

CASE STUDY *PARTNER*
Scholastic Communications
USA



Details

Partner: Scholastic Communications

Location: Durant, Oklahoma

Country: USA

Contact: Teddy Gabbart, CEO

Industry: Education

Panda Solution

Corporate Software Solution
Maximum Endpoint Protection

- On Premises Endpoint Security.
- Simplified corporate risk management.
- Optimized employee productivity.

Panda Cloud Protection
Security from the Cloud

- Hosted Endpoint, Spam and Web filtering
- Effective protection for PCs, laptops and servers
- Minimizes your operating costs (hardware, software, dedicated IT resources).
- Minimal resource consumption on your computers.

Panda GateDefender
"Plug & Protect" Perimeter Security

- Web Traffic Security
- Protects your perimeter against content and network threats right from the outset.
- Blocks junk mail and prevents access to inappropriate Web pages.

"We have customers that are on their third renewal contract with Panda Security, a clear sign that our partnership with Panda is yielding great results."

Teddy Gabbart, Scholastic Communications, CEO

Overview

Founded in 2003 by Teddy Gabbart, Scholastic Communications is a full-service technology company that provides network management, endpoint security protection, technology consulting, installation and configuration support, website hosting and IT support services. The company specializes in serving the education market and is the leading provider of web hosting solutions for schools in Oklahoma.

Business Requirements

Teddy Gabbart has been associated with Panda Security in various forms since 2001 and Scholastic became an official Panda Security channel partner in 2008. After growing its Panda customer base 500 percent in the first 12 months, the company gained official distributor status in September 2009. Gabbart attributes much of his success to Panda's responsiveness to customer needs:

"It is critical that the software vendors Scholastic represents are available to assist us when we need them," says Gabbart. "Panda provides the assistance we need in a timely, professional manner, and acts quickly to resolve customer issues."

End-User Advantage

For Scholastic Communications, a vendor's ability to deliver on product promise is a key factor in deciding who to partner with. The fast-paced security industry demands that products be able to keep customers safe from a broad spectrum of malware and infection vectors. With this in mind, Scholastic Communications chose Panda Security to protect Oklahoma's school districts from the growing number of internet threats and malware attacks.

"Scholastic Communications is built on reputation and customer satisfaction. We operate in a market where your name and reputation is on the line if your services or products fail, which is why we only offer products that we truly believe in and feel are good enough to sell to your own family," said Gabbart. "My many positive experiences with Panda products proved that we could confidently put our name behind these products. Plus the support and customer service we receive further facilitates the repeat sales and grateful customer recommendations."

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Solution

Panda Security for Business is the only gateway, email and endpoint protection to benefit from the instantaneous, automated, cloud-based malware identification of Collective Intelligence while enabling customers to retain security control in-house.

For organizations ready to move to hosted protection, **Panda Cloud Protection** enables VARs to deliver cost-effective endpoint protection to more clients with fewer resources through the use of cloud-based management.

The **GateDefender Performa** appliance delivers high-performance perimeter security, enabling resellers to offer proactive protection against Internet-borne malware, spam and web filtering in a single form factor device that benefits from Collective Intelligence.

Reseller Business Advantage

Customized product webinars and one-on-one training sessions from Panda enable Scholastic Communications to stay abreast of the latest products. Additional support is provided via remote access at customer sites to customize products during the installation phase and ensure any additional questions post-install are answered. .

Gabbart's experience with many hardware and software vendors and their channel programs led him to the conclusion that the best programs include an assigned support manager, dedicated training programs, and official deal registration programs (all of which Panda offers). Panda's commission structure was another strong selling point as it enabled Scholastic Communications to very quickly achieve elite partner level deal margins and commissions.

"Panda's commitment to the channel in terms of deal registration and protection programs, along with the most rewarding commission structure I've come across, reinforces our investment decision," says Gabbart. "In addition, the personal relationships we've forged with our assigned support manager and other executives at Panda demonstrate the company's great culture and personal service touch."

Summary

Scholastic Communications has experienced a 100 percent customer renewal rate with Panda Security. Continuing renewals and excellent word-of-mouth recommendations from existing customers has enabled Scholastic to build a significant revenue stream through its partnership with Panda.

"The best measurement of a successful channel partner program is satisfied end users," notes Gabbart. "We have customers that are on their third renewal contract with Panda Security, a clear sign that our partnership with Panda is yielding great results."

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About Panda Security

Founded in 1990, Panda Security is the world's leading provider of cloud-based security solutions, with products available in 23 languages and millions of users located in 195 countries around the world. Panda Security was the first IT security company to harness the power of cloud computing with its Collective Intelligence technology. This innovative security model can automatically analyze and classify thousands of new malware samples every day, guaranteeing corporate customers and home users the most effective protection against Internet threats with minimum impact on system performance. Panda Security has 56 offices throughout the globe with US headquarters in Florida and European headquarters in Spain. Panda Security collaborates with Special Olympics, the World Wildlife Fund, and Invest for Children as part of its Corporate Social Responsibility policy.

