



"We have a clear demand for quality"



solutionIT from Bad Oldesloe supports more than 100 customers from a variety of branches throughout Germany and has been a dedicated McAfee Premier partner for many years.

About solutionIT

Partner profile

solutionIT, Bad Oldesloe, is a IT security service provider and systems company with more than 15 years of experience in the security sector. The company has many years of expertise, including in networks and gateway security products. The consultants and technicians from solutionIT support customers from a wide variety of branches and in different sized companies. The team offers analyses and concepts as well as implementation of IT infrastructures and networks.

Partner status

- McAfee Premier Partnership
- McAfee SMB Specialization

Overview of the advantages of the McAfee partnership

- Access to one of the most comprehensive and branch-wide leading security product range
- Customized security solutions for organizations of all sizes
- Attractive margins in the framework of the McAfee SMB program and McAfee Profitability Stacks

The Northern German company, solutionIT GmbH is a systems company and IT security service provider and offers its customers services from analyses to concepts to implementation and support of IT infrastructures and company networks.

With a team of a dozen experienced consultants and technicians, the medium-sized provider supports more than 100 customers from nearly every branch throughout Germany. Our customer base includes transport and logistics companies, the health sector, industry and heavy industry, municipal facilities and executive organs. Very small companies starting at five employees and large global players trust in solutionIT's expertise.

The company's consulting services include IT security consulting in accordance with the BSI manual, selection, assessment and introduction of security products, support with compliance to data security guidelines, performing security and weak point analyses, penetration and weak point tests and estimating risk potentials. In addition, solutionIT implements and supports all of its solutions.

Only the best

"We have more than 15 years of security experience with a wide variety of products and comprehensive knowledge with high-performance network and gateway security products," says Managing Director Olaf Otahal. The decision to become a McAfee Premier Partner is as logical as it is traditional. "We have a clear demand for quality," the highly skilled IT specialist states. "We offer our customers only the most successful products and solutions from the most well-known manufacturers. And, in my opinion, McAfee absolutely belongs to such a portfolio." Since 1997, Otahal has worked closely together with McAfee in a variety of constellations.

SolutionIT uses almost the complete McAfee product range. This provides customers with solutions for, e.g. end devices, web, email and database security as well as intrusion detection or intrusion prevention systems (IDS/IPS) or security tools for efficient security information and event management (SIEM). McAfee solutions are also used for implementing high-security enterprise firewall systems for instance, which in Olaf Otahal's opinion, provide an additional advantage in addition to reliability: "They are also affordable for medium-sized businesses."

Perfect solutions also for SMBs

Olaf Otahal is a real fan of the McAfee Web Gateway solution; it is "secure, powerful, effective, easy to administrate and easy and intuitive to use."

But Otahal also particularly likes recommending McAfee's Security-as-a-Service (SaaS) solutions. These are "very easy to implement especially in the SMB sector," he states and also cites an example: "We equipped an optician with ten employees with the McAfee SaaS solution. Successfully. Everything is running perfectly; the customer is satisfied. And secure – which is the most important thing." The optician, which is set up locally and has employees that are online "once in a while" but not always, wanted a cloud-based security solution that offers central monitoring. The solution was quickly found: "With McAfee SaaS Endpoint Protection, the customer now has a solution that offers "less" of an administration and "more" of a central management system."

Although Otahal and his team support companies of all sizes, he places a lot of value on quality consultation and support of small and medium-sized business too. He gauges the McAfee SMB program¹ especially developed for this customer segment as being very helpful.

Advantages as a McAfee partner

In addition to the many years of excellent cooperation and the quality of the products, the solutionIT managing director sees further advantages to a partnership with McAfee.

He cited for example:

- the "attractive margins" to be achieved in the framework of the McAfee Profitability Stack² - a significant component of the McAfee SecurityAlliance Partner program - "which allow us to offer our customers attractive conditions"
- the scalability of the McAfee solutions for organizations and companies in a variety of sizes and with diverse requirements
- customized, easily administrated security solutions
- Access to one of the most comprehensive and branch-wide leading product portfolios which covers all important IT security areas and which, together with the McAfee ePolicy Orchestrator[®] (McAfee ePO[™]), offers a comprehensive, central management tool
- and finally, reliable, secure products like the "only firewall that has never been hacked since its initial development in 1986"

"We offer our customers only the most successful products and solutions from the most well-known manufacturers. In my opinion, McAfee absolutely belongs to such a portfolio."

Olaf Otahal
Managing Director
solutionIT GmbH

Conclusion

"The partnership with McAfee is a guarantee for us for a certain volume of revenue; the McAfee contact partners for the different segments are always well-informed and highly committed." Olaf Otahal and his colleagues at solutionIT are also convinced they chose the right partner and products with McAfee for a very different reason, because: "Our work follows a simple goal: We want long-term, satisfied customers."

¹ You can find more information about McAfee SMB Specialization under: www.mcafee.com/de/partners/reseller-partners/smb-specialization-program.aspx

² You can find more information about McAfee Profitability Stack under: www.mcafee.com/thestack

