ESET® Case Study

Dynamic Computer Solutions of Topeka

"Our clients experienced better security, and we cut our infected PC count by over 75 percent."

RICH – EXECUTIVE VICE PRESIDENT/CTO – DYNAMIC COMPUTER SOLUTIONS OF TOPEKA, INC.

COUNTRY: United States

Number of seats: 1,800

Product: ESET Endpoint Antivirus, ESET File Security for Servers

THE PARTNER

Dynamic Computer Solutions of Topeka is a managed service provider based in Topeka, Kansas. It currently manages over 1800 computers across the state of Kansas. Not only does Dynamic Computer Solutions of Topeka provide managed IT services, but also consulting services. It prides itself on being on the forefront of technology and does whatever it takes to make technology work for its customers.

A BETTER SOLUTION SOUGHT

Being an MSP provider that always wants to be on the forefront of technology, the reputation of Dynamic Computer Solutions of Topeka is at risk with every technology choice. Most of the endpoints that it manages across Kansas all face the same security risks, and it needed to find a product that was "going to do what it said it would." In order to become a World Class MSP, its next endpoint security solution needed to provide proactive detection rather than only being reactive like its previous product. After management met an ESET representative at a Channel Partners trade show in Las Vegas, and discussing how ESET can help Dynamic Computer Solutions of Topeka's customers, they were sold on becoming an ESET partner.

MAKING THE CHANGE

The initial meeting at the trade show sold management on ESET, but in the past, they were used to products overpromising and not delivering, so they were still cautious. During initial deployment, they first noticed a change because, as Rich said, "ESET was smoother than most" new product deployments. What they began to see is that their clients across the board experienced better security, and they "cut their infected PC count by over 75 percent." This reduction in infections due to ESET's proactive detection has led to Dynamic Computer Solutions of Topeka being on the path to becoming the World Class MSP it sought to become. After being an ESET partner for over two years , Rich was asked to sum up his experience with ESET, and he had this to say, "Top-notch product!"

KEY BENEFITS FOR DYNAMIC COMPUTER SOLUTIONS OF TOPEKA, INC.

- **More time spent on other projects due to trusted threat detection and mitigation**
- **Flexible daily billing and monthly invoicing allows payment on self-selected schedule**
- **Increased profits by taking advantage of volume pricing**
- **Easily and seamlessly manage devices anywhere in the world**
- **Easy deployment allows for quick migration and easy setup of future computers**
- **Trainings, certifications and local technical support for getting up to speed fast**

www.eset.com

ESET ENJOY SAFER TECHNOLOGY®