

AJ Technology Company

"ESET applications allow us to focus on all our clients' needs, not just their data security. A win-win situation in our eyes."

Tim Medendorp
Chief Operating Officer



INDUSTRY
IT Services

COUNTRY
United States

WEBSITE
www.ajtc.net

PRODUCTS
ESET PROTECT Entry, ESET Endpoint Encryption, Secure Authentication

THE PARTNER

AJ Technology Company is a managed service provider with over 1600 endpoints that became a direct ESET partner in 2016. Based in the Chicago area, the company offers hosted security and disaster recovery solutions to businesses of all sizes throughout the United States.



THE CHALLENGE

As a managed service provider (MSP), AJ Technology Company (AJTC) faced two critical challenges: balancing robust security with minimal impact on system performance and managing security efficiently across diverse client environments. Clients demanded effective protection against modern threats without the frustration of sluggish operations caused by resource-intensive antivirus (AV) solutions. Additionally, AJTC needed a centralized and customizable management solution to streamline deployment and adapt to varying industry needs.

KEY BENEFITS

- Minimal performance impact
- Centralized management for streamlined deployment and monitoring
- Flexible and customizable to adapt to industry-specific needs and tailored configurations
- High-quality protection at a price that aligns with client budgets



THE SOLUTION

After extensive testing, AJTC selected ESET to address these challenges.

"ESET is among the fastest to respond to new threats and has the least impact on system performance."

The intuitive management console centralized deployment and monitoring, simplifying operations while providing flexibility for industry-specific customizations.

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These solutions empowered AJTC to deliver reliable protection, build client trust, and maintain operational efficiency—all at a cost-effective price point. Since becoming an ESET MSP partner, AJTC has experienced significant benefits, including free U.S.-based support, streamlined product management, technical training and certifications, and flexible MSP model licensing.

"We use and sell