

Company  
PDC Group – Skool  
Project

Country  
Netherland

Industry  
Education

Solution  
Endpoint Protection

*“The advantages of Endpoint Protection? Its easy administration, the anti-spyware module which we found lacking in other products and the fact that Panda Security employs strategic thinking.”*  
*“We couldn’t allow the security to conflict with other applications, which is what happened with McAfee and Norton. We were unable to integrate these. Endpoint Protection presented absolutely no problems”.*

*Frank Beks*  
Managing Director of  
SKOOL / PDC

## Why Panda Security?

Today computers and education are inextricably connected. However, schools are often confronted with practical problems.

Education environments have a highly complex network, which consists of many schools, each with numerous operating systems and scenarios: laptops, desktops, VPN connections, telework...

Administration and maintenance of the computers as well as various applications which sometimes conflict with each other, for example. It is not an easy knot to disentangle. Certainly not if the school simultaneously has to carry out its core task: educating young people.

Consequently, in order to control the network they need security solutions that:

- Provide centralized management of all the centers;
- Minimize implementation and maintenance costs;
- Reduce possible failures during the implementation process, offering a solid software distribution system;
- Require minimum human resources for daily maintenance;
- Are backed up by qualified professionals.

PDC saw this need and has offered an effective solution since January 2005: Skool.

Skool is an educational ICT platform where students, instructors and ICT coordinators alike can find something to suit their tastes. *“And all this in a clear, well-organized, manageable and affordable manner. What’s more, this solution is also properly secured thanks to Endpoint Protection.”*

- It guarantees maximum protection for PCs, laptops and servers.
- Minimises operating costs.
- Minimises resource consumption.
- Easy to use, easy to manage.
- Saves time.
- Improves risk management.
- Reinforces compliance with security regulations.
- Minimal technical knowledge required.
- Always connected and up-to-date avanzados.

## The solution: Panda Endpoint Protection and Added Value Service

PDC chose Endpoint Protection, the Panda Security's corporate SaaS security solution (Software as a Service), which provides maximum protection from the cloud while minimizing resource consumption and operation cost. Endpoint Protection web console allows PDC an extremely easy, remote and centralized management, from anywhere at anytime,

*"We were looking for security for our administration software. But we couldn't allow this security to conflict with other applications, which is what happened with McAfee and Norton. We were unable to integrate these solutions into our Skool project. Endpoint Protection presented absolutely no problems in this respect,"* says Frank Beks, Sales Manager Education at the PDC Group.

*"Another huge advantage is the fact that Panda Security truly offers added value. In addition to Panda's competitive price, all instructors also received a security solution for their homes. The schools certainly consider this as added value. That's why the agreement between Panda Security and PDC did not take long to close."*

## Customer Satisfaction

PDC has already bought 40,000 licenses from Endpoint Protection, with which the company is providing security for 1,700 schools.

*"Education is not an obvious target group. There is a variety of hardware and software, the ICT knowledge varies significantly, etc. With our project, schools can outsource the entire administration. Skool is a revolutionary project. The schools do not need to install anything themselves – not even the security. Everything is done for them. We are noticing that word-of-mouth advertising is beginning to do its job. Our customers are very satisfied."*

## Smooth Sailing during Implementation and Support

Endpoint Protection was implemented in the Skool project without any problems. *"And the support is tremendous,"* says Beks. *"Panda will immediately help if there are any issues. That is why we consider Panda Security to be a true partner."*

## Benefits

- Product implementation speed.
- Simple and easy management from a single Web page.
- Extremely low maintenance cost.
- Minimum computer resource usage.
- Improved control over security systems protecting the network.
- Minimum time and effort dedicated to

## Customer's Profile

PDC has been focused on selling hardware, systems and accessories since 1992. Today its business has evolved towards more complete solutions. The company has approximately 600 employees across 44 offices worldwide. Paradigit's services are aimed at end-users, businesses and education. The contribution of Arjen King, the present General Manager of the company, has been key to the success of the company, and in 2004 he received the 'Entrepreneur of the Year' award.

More information on [www.paradigit.nl](http://www.paradigit.nl) Paradigit. For information about the project Skool, please visit [www.skool.nl](http://www.skool.nl).

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**PARADIGIT**