



HORNETSECURITY



adoption
matters

A proud history of children's futures

-  **INDUSTRY** MSP, Services Provider
-  **SERVICES** Services Provider
-  **COMPANY SIZE** small
-  **WEBSITE** www.ansystems.co.uk



ROB GIBBS

UK MSP FINDS SWEET SPOT BETWEEN FUNCTIONALITY AND PRICING WITH HORNETSECURITY

It is never an easy choice for resellers and service providers when choosing a software product. Too often, functionality is matched with a price tag that is too expensive for their customers or when the price is right, some key functionality is missing.

With more than 25 years' experience in the IT business, A&N Systems (now part of the Telappliant group) finds this balance between features, functionality and price to be very important for their customers and often determines how the deal will sway. Rob Gibbs, Business Development Director of A&N Systems says that working with Hornetsecurity has helped them find that sweet spot.

Based in Lancashire, UK, A&N Systems provide a range of cloud products, services and solutions, along with first-class technical support, to SME businesses throughout the north-west of England.

HORNETSECURITY TICKED ALL THE RIGHT BOXES

"We had a longstanding relationship with Altaro and were introduced to the

Hornetsecurity suite of products following their acquisition. It ticked a lot of boxes for our requirements at the time and we were really impressed with the features and pricing," Gibbs explained.

"There has been a general direction of travel within the sphere of email security generally and the Hornetsecurity suite allowed us to fulfil many of our customers' requirements, in some cases the reason to migrate them from more expensive competitor products."

THE RIGHT SOLUTION FOR CHILDREN'S CHARITY, ADOPTION MATTERS

A case in point is a customer the Hornetsecurity team referred to A&N Systems, Adoption Matters, a registered children's charity and one of the largest voluntary adoption agencies (VAA) in the UK. Adoption Matters is an independent, not-for-profit organization that recruits, trains and supports individuals and families as adopters and offers them ongoing support and training.

It also provides supports to adopted adults and birth families and has done so for over 75 years.

Adoption has been rated 'Outstanding' four times in a row by Ofsted, the UK government Office for Standards in Education, Children's Services and Skills. Assisted by A&N Systems in partnership with the Hornetsecurity sales and technical teams, Adoption Matters recently made the switch to Hornetsecurity's 365 Total Protection Enterprise Backup. "We worked closely with Hornetsecurity to help Adoption Matters find the product they needed. The package, which provided the full range of product at a competitive rate, was a determining factor in their decision but they were also impressed with the usability and effectiveness of the email filtering," Mr Gibbs said.

He explained that A&N look at three things when choosing a product or service – overall functionality, price and easy manageability of their customers.



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OFFERING GREAT VALUE

"We look at the bigger picture but even the finer details and features can offer great value.

For example, Hornetsecurity has excellent management panels and the emails signatures, despite being more basic in functionality, enabled us to migrate customers. All in all, this represented great value. Archiving and excellent 365 integration also combined at excellent value," he said.

In terms of migration to Hornetsecurity, this went "reasonably smoothly with a few initial teething problems quickly ironed out".

And their customers? "We have received very positive feedback," Mr Gibbs said.

