

CASE STUDY

**Paradigit Computing
Netherlands**



Details

Company:	PDC Group
Country:	Netherlands
Sector:	Education
Product:	Panda Cloud Office Protection
Licenses:	40,000
Schools :	1,700

Benefits for Partners

Panda Cloud Office Protection
Light, Secure, Easy

- Proactive protection against known, unknown and hidden threats using cloud-based Collective Intelligence
- Incorporates manageable firewall and hosted intrusion prevention services
- Hosted by Panda, so minimal reseller/service provider resources required
- Deliver SaaS to multiple customers over the web via a single customizable management portal
- Customizable reporting allows for in-depth security audit trails
- Automated peer-to-peer update service
- Flexible license management across multiple clients
- Transport remote management and monitoring of all client installations

Featured product: Panda Cloud Office Protection

Panda Cloud Office Protection enables VARs to provide cost-effective endpoint protection to more clients with fewer resources through the use of cloud-based management and a Software-as-a-Service (SaaS) delivery model. Panda Cloud Office Protection protects against all types of malware and network attacks in real time, freeing organizations from the management and operating costs associated with traditional security solutions. By shifting security management to the cloud, protection is effective immediately and updated transparently, while the Panda Cloud Management Console allows for simple, powerful control over network security from anywhere, at any time.

Overview

Founded in 1992, PDC is focused on providing hardware, systems and accessories to end users, education, and business users. The company has approximately 600 employees across 44 offices worldwide. For many years, the company worked on developing an IT platform specifically designed to meet the needs of schools, which in 2004 culminated with the establishment of the Skool Project. Skool provides child-friendly hardware and peripherals, and through a custom-developed SaaS model delivers interactive learning tools and resources for schools over the Internet. The company’s general manager, Arjen King, received the ‘Entrepreneur of the Year’ award in 2004.

Business Requirements

Education environments are highly complex networks, consisting of many schools, each with multiple operating systems and infrastructures: laptops, desktops, VPN connections, teleworking, and more. In order to focus on the core task of educating students, administration and maintenance of the networks and applications must take place seamlessly in the background – not an easy task to accomplish.

Because the Skool project makes extensive use of the Internet, and because the educational environment is so fluid, effective security is of paramount importance. The platform is used by 1,700 schools, so the potential vulnerabilities are enormous, as is the potential for disruption to the educational system should the system be incapacitated by a malware infection.

“When we attempted to integrate ‘name-brand’ anti-malware solutions such as Norton and McAfee into the Skool platform, we encountered serious problems,” says Frank Beks, Managing Director of the Skool project. “Both solutions conflicted with other applications, so we were unable to move forward until we could find a working solution.”

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In order to provide effective, non-intrusive security for the Skool platform, PDC drew up a key requirements list:

- centralized management to administer security for all schools using Skool
- minimal implementation and maintenance costs
- robust software distribution system
- negligible human resource requirements for daily maintenance
- reliable, round-the-clock support and security expertise

For PDC, the only vendor able to satisfy these exacting requirements was Panda Security. Plus, Panda had deep experience in delivering security using a SaaS model, which made it significantly easier to integrate into the Skool platform.

Reseller Business Advantage

Panda's Cloud Management Console enables PDC to manage the security of all the schools it supplies anytime, anywhere, through a single web-based interface. That centralized management also incorporates the ability to create one policy and distribute it across multiple school networks and to block potential problems at one school before the risk can spread to other campuses. And because it's a SaaS solution, it's about as hands-free for the schools as it could possibly be.

"Unlike Norton and McAfee, Panda Cloud Office Protection presented absolutely no problems in integrating with Skool," notes Bek. "The key advantages of Panda Cloud Office Protection for us are the easy administration, the comprehensive malware protection, and the company's strategic thinking in its approach to cloud-based delivery systems."

"Another huge advantage is the fact that Panda Security truly offers added value. In addition to the competitive pricing for the SaaS solution, every teacher also received a license for a Panda home user security solutions. That's one good reason the agreement between Panda Security and PDC did not take long to close."

Summary

PDC has already bought **40,000 licenses** from Panda Cloud Office Protection, which the company has deployed to provide security for 1,700 schools.

"Education is not an easy market to service," says Bek. "There is a huge range of hardware and software, and the IT knowledge varies significantly. With Skool, schools can outsource the entire management of platform to us. Panda Cloud Office Protection is the ideal security solution for this environment. And the support is tremendous. Panda will immediately help if there are any issues. That is why we consider Panda Security to be a true partner."

About Panda Security

Founded in 1990, Panda Security is the world's leading provider of cloud-based security solutions, with products available in more than 23 languages and millions of users located in 195 countries around the world. Panda Security was the first IT security company to harness the power of cloud computing with its Collective Intelligence technology. This innovative security model can automatically analyze and classify thousands of new malware samples every day, guaranteeing corporate customers and home users the most effective protection against Internet threats with minimum impact on system performance. Panda Security has 56 offices throughout the globe with US headquarters in California and European headquarters in Spain. Panda Security collaborates with Special Olympics, WWF and Invest for Children as part of its Corporate Social Responsibility policy.