



# Webroot® E-Mail Security SaaS Partner Comments

Since email is commonly the primary means for business communication, a critical component of any business continuity plan must involve reliable email access at all times. Webroot provides our customers with the peace of mind that only comes with a comprehensive security and business continuity solution.

**Peter Streips, President, Smart Quote, Inc. (US)**



As an experienced managed service provider, I must say that I was impressed with the way that Webroot handled us as a new partner and continue to support us in generating new business.

**David Banes, Director, Cleartext  
Director & Secretary, Internet Industry Association (Australia)**



Our philosophy is to maintain customers for life, and to succeed in this environment, a solid product suite and customer service focus is paramount. Webroot has the right people and systems in place to provide us with exactly what we need to be successful while retaining valued customers.

**S. Ganapathi, General Manager, Terminal Exchange Systems (US)**



Webroot is easy to work with and has great channel ethics, consistently aligning with our founding principle of providing customers the best of breed services that address their ever-changing IT requirements, said Bob Stevens, CEO, Blended Systems, US. We are excited about increasing our solution offerings and revenue opportunities with Webroot E-Mail Security SaaS. Offering greater security protection, more function and more service options make it a compelling offering to our customers.

**Bob Stevens, CEO, Blended Systems (US)**



Security Forensics core service offering revolves around providing our clients the necessary data forensic training, services and support to proactively protect against external and internal threats. Webroot supports our philosophy by making us feel like a true extension of their sales force. Webroot continuously provides us with the training and best practices to reduce the complexity of selling and deploying the best security solutions for our customers.

**Dennis Portney, CEO, Security Forensics, Inc (US)**



We conduct our business in a way that not only meets but exceeds the expectations of our customers and business partners. Webroot helps us to achieve this goal through their leading edge endpoint security solutions as well as their next generation SaaS security, archiving, and business continuity solutions.

**Carl Mills, Managing Partner, Systems Analysis Services Inc. (US)**



We looked for a strong technical solution from a channel committed organization and with Webroot we feel we found the best option in both of these areas.

**Art Demirjian, VP of Sales, Mosaic Technology (US)**



Evergreen USA LLC and Webroot are jointly committed to providing customers with best-of-breed email protection, management, and business continuity solutions. The SaaS model allows us to provide this to our customers without the pain and costs associated with traditional hardware and software solutions.

**Robert Otto, CEO, Evergreen USA LLC (US)**



We chose to filter our email through the Webroot SaaS service from early January and expected a good service, but having had an unexpected Internet outage that affected our company, the automatic and included resilience the Webroot service provided us was amazing. Not only did it keep our email online and working without the loss of a single message, it has already provided us with a return on our investment within a matter of days as our business critical mail was accessible 24x7. As a Webroot partner we highly recommend using the service to protect your own business - it's a no brainer.

**Lawrence Taylor Duncan, Sr. Vice President/Chief Technology Officer,  
Techni-Core Network Services, (US)**



Our relationship with Webroot has always been a win-win situation. Now that Webroot provides security in a software as a service form we are able to address the fastest growing security interest from our customers. I am certain that both of our organizations will experience considerable growth in the months and years to come.

**Kathy Johnson, Director of Sales, Johnson Consulting, Inc. (US)**



I've worked in the channel for a number of years - with a number of different products and services. In working with Webroot, I've found them to be the most channel friendly group! At no point have I felt that I'm competing against Webroot - that in itself is very refreshing and unfortunately, not that common in channel sales. Not only do I have complete confidence in the products and services of Webroot, I know they are a true partner with my firm.

**Jim Henry, Client Services, Tex R Us, LLC (US)**



Drawing on our 30 years of IT experience Webroot's E-Mail Security SaaS offering makes sense for many reasons. It will provide a cost effective, feature rich security solution that will improve customers' efficiencies and productivity. This is especially important to clients with limited IT resources that would like to focus more time on their core business.

**Carl Pittari, Vice President Sales and Operations, Realtime Office Solutions Inc (US)**



We transitioned to Webroot from selling another Managed Service and have been impressed with not only the incredible speed of Webroot's portal and service, but also the true partner customer care and support we receive.

**Infosec Technologies (UK)**



Customer service and satisfaction are of paramount importance to Data Connect and working with Webroot we have always been impressed by their speed of response, flexibility to help and advanced service offerings. As a partner, this leaves us in a position to provide our customers with exemplary support and service.

**Data Connect (UK)**



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