

AJ Technology Company

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—TIM MEDENDORP – CHIEF OPERATING OFFICER – AJ TECHNOLOGY COMPANY



Country: U.S.

www.ajtc.net

Products:

ESET Endpoint Protection and ESET Secure Authentication

THE PARTNER

AJ Technology Company is a managed service provider with over 1600 endpoints that became a direct ESET partner in 2016. Based in the Chicagoland area, the company offers hosted security and disaster recovery solutions to businesses of all sizes throughout the United States.

WHY THEY CHOSE ESET

When choosing their security provider, AJTC was most concerned with product performance and ease of management. “ESET is among the fastest to respond to new threats and has the least impact on system performance,” says Chief Operating Officer Tim Medendorp. “Our clients don’t have the time or patience for system performance issues caused by bulky AV software. As an MSP, the Security Management Center makes standardized deployment and monitoring more fluid and provides vital information in one location. It also allows for customization, as the situation or industry needs change,” states Medendorp.

“We have been able to keep our clients’ data protected without undue stress on our part, knowing that ESET was in place. Our clients trust us to ensure their data security and know that ESET works. Several have also acquired personal accounts as well. In almost all cases, any infection has been isolated to individual workstations, and no company data has been lost or compromised,” claims Medendorp.

AJTC has a goal to exceed their customers’ expectations, in a proactive manner, while maintaining their clients’ budget. “ESET is a great product for a great price,” says Matt Sypien, sales and account executive. “It is the only antivirus we use with our customers.”

Medendorp further comments: “ESET applications allow us to focus on all our clients’ needs, not just their data security. A win-win situation in our eyes.”

Since becoming an ESET MSP partner, AJTC has seen benefits from ESET’s free U.S.-based support, streamlined product management, technical trainings and certifications, and flexible MSP model licensing. “We use and sell ESET to our MSP and our private/personal clients. Renewals are a steady revenue stream,” says Medendorp.



Tim Medendorp



Matthew Sypien