



## VIRCOM'S CUSTOMER SUCCESS STORY:

# Combining Filtering, Encryption and More to Make Work Easier

Independent MSPs are heroes for their clients, often juggling multiple new systems and services at once while also providing helpdesk support and mitigating disasters before they get out of control. The work is never easy, but it can be rewarding when new opportunities make life easier.

"Xwall, Spamfighter for Exchange and GFI made up the bulk of our previous filtering and encryption solutions, but knowing there were better choices out in the market, I was looking for a way to move on," says Jason Brown, an Independent MSP out of Fort Walton Beach, Florida. "I came across modusCloud through researching HIPAA-compliant spam filters with email encryption. After some research about the product, I spoke with the sales team at Vircom and after a demo, their product and expertise seemed like the right fit."

MSPs and Partners of all kinds not only provide better security to their clients through Vircom, but also save time and create greater confidence and peace of mind, better serving their clients as a result.

Ultimately, modusCloud's combination of encryption and spam filtering became his first choice, and helped cut costs for one client by nearly \$1300 in the first year. "From a client standpoint, they're happier with the products, and it's made things a lot easier for me in terms of managing spam. modusCloud even enables me to set user-level filters, while offering reporting and quarantine access to them.

For me, the intuitiveness, cost effectiveness and efficiency of the product can't be beat."

## CASE STUDY



### Jason Brown IT Consultant

- Sole Owner, in business for 20+ Years
- 250 users across 30 clients
- Clients include medical practices, small law firms and other SMBs
- Services offered include network, telecom, server, active directory, email and exchange support

#### Location:

Fort Walton Beach, Florida

**Trusted Partnership:** Partner with Vircom since 2019

#### Client perspective

"modusCloud's ease of use, cost effectiveness, and userlevel settings and controls make it easier for me to improve the security and compliance of my clients, while also offering them some controls that save me time and make my work more efficient."

— Jason Brown, Independent IT Consultant



As a leader in the email security space, Vircom provides high-quality, tailored and advanced email protection solutions to SMBs and MSPs around the world.

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