



WEIß IT
SOLUTIONS

2020

IT security specialist relies on Kaspersky for cyber security

kaspersky BRING ON
THE FUTURE

weissit.de

Weiß IT Solutions offers custom IT security solutions and supports customers personally and comprehensively at every stage, from consultation to implementation.

Weiß IT Solutions has been offering its customers Kaspersky Endpoint Security for Business since the company was founded.



IT and Telecoms

- Neuried, Germany
- Distributes Kaspersky Endpoint Security for Business
- 4 employees
- Founded in 2011

Weiß IT Solutions specializes in IT security and works predominantly in the German market. Its customers include global companies, hospitals, political and government institutions.

The company's main focus is on innovation and service. It provides support at every stage of its projects, from the first consultation meeting to product rollout. Its employees implement their projects on site with the customer, and also offer standard support free of charge for the entire lifecycle of the product.

Challenge

Security never stands still. The threat landscape changes almost daily. Customers therefore need a reliable IT security partner on their side. "It's important for us to have a reliable partner," says Founder and Managing Director, Igor Weiss. Weiß IT Solutions has offered Kaspersky products since the company was founded in 2011. The topic of IT security is still a big concern for customers during the coronavirus pandemic. The more it is neglected, the more vulnerable a company becomes, says Mr. Weiss.

Mr. Weiss has more than 16 years experience of working with Kaspersky products and has great confidence in the manufacturer and its solutions. "Customers benefit from state-of-the-art technologies that are always at the cutting edge of IT security." He believes that Kaspersky's technology is far ahead of that of its competitors. "You can see that the company is investing heavily in new products and functionalities. Such a dynamic company is a rare thing to find in this market."

This constant development, ease of contacting the manufacturer, its partnership, support, and the opportunities for technical discussions with the sales team are key selling points for Weiss. "We have had no issues with our customers in the past ten years," he says, highlighting the reliability of the products. "There have been cases where we have been contacted because a company has had problems with malware, and we were able to get the networks back up and running with Kaspersky products. We have the expertise to analyze and understand which product is needed to protect the customer's system from attack."

"We thoroughly test almost all of the larger players in the market internally twice a year. There are always a lot of areas where they don't manage to impress us. Kaspersky Endpoint Security for Business is the solution we stick with."

Igor Weiss, Managing Director,
Weiß IT Solutions



Secure

Protects systems with incredible reliability

Ensures stability of operational processes



Control

Training makes the technology simple to use



Support

Easy to find the right contact at Kaspersky

Free support from Weiß IT Solutions

The Kaspersky solution

Igor Weiss mainly uses Kaspersky Endpoint Security for Business with his customers. "One thing you very rarely hear about is that the solution includes protection for Windows servers. Kaspersky Endpoint Security for Business is an excellent solution that every company should use. It is unique and includes a module for protection against ransomware. Everyone knows about this threat and Kaspersky has the answer. We really value these components," explains Weiss. Every customer can use them to protect their resources. Complex solutions are still very simple and intuitive for administrators to operate, with central management via the Kaspersky Security Center. "This has a huge impact on reaction times," says Mr. Weiss.

For Igor Weiss, one of the most important tools for Kaspersky partners is the Partner Portal. It gives partners access to a wealth of technical content as well as webcasts, training, and battle cards.

The simple licensing model that customers can understand without too much training, and the transparency of the services Kaspersky offers, are further advantages for Weiss. "You get everything you need from a single manufacturer, and that benefits us greatly," says Mr. Weiss. "We thoroughly test almost all of the larger players in the market internally twice a year. There are always a lot of areas where they don't manage to impress us. Kaspersky Endpoint Security for Business is the solution we stick with."



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