It was at this point we realised our current provider was ‘too big’ to care.”

Holistic Technologies initially had ESET brought to their attention by one of their customers. This customer had taken control over an IT infrastructure and spoke very highly of the ESET software. Holistic Technologies quickly decided that a change in antivirus supplier was required; a company that would provide the time and attention needed for a successful partnership as well as a strong product line, this is where ESET quickly stepped up to fill the void.

SOLUTION

ESET understand that all companies have specific requirements and work closely with partners to ensure that the partnership fits with the company’s own business model. All partners have complete access to ESET’s entire range of products as well as the support from a close working relationship with a dedicated internal and external Account Manager.

ESET’s ability to provide a strong level of support was a factor of high importance for Holistic Technologies when choosing a new antivirus supplier. Phil Herrington, contacted ESET and explained that ESET were “very welcoming in bringing us on board as a partner”. Phil was also extremely impressed with the communication with their new Account Manager, “we chose ESET based on the level of service we received from our Account Manager and the quality of the product.”

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

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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