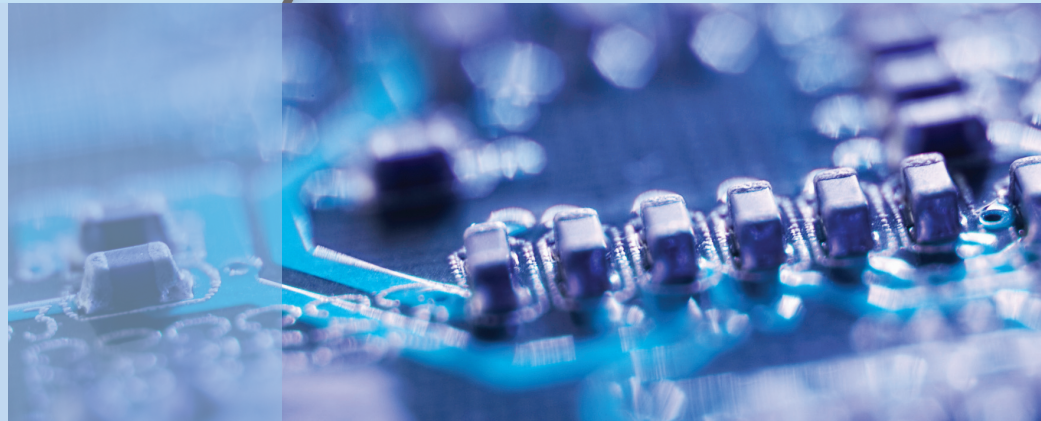


*“We wanted to have control of licensing and renewal of customer’s products, allowing us to be proactive when managing a computer environment and ensuring our ability to create and maintain a recurring revenue model, providing greater stability in various economic times.”*

Jason Goelde, CEO  
MBM Computer System Solutions



## CUSTOMER

MBM Computer System Solutions

## INDUSTRY

Managed Services Provider for SMB clients in manufacturing, legal, health care, retail, and financial services markets

## CHECK POINT PRODUCTS

- Safe@Office®
- Security Management Portal™ (SMP)

## CUSTOMER NEEDS MET

- The ability to remotely manage Internet security for its customer base
- A customer-branded security solution: Ensure-IT Managed Security
- A recurring revenue stream

# MBM Computer System Solutions Leverages Check Point to Deliver Internet Security for SMBs and Generate Recurring Revenue

MBM Computer System Solutions has been headquartered in Troy, Michigan since 1985. MBM serves thousands of successful businesses that have come to rely upon and trust MBM’s customer-driven, expert computer, Internet Ensure-IT Managed Security, cabling and telephone system support. As one of the largest independent technology support firms in Michigan, MBM takes pride in its reputation for high quality workmanship and dedication to responding to its customers’ needs both locally and nationwide.

## THE CHALLENGE

MBM Computer System Solutions stakes its reputation on the ability to provide end-to-end IT services for clients, which are comprised of small- to medium-sized businesses (SMBs). The company is constantly innovating to ensure uptime for businesses while helping them run as efficiently as possible to not only maximize their resources, but stay ahead of issues that may affect their operations while controlling costs.

In order to provide this level of service, MBM required a solution that offered unsurpassed IT security along with central management capabilities in order to keep pace with ongoing business needs as well as the constantly shifting security threats. Just as important, the company needed a solution that would allow them to build a recurring revenue model.

“It was important for us to have the ability to obtain total control over our clients’ IT systems,” said Jason Goelde, CEO for MBM Computer Systems Solutions.” We wanted to have control of licensing and renewal of customer’s products, which not only allows us to be proactive when managing a computer environment, but also ensures our ability to create and maintain a recurring revenue model that would provide us with greater stability in both good economic times and bad. Check Point provides a comprehensive, all-in-one solution to address the most critical information security needs of our clients, most of which do not have embedded IT departments.”



## THE CHECK POINT SOLUTION

MBM started evaluating new IT security management solutions when their existing firewall security application was no longer being supported by the vendor. After a comprehensive search, they found that the Check Point Safe@Office® appliances offered unsurpassed Internet security as well as a central management and service provisioning platform—the Check Point Security Management Portal™ (SMP), which features a Web-based user interface and a robust and resilient architecture to support the management of up to tens of thousands of Safe@Office gateways.

The selection of combined Check Point security solutions also provides MBM with another important opportunity—the ability to brand the solution. What they created was Ensure-IT Managed Security, a comprehensive, flat rate, completely managed gateway Internet security solution with anti-spam, antivirus, Web content filtering, Internet monitoring, reporting, and more.

“Our clients want to know they’re getting a comprehensive solution that protects them and also offers them additional features such as anti-spam, which is something they used to pay for separately,” said Goelde. “With MBM’s Ensure-IT Managed Security, businesses have reassurance that they’re protected 24/7 through an all-inclusive solution that goes beyond traditional applications.”

## THE BENEFITS

The use of Safe@Office and SMP lets MBM offer unprecedented levels of security, service, and support. The Safe@Office appliance extends the ability to control threats such as spam and perform Internet Web site filtering, both of which can result in lost revenue for businesses, while SMP allows MBM to manage firewalls remotely, something they couldn’t do before. Plus, they can easily stay ahead of customer issues through the system.

“Whenever you make changes to a system, it’s important that there are tools in place to ensure there are no vulnerabilities from the outside. SMP lets you do that. We also generate Ensure-IT-branded weekly reports to make sure the configuration is secure,” says Goelde. “With the Check Point Safe@Office and SMP solutions

in place, we’re managing our clients’ IT systems better than ever and they’re getting more value in the end.”

Aside from the many benefits that Safe@Office and SMP provide for its customer base, including gateway antivirus, anti-spam and Web content filtering services, the combined solution saves valuable time and resources for MBM, allowing the company to optimize its own operations.

## THE FUTURE OF MBM SOLUTIONS

Ensure-IT Managed Security has been extremely well received by new and existing customers. MBM has more than quadrupled the number of firewalls they manage in the past year alone and sales representatives now have another product they believe in and are excited to sell.

Goelde says his biggest challenge moving forward is continuing to get the word out about the product. “When you’re good at something, you’ve got to let everyone know,” he said. “We’re educating customers and prospects on why they need managed Internet security solutions, and why we’re the best ones to provide it in a way that meets their needs. And at a cost they can afford.”

## FOCUSING ON ENDPOINT

As cyber-crime threats continue to change and increase at a rapid rate, Goelde believes there is an increasing need for businesses to become educated on endpoint security protection.

“Today the amount of sensitive data that executive and other mobile users have on their portable devices is frightening and needs protection,” he says. “We believe that every executive and mobile user needs to have full-disk encryption to protect the data on their mobile device from being copied in the event they lose, misplace, or have the device out of their physical control. We also see it being too easy for users to copy sensitive company data from their computers to external storage devices. That is why we see the need and growth of Check Point Endpoint Security, especially for port control and full-disk encryption. With this product we are able to centrally manage it all from a single remote agent. This is the only product on the market that has this type of proven single client integration that helps complete the circle of protecting every company’s priceless data.”

## CONTACT CHECK POINT

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