



# ULTIMATE PROTECTION FOR A GLOBAL LEADER

**KASPERSKY** lab

## TEKLINKS IS ONE OF THE WORLD'S TOP 20 IT MANAGED SERVICE PROVIDERS, ACCORDING TO THE TECHNOLOGY INDUSTRY'S MOST RESPECTED RANKINGS SYSTEM.



### IT and telecoms

- *South East United States*
- *IT Managed Service Provider*
- *Established in 2001*
- *Using Kaspersky Endpoint Security for Business*

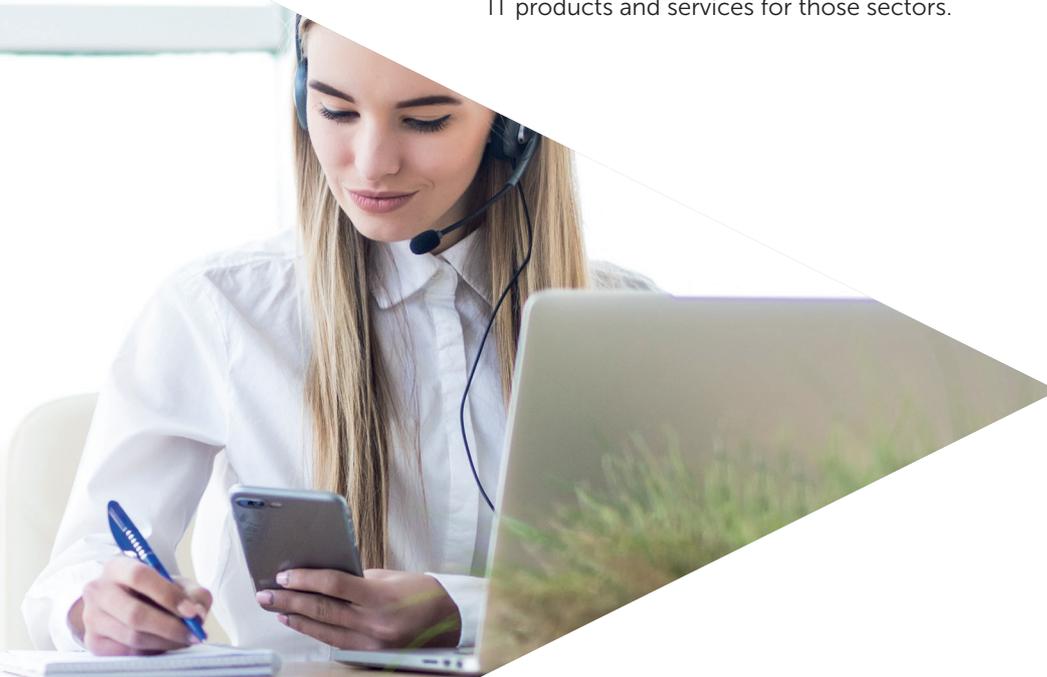
MSP mentor conducts a definitive annual benchmarking process, comparing the performance of more than 500 of the best MSPs on the planet. Founded in 2001, TekLinks, of Birmingham Alabama, now employs more than 350 people delivering a comprehensive range of professional, managed and value-added IT services and solutions.

The company has grown rapidly in recent years through exceptional performance and acquisitions, building on its excellent reputation in the south east to become a leading national player throughout the United States.

#### Challenge

With more than 1,600 organizations across the country now relying on TekLinks IT services, the company works hard to retain the original formula that has served it so well, delivering sustained business success for 15 years.

With a presence in most industries, TekLinks is especially strong in the demanding financial services and healthcare arenas and has developed bespoke, market-leading IT products and services for those sectors.



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**Brandon Myers, Director of Managed Services, TekLinks**

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A key factor in TekLinks’ rapid growth, and its recognition as a leading player in the ultimate guide to the best MSPs, has been its ability to maintain high performance standards and a highly personalized, individual service, with close attention to detail for each of its customers.

