

Vancis B.V.



“It is incredible to see how often/quick the definitions are updated without compromising on performance/available bandwidth.”

Ronald Niekoop, Vancis System Engineer

NO. SEATS: 140 employees
COUNTRY: The Netherlands
www.vancis.nl

THE CUSTOMER

Vancis, incorporated in 2008, delivers quality ICT services to the educational and health care industry and corporate enterprises. Vancis connects organizations through smart ICT solutions and infinite capacity. The organisation manages two of its own sustainable data centers in Amsterdam and Almere that help provide extensive connectivity options, including the Amsterdam Internet Exchange (AMS-IX). Vancis is working on various services including Sector Clouds, Big Data and High Performance Computing.

THE CHALLENGE

The challenge is to find one single solution which can be used for every situation. It is important that the solution is fast but most of all safe. Vancis chose ESET after a competitor analysis. “We produced a matrix in which we stated the most important needs and graded these in value. For example: which platforms are supported, what is the impact on the performance and whether the quality you get is worth the price paid. ESET came out on top,” recalls Ronald Niekoop, the systems engineer.

THE SOLUTION

Vancis deployed ESET solutions on all endpoints as servers – as a dedicated and a virtual component for the company’s cloud solution. Niekoop had this to say about deploying ESET solutions: **“they work smoothly in all of our environments and we can manage and tweak them perfectly using the Remote Administrator.”**

Niekoop recalls implementing ESET: *“we made a network design beforehand, added the ESET components found in the documentation and installed the solution. The installation is quite fast and works straight out of the box. We can manage all customers in one view thanks to single central management tool, which allows us to take actions if needed. The MSP monthly usage-based licensing model gives Vancis and our customers the possibility to expand whenever needed.”*

COOPERATING WITH ESET

On the mutual collaboration, the company’s systems engineer summed up the benefits of working with ESET as follows: *“we are very satisfied with the ESET collaboration. We keep in close contact to update our partner regarding new projects within Vancis or new developments/opportunities in the market on which*

KEY BENEFITS FOR VANCIS B.V.

- Versatile all-around solution
- Low system footprint w/o impact on performance
- Smooth operation, either in the dedicated or virtual role
- Extensive remote customization options
- Fast installation; works right out of the box

ESET can react. In this way we always offer our customers the best solution.”

He adds: **“ESET has always managed to quickly react to our need. Their flexibility is a strong advantage they have as an organisation. Whenever we call them with a question, we get a direct answer so our customers don’t have to wait. We were really surprised when ESET offered to help us with a virus outbreak that one of our customers had using a competitor’s security solution.”**