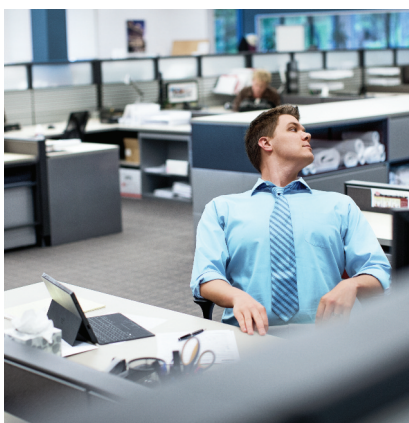


COMGUARD expands portfolio

McAfee ePolicy Orchestrator Deep Command* with Intel® Active Management Technology opens up new enterprise security revenue streams for COMGUARD



COMGUARD
security & networking

"We have to continuously expand and develop the services we are able to offer our customers. For us, McAfee ePO Deep Command* with Intel® Active Management Technology is central to that strategy."

*Robert Šefr,
Pre-Sales and Architect Engineer,
COMGUARD*

Value-add IT distributor COMGUARD continuously seeks to broaden the enterprise security services it offers to customers. This is essential to remain competitive within its market segment. Together with Intel, COMGUARD set up a demonstration suite within its Competency Center to highlight to customers the remote management capabilities of McAfee ePolicy Orchestrator (ePO) Deep Command* with Intel® Active Management Technology (Intel® AMT)¹. This new facility is helping open up new revenue streams for COMGUARD with both large enterprises and public sector organizations.

Challenges

- **Continuous improvement.** COMGUARD wanted to increase the range of enterprise security services it could offer its customers, boosting revenue

Solutions

- **Demonstrable benefits.** Together with Intel, COMGUARD set up a demonstration suite at its brand new Competency Center in Brno to help communicate the endpoint security management features of McAfee ePO Deep Command

Impact

- **Initial interest.** COMGUARD is already running several proofs of concepts (PoCs) with large organizations eager to take advantage of Intel® Remote Wake Technology (Intel® RWT) and Intel® KVM technology²
- **Streamlined management.** Intel AMT, together with McAfee ePO Deep Command, simplifies security and IT management, easing the burden on the IT manager, as well as decreasing costs
- **Beyond the endpoint.** McAfee ePO Deep Command is a key differentiator for COMGUARD, extending its offering beyond single-endpoint security solutions and opening up new revenue streams

In with the new

COMGUARD is a multinational, value-add IT distributor specializing in enterprise security and networking solutions. In Central and Eastern Europe (CEE), it operates primarily in the Czech Republic and Slovakia. COMGUARD offers IT resellers, large enterprises and public sector organizations best-of-breed hardware and software, together with world-class training and consulting services, as well as IT implementation and management services if required.

Two years ago, the European Union awarded COMGUARD CZK 42.7 million (USD 2.24 million), which it used in part to fund the construction of new headquarters in Brno in the Czech Republic. The four-story building offers improved office space as well as a specialist Training Center and Competency Center.

Completed in late 2012, the Competency Center includes the latest high-end enterprise security solutions from major vendors, including McAfee.

COMGUARD uses the facility to demonstrate these IT security technologies to its customers. It does this by simulating its customers' client environments so that they are able to see exactly how the technology will run and the benefits it can bring.

To simulate almost any client environment, the Competency Center contains a range of desktop and mobile computing devices - including some running on the latest 4th generation Intel® Core i5 and i7 vPro™ processors, various operating systems (OS) and IT management systems, and applications from a range of manufacturers.

Expanding horizons

Traditionally, COMGUARD specialized in security solutions focused on network and perimeter security (e.g. firewalls). However, it wanted to increase revenue by branching out into selling and managing security solutions across the full client infrastructure.



McAfee ePO Deep Command is a key differentiator for COMGUARD

Robert Šefr, pre-sales and architect engineer at COMGUARD, explains: "In order to remain competitive in our market segment, we have to continuously expand and develop the services we are able to offer customers. For us, McAfee ePO Deep Command with Intel AMT is central to that strategy."

McAfee ePO Deep Command provides IT administrators with secure remote access to PCs regardless of the PC's power or encrypted state. This enables them to remotely remediate compromised systems, enable energy-saving initiatives, wake systems and apply proactive security.

Customer demonstrations

COMGUARD turned to Intel to help it set up a McAfee ePO Deep Command demonstration suite at its Competency Center. Its primary use is to demonstrate to customers the remote security management benefits of McAfee ePO Deep Command, and show how it can work hand in hand with existing security software solutions such as McAfee Endpoint Encryption*.

"We were very impressed with the speed at which we were able to get McAfee ePO Deep Command up and running and familiarize ourselves with it," says Šefr. "It was a matter of days rather than weeks, which meant that we were able to get potential customers through the door as soon as the Competency Center opened for business."

"Presently," Šefr continued, "we are running several PoCs for large enterprise customers. We have

found the Intel Remote Wake Technology and KVM Remote Control features to be of particular benefit to large organizations spread over several offices and geographies.

"For example," Šefr said, "one of our customers' goals is to run anti-virus scheduled scans over night which is easier said than done when multiple locations are involved. Using Intel Remote Wake Technology, the customer is able to power on and wake up a PC out of office hours, enabling it to update anti-virus signatures, perform software updates and scan whole drives without impacting end-user productivity."

"Using Intel KVM technology, IT administrators are able to take control of users' computers, even mobile and home workers," Šefr said, "from the management console, enabling them to see what's on the monitor even if the OS crashes. This greatly simplifies the task of client management, easing the burden on the IT manager and reducing associated maintenance costs. They are able to resolve more problems remotely, which means less inconvenience to the business."

Bottom-line benefits

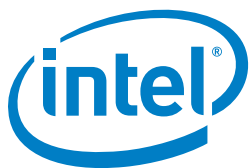
It's not just customers who stand to benefit from McAfee ePO Deep Command. It will be a key differentiator for COMGUARD itself. McAfee ePO Deep Command with Intel AMT extends COMGUARD's offering to customers beyond single endpoint security solutions to those which cover the full client infrastructure.

Spotlight on COMGUARD

COMGUARD is a leading value-added distributor of security and networking products. In Central and Eastern Europe, it operates primarily in the Czech Republic and Slovakia. COMGUARD's Competency Center, located at its headquarters in Brno, is the first facility in the Czech Republic dedicated to demonstrating the latest enterprise security solutions to combat growing and rapidly changing security threats.

Knowledge gained from PoCs means that COMGUARD can now consult with customers on how to approach large requests for proposals (RFPs) focused on endpoint management as well as security. All this helps to broaden COMGUARD's customer base.

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¹ Intel® Active Management Technology Security features enabled by Intel® Active Management Technology require an enabled chipset, network hardware and software, and a corporate network connection. Intel AMT may not be available or certain capabilities may be limited over a host OS-based VPN or when connecting wirelessly, on battery power, sleeping, hibernating, or powered off. Setup requires configuration and may require scripting with the management console or further integration into existing security frameworks, and modifications or implementation of new business processes. For more information, visit <http://www.intel.com/technology/manage/iamt>.

² Intel® KVM Remote Control (Keyboard, Video, Mouse) is only available with Intel® Core™ i5 vPro™ and Core™ i7 vPro™ processors with Intel® Active Management technology activated and configured and with integrated graphics active. Discrete graphics are not supported.

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