TekLinks delivers everything from highly-specialized consulting services to all-encompassing solutions that take care of every single aspect of an organization’s IT.

With bespoke service level agreements and fixed payment plans providing peace of mind and budget certainty, with TekLinks on board, business owners can devote all of their energies to their own customers and their own development.

These customers are seeking long-term partnerships, with TekLinks operating as an outsourced IT department, delivering secure, high quality services today – and providing the strategic guidance that enables IT to be an engine for growth in the future.

Nurturing these relationships requires TekLinks to build its own long-term associations with world-class technology providers. By working with the best TekLinks can ensure that the managed service packages it creates and delivers are agile, robust, cost effective and future-proof.

### **The Kaspersky Lab solution**

TekLinks’ partnership with Kaspersky Lab has been developing for around five years. Director of Managed Services, Brandon Myers, says: “Our goal is always to provide a robust and secure computing environment for our end-users. Kaspersky Lab is undoubtedly one of the leaders in the IT security solutions arena, making our two organizations are a natural fit.

“Kaspersky Lab came into the TekLinks family through our acquisition of two leading managed service providers who had their own pre-existing relationships with Kaspersky Lab. Both companies had carried out very detailed appraisals of the IT security market and both had come to the same conclusion, that Kaspersky Lab was the best out there, hence its selection.”



## **CONFIDENCE**

*Consistent, long-term, high-quality performance*



## **SECURE**

*World-class protection in key sectors*



## **PARTNERSHIP**

*Shared philosophy that customers always come first*



## **SUPPORT**

*Fast response with technical excellence*

# 15,000

Licences

# 350

Employees

"What is also very attractive is that Kaspersky Lab has a very flexible pricing model which is unusual and a real differentiator. So, for us it was great to have independent verification of Kaspersky Lab's performance from two specialist organizations, full of up-to-date IT security knowledge and expertise. This also gave TekLinks a head start on the finer points of the Kaspersky Lab technology, the features and benefits of its solutions and its licensing model."

The Kaspersky Lab endpoint security platform is now an integral element in the majority of TekLinks' managed service solutions delivered to its key financial service and healthcare customers. In all, TekLinks has 15,000 active Kaspersky Lab licenses, protecting huge quantities of business critical, highly confidential data and systems.

"We work closely with people on the Kaspersky Lab support team and their contribution has been really important to us," added Brandon Myers. "They respond quickly, and they are on exactly the same page as us when it comes to facilitating the best possible service for our customers."

#### **Fresh solutions**

"The Kaspersky Lab team makes sure that we are right up-to-date with its solutions. This gives our customers all of the benefits of the technology and its application and provides us with the greatest opportunity to add value.

"They have given us a streamlined, operational framework that we can use with our customer-base, which is diverse in size and requirements. It's an extensive platform that we can utilize in every scenario that we come across.

"Their technology provides robust endpoint protection – they're the market leader for a reason! As the security space evolves, we know that Kaspersky Lab will stay ahead of the game on our behalf and provide fresh solutions and new ways of handling the challenges ahead.

"We have an ongoing, healthy dialogue on these issues, we can see the product development roadmap and that's very reassuring too, especially as we all face up to the growing threat from ransomware. Once again, Kaspersky Lab is a leader in the fight against ransomware and we know that they will have a big role to play as part of our efforts to keep our customers safe."



**MOST TESTED\***  
**MOST AWARDED\***  
**KASPERSKY LAB**  
**PROTECTION**

\*kaspersky.com/top3

## KASPERSKY LAB

**For more information about Kaspersky products and services contact your account rep or visit [www.kaspersky.com](http://www.kaspersky.com)**

#### **Kaspersky Lab HQ**

39A/3 Leningradskoe Shosse  
Moscow, 125212  
[info@kaspersky.com](mailto:info@kaspersky.com)  
[www.kaspersky.com](http://www.kaspersky.com)

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