

Solutions, knowledge and security

Compartner Teleteknikk in Moss is a successful solutions supplier to the SME market. Norman Secure Backup is a key component of the security solutions delivered by the company.

Modern and scalable backup Compartner Teleteknikk's customers are primarily small and medium-sized enterprises; companies that wish to spend their time on their core business rather than on IT. The Moss-based company employs three people and specialises in the fields of telephony, networks, firewalls and general IT security and acts as a knowledge partner to its clients. Having delivered anti-virus and online security products by Norman for several years, the company has now decided to offer its customers Norman Secure Backup. System integrator Ole Seipajærvi has found this to be a wise decision.

“Norman SecureBackup is a modern backup solution offering predictable costs and state-of-the-art technology, making both backup and restoration straightforward. The excellent scalability is a highly appreciated feature for many of our customers, while we as the supplier value the fact that Norman SecureBackup is easy to install, administer and maintain. Having had positive experience of Norman's other solutions and user support, we have now decided to procure all of our security solutions from one single manufacturer. Naturally, the fact that Norman offers excellent profitability is no disadvantage either,” adds Seipajærvi.

Positive experience for the Norwegian-Russian Chamber of Commerce

The Norwegian-Russian Chamber of Commerce is one Compartner Teleteknikk customer that has started using Norman SecureBackup. Managing Director Jarle Forbord is confident that the solution safeguards the organisation's data in a secure manner without employees having to spend time using physical backup units and manual routines. “Not having to spend too much time on IT is very important to us. At the same time, we need to be able to feel confident that data won't be lost or misdirected. Data encryption and storage within the EEA are two factors that we emphasised, and uptime is another inevitable requirement seeing as we work across many different time zones. We feel that Norman SecureBackup is a secure and forward-oriented solution, and so far our experience of the network-exclusive operations have been nothing but positive,” explains Forbord.

For more information about Norman SecureBox

<http://www.norman.com>