

Access IT is an established IT service reseller and has a long and successful history within the IT industry since establishment in 1998.

Its 14 strong team predominantly deals with SME's in the South East, with clients ranging from 5 to 500 users in all industries from professional practices such as solicitors and accountants through to education, health and local government.

The problem

Many of the conventional anti spam and virus solutions on offer are appliance or software based and are simply unable to cope with the pace of change in the sector due to massive growth in the volume of spam being dispersed. With managed services rapidly becoming the most viable solution to the problem of managing spam and viruses, Access IT was interested in adding E-Mail Security SaaS (Software as a Service) that offered unparalleled filtering across both web and email, wanting an excellent customer proposal as well as a partner which would offer a good business fit.

The solution

Access IT was initially drawn to Webroot (formerly Email Systems) as it allowed Access IT to portray the service under its own brand, without the need for software or hardware and as the service can set up and be fully operational in an extremely short space of time. Unlike software and hardware solutions, the technology devised by Webroot (formerly Email Systems) filters web traffic at the internet layer. Undesirable mail and web pages therefore can't reach the users IT network, keeping viruses and spyware away from the system and preventing it from becoming infected and overloaded with spam mail. The innovative technology also supplies bandwidth improvement as a result of usage as well as providing continually updated and supported technology that will identify and eliminate new threats in real time.

The benefits

Webroot (formerly Email Systems) has built its business around the channel model of partnership, which ensures that its processes are partner-friendly and have been designed to offer the maximum support. A full partner support programme is in place, comprising numerous supporting marketing materials, regular online training sessions along with regular partner events and activities. In addition to the many financial benefits of working with Webroot (formerly Email Systems), the company continues to invest heavily in its award winning technology, in order to deliver a continually evolving, leading edge product that remains in-house.

Comments

"Many of our clients, particularly SME's don't have IT managers. We step in to fill that space and supply our customers with a secure reliable platform to work from. Access IT values itself on supplying a service that is not only cost effective but also offers the most benefit to our customers. In an ever changing market you have to look at the best ways in doing this and Webroot's managed service seemed to provide everything that would not only be of huge advantage our customers but ourselves included."

Paul Robinson, Business Development Manager, Access IT