

Working with Netintelligence has allowed BT Wholesale to offer state-of-the-art virus and spam protection to its broadband communication providers (CPs).

BT Wholesale utilises Netintelligence's Enterprise Manager, a software-as-a-service solution, which provides CPs with the ability to monitor user activity on computers on its network no matter where the user is located.



In addition, it offers complete protection against email-borne viruses, spam, phishing and harmful content. Enterprise Manager protects users whether they are on or off the network and requires no hardware.

BT Wholesale has been very impressed by the service offered by Netintelligence, it has found the package and the customer service to be of an exceptionally-high standard.

Dave Gilchrist from BT Wholesale said: "When considering which service to provide with our broadband packages, Netintelligence was up against all the big names in IT protection but we decided to go with Netintelligence because of the features of their package and the excellent service they provide.

"There are lots of potential uses for this service, including the ability to close down network access to a laptop that was stolen, for instance.

"From our point of view, Netintelligence provides excellent customer service. We only have to supply the product to customers and Netintelligence handles the technical side of things and helps our clients with any queries they have. The systems is so easy to use, once clients see it, they want it."

Netintelligence channel manager Marc Kelly said "We are delighted with the ongoing partnership with BT, and over recent months we have seen a great uptake in our Netintelligence enterprise manager as it gives our partners' clients that added functionality and ability to solve network-based problems.

"Netintelligence is looking forward to a rewarding time ahead and so should our partners as we gain more and more recognition for solving key problems within this area.

"Our main focus as a SaaS provider is to allow partners the ability to easily and efficiently deliver services needed to the market and make good margins at the same time in a very easy and quick manner.

Netintelligence will continue to provide a very high level of service to its partners and is looking to ensure that the customer satisfaction and the ability to solve problems continues through its 'Simply Delivering Your Services' promise."



BT wholesale



IT supplier XMA Ltd has secured a significant amount of new business after partnering with Netintelligence to supply its Enterprise Manager software-as-a-service solution.

XMA has been a specialist supplier of IT hardware, supplies, services and solutions to education, health, government and corporate sectors for more than 20 years.

The company is a major supplier of IT equipment under the Government's Computers for Pupils scheme and deals with more than 8,000 schools, over 90% of universities and 50% of Further Education institutions in the UK.

As a result, ensuring computer equipment and networks are managed effectively is paramount and selecting the best partners to work with is a must.

Glenn Place, Services Manager at XMA, said: "The ability to remotely monitor individual computer use and change filtering settings makes Ni Enterprise Manager very attractive to local authorities responsible for ensuring the safety of children under their care.

"From a local authority and school's point of view, the software ensures children can surf the web safely while completing schoolwork, protected from viruses, inappropriate content and online predators. The programme cannot be disabled by end-users because it is hosted remotely and works no matter how the computer is connected to the internet.

"The features of Enterprise Manager and the pricing model used by Netintelligence offers excellent value for money and when compared to similar offerings out there, it proves to be an extremely competitive product. For us as a supplier, it enables us to offer a far better wrapped service.

"With many rival products an investment in additional hardware is required but not with this solution, which is a major selling point for Enterprise manager.

"The customer service provided by Netintelligence is superb and we are very pleased with the level of attention we receive."

Ni Enterprise Manager is the perfect network management tool for schools and other educational institutions. It provides web filtering and instant messaging monitoring features as well as the ability to centrally monitor policy compliance and deliver protection across de-perimeterised boundaries and networks. In addition, Enterprise Manager provides firewall, P2P control, and asset and usage management with comprehensive reporting.

The service is also approved by the government after obtaining the Central Sponsor of Information Assurance Claims Tested (CCT) mark, a unit within the Cabinet Office, which guarantees the authenticity of claims made on products by manufacturers, reassuring customers that the product does what it says it will.

Glenn added: "We supply a number of local education authorities with this product and more and more are signing up when they see the features and benefits offered by Enterprise Manager.

"Overall, our partnership with Netintelligence continues to be a very fruitful one."

Netintelligence channel manager Marc Kelly said "We are delighted with the ongoing partnership with XMA, and over recent months we have seen a great uptake in our Netintelligence enterprise manager within local councils as it gives our partners that added functionality and ability to solve network based problems.

"Netintelligence is looking forward to a rewarding time ahead and so should our partners as we gain more and more recognition for solving key problems within this area.

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