

EQ SYSTEMS PARTNERSHIP

CUSTOMER:
EQ SYSTEMS

EQ Systems is an IT consultancy for small businesses. Their customers cross every sector and range from one-man bands up to 25 seats.

INDUSTRY:
IT SERVICES

NEED

EQ Systems' customers are small businesses who have one thing in common – they are not technology specialists and have no time to be. That's why they rely on EQ Systems. EQ Systems is not simply about selling products - they offer practical advice too.



F-Secure 
• Very high standard
• Superior protection



"I went to a reseller event and came across an F-Secure distributor. They said it was a great product with a lot of margin to be made, so we bought it. We've been using its products ever since."

Phil Stanton, founder of EQ Systems



F-Secure Protection Service for Business



Most
of EQ Systems' customers



SOLUTION

- Cloud model
- A single point of management
- Software Updater
- Good for license control

EQ Systems offers F-Secure workstation, email, mobile and server security products - all managed remotely with PSB.



Software Updater



centralised updating functionality

RESULTS

Key benefit: A lot of success with F-Secure products



"When we recommend a product to our customers, we're putting our reputation on the line. With F-Secure products, we'll happily do that time and again."

Phil Stanton, founder of EQ Systems

