

Excellent product knowledge and technical expertise

How Blue Solutions helped Vyper Networks Limited provide secure networks for their customers.

Client profile

Vyper Networks Limited specialises in providing small/medium sized businesses with secure backup, disaster recovery, PC/network support, Exchange email hosting and storage solutions in the ever changing world of I.T.

Based in central London, this profitable I.T. company was formed in 2003 and has continued to grow due to technical expertise developed across various industries – retail, health, education and financial services are just a few of the sectors they work in.

The challenge

One particular challenge was the need to find an anti-malware solution that could be managed from one server location. From previous experience, Vyper Networks had found solutions that would stop some viruses but not all. After testing various solutions, Vyper Networks made contact with the Blue Solutions Team, who evaluated their requirements and recommended the Trend Micro Worry Free solutions that provide comprehensive protection from the latest internet security threats.

The solution

Blue Solutions worked with Vyper Networks to assess the types of devices being used (laptops, desktops, mobiles) and the anticipated growth of the end users. With the Trend Micro solution, Vyper Networks were able to see an improvement in their efficiency and productivity. Rob Stevenson (Vyper Networks Director) commented that the "biggest benefit was finding a solution that would do the hard work".

The results

Rob found that the Blue Solutions Team "knew everything inside out and their technical knowledge was great. This made the whole process of being able to find the right solution and implement it, very easy."



At a glance

The Vyper Networks challenge: Being able to source new solutions that could grow with their well established customer base, while being able to decrease costs and increase productivity.

The solution: an anti-malware solution that could be managed from one server location and provide complete user protection.

The results: A solution that allows MSPs to automate security management and helps MSPs to concentrate on growing their businesses.

Rob Stevenson, Vyper Networks Director says "The Blue Solutions team were "friendly, helpful and have a level of expertise that made the whole process easier".

Relevant to:

- ✓ Resellers looking for a solution that will support their growing customer base.
- ✓ MSPs who want an anti-malware solution that could be managed from one server location.
- ✓ I.T. Service providers who want to increase their efficiency, productivity and revenues.

Solutions delivered:

- ✓ Anti-malware protection for a range of devices – laptops, desktops and mobiles, using the Trend Micro Worry-Free Business Security suite of products.
- ✓ Comprehensive technical knowledge and support for implementing the solution.
- ✓ Increased revenue stream due to lower costs.

The key benefits

Thanks to its solutions-focused approach and its wide-reaching vendor relationships, Blue Solutions has enabled Tegen's business to:

- ✓ A solution to support Vyper Network's growing customer base – making it easier to manage multiple customer networks.
- ✓ Delivering value for customers by securing their networks.
- ✓ Establishing long-term relationships with customers – leading to increased revenue.

Learn how Blue Solutions can grow your business

To speak to Blue Solutions Team about how we can support and grow your business, contact us on 0118 9898 222.

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