Case Study. Aemcom.
Italy

Details

· Company size: Medium
· Country: Italy
· Sector: Internet Service Provider

Benefits

Benefits for the ISP:

· Increased business opportunities and margins thanks to the delivery of value-added security services to clients.

· Installation speed and simplicity.

· Constant monitoring of clients' security through the Web console.

· No technical knowledge required.

· Direct technical and sales assistance provided by Panda Security.

· Flexibility and maximum autonomy in the ISP's sales offers to its clients.

· Possibility of customized catalogs according to the user segment.

Panda
CloudOfficeProtection

"Aemcom wants to offer new services and increase the quality of its services. Choosing Panda Security's solution was the right decision: it is easy to install and manage, allowing all types of clients to keep their computers and data safe. The price is another advantage. In fact, anyone can afford it, even people who don't usually invest large sums in licenses and tend to use free online software. With Panda Security, this concept changes: low price, high quality".

Gerardo Paloschi
Administrator - Aemcom

Why Panda Security?

Who is Aemcom?

Aemcom belongs to the Aem Cremona group. It was created in 2002 to run and manage the city's fiber optic local network and offer broadband services to users in Cremona. Competition in the telecommunications sector and the isolation of some territories have led the company to seize market opportunities by expanding its target client base. In 2007, Aemcom created one of the largest wireless networks in Italy as part of an ambitious project. This network connects 115 towns and cities in the Cremona province with towns and cities nearby, which operators had failed to invest in. The integration of both networks (local cabling and wireless network in the province) allows them to offer advanced and integrated data, Internet and VoIP services.

At present, Aemcom offers a wide range of services for home users, companies and public administration.

Requirements

For years, Aemcom opted for products offered by a well-known security solutions vendor. Due to poor speed and the size of the product, Aemcom began to look at new technological partners.

The features offered by Panda Security's SaaS solutions were decisive. In fact, Aemcom had been wanting to offer services rather than products, and this was a vital consideration for their business. Consequently, they began working with Panda Security.

Solution

Panda Cloud Office Protection

Panda Cloud Office Protection is the security solution for computers and servers, based on the Software as a Service concept (SaaS). Panda Cloud Office Protection allows companies to focus on their main business and frees them from the management and operating costs associated with traditional security solutions.

Its easy-to-use and always-on Web console allows users to run remote installations and manage security from anywhere, at any time.

Why chose Panda Cloud Office Protection?

· It guarantees maximum protection for PCs, laptops and servers.

· Minimizes operating costs.

· Minimizes resource consumption.

· Easy to use, easy to manage.

· Improves risk management.

· Prevents identity theft.

· Reinforces compliance with security regulations.

Benefits for the ISP's clients:

· Saves money; no need to buy software/hardware or hire dedicated personnel.

· Ease-of-use, centralized management.

· Doesn't require technical knowledge.

· Always connected and up-to-date.

> *Its reliability, its simple and remote management of clients' security through the Web console, the monitoring of license validity and the lack of personnel costs (for installation and maintenance), are the key features which led to the decision.*

The solution: Panda Cloud Office Protection

Aemcom wanted to try a Panda Security solution and decided to trial Panda Cloud Office Protection for a month. Once Aemcom realized the **solution's technical efficiency**, they decided to implement it in a medium-sized company and offer it to its client portfolio.

Its ad-hoc sales proposals on the website, which include wireless connectivity and connection with Panda Security's solution, have had a **wide acceptance by home users and companies**. Bearing in mind the positive results achieved in this first stage, Aemcom has decided to organize a promotional campaign with the "Up-All-o" product, to celebrate the 40th anniversary of man reaching the moon, a perfect occasion to continue promoting Panda Cloud Office Protection.

Its **reliability**, its **simple and remote management** of clients' security through the **Web console**, the **monitoring of license validity** and the **lack of personnel costs** (for installation and maintenance), are the key features which led to the decision. In addition to the technological aspects, the sales flexibility and marketing approach have been vital, and Aemcom has used them to manage promotions autonomously. This has allowed the delivery of quick responses to clients and solution management.

Panda Security certifications and awards