

GreenPages
Customer
Solution
Case
Study

GreenPages Helps School District Migrate 1200 Users from Symantec Antivirus 11 to Kaspersky Lab Antivirus Solution—Avoiding Costly Rip and Replace Through Remote Rollout

Not only did the Kaspersky solution solve Triton's challenge of limited resources, bandwidth, and budget, but it also helped the school district meet the compliance mandates required of educational institutions.



Customer: Triton Regional School District

Website: www.trsd.net

Industry: Education

Customer Profile

The Triton Regional School District serves approximately 3,300 K-12 students in the towns of Newbury, Rowley, and Salisbury, Massachusetts.

Technology Services and Solutions

- Kaspersky Lab Antivirus

Customer Challenge

With more than 1200 users, Triton Regional School District in Massachusetts was struggling with how to approach upgrading their end-of-life corporate editions of Symantec Antivirus. Because moving from version 11 to Endpoint was akin to a rip and replace, Triton was facing an almost impossible task: with a small IT staff, they didn't have the staff resources or time bandwidth to physically touch 1200 machines. Nor did they have the extra money to hire outside people to do it for them.

Technology Solution

GreenPages recommended that Triton evaluate Kaspersky Lab's antivirus solution which lets you easily push out agents remotely. We launched a pre-sales Kaspersky assessment program for Triton which included a WebX demo, case studies, and white papers. Triton determined that Kaspersky's high level of virus protection coupled with the ease of installation and comparable price would address their situation. During the installation process, Triton ran into an issue since one of their labs was still running Windows 98. GreenPages quickly facilitated post-sales technical support with Kaspersky who ended up escalating the issue all the way to Moscow—the company's corporate HQ location. Kaspersky engineers actually wrote code specifically to solve Triton's situation—a level of service excellence that fixed the issue and impressed the customer.

Successful Result

Not only did the Kaspersky solution solve Triton's challenge of limited resources, bandwidth, and budget, but it also helped the school district meet the compliance mandates required of educational institutions. In addition, the solution assuaged administrator security concerns stemming from viruses entering the network through student devices such as iPods. And because the Kaspersky solution creates a smaller agent footprint on the desktop, Triton was left with more desktop space to work with—helpful for schools that tend to keep their technology longer than corporations before refreshing. Triton has since referred other large school systems to GreenPages and continues to be extremely satisfied with their Kaspersky antivirus stance.



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