

PRIMOSEC

PROVIDING LOW RISK SERVICE OPTIONS TO PARTNERS WHO WANT TO MAXIMISE RECURRING REVENUES

Primosec is a rapidly growing data protection consultancy that specialises in the security of organisational data. Like many niche resellers, it works closely with business partners to deliver best-of-breed solutions complemented by its own technical expertise and professional services.

When one of its clients, a not-for-profit organisation, sought advice in January 2011 on outsourcing and refreshing its Check Point infrastructure, Primosec knew it had to find a trusted partner to deliver a secure, managed service that represented good value for money. After extensive research to identify a suitable service provider, Primosec selected ALVEA Services. Not only did its Managed Firewall service provide a range of fully managed network and application firewalls using Check Point technologies, it proved to be half the cost of the comparative managed service from a leading hardware vendor.

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primosec

CUSTOMER TESTIMONIAL

Following an evaluation process of nearly three months, during which time the client conducted its own due diligence of ALVEA and COMPUTERLINKS, a three-year contract was signed with a value of £120,000 for ALVEA Managed Firewall services. The client is fast approaching its first quarterly review of the service, which provides the opportunity for Primosec to cross and up sell as well as ensuring that ALVEA is meeting its Service Level Agreement.

Tim Chambers, owner/founder at Primosec, explained why he has so much confidence in ALVEA and how it has helped grow the business: "Until ALVEA came on the market at the beginning of the year, we weren't in a position to offer our clients a managed service as it was just too costly to provide ourselves. We've always considered COMPUTERLINKS the definitive distributor when it comes to IT security as they've got exceptional experience and technical expertise in design, delivery and project completion. With its infrastructure and technology strength behind ALVEA, we were able to bring managed IT and cloud services straight into our portfolio.

ALVEA Managed Firewall is the first managed service we've used and it's providing our business with significant, recurring revenue and good margins. This means we're able to invest in developing this market with some degree of financial stability – which for a small business is crucial."

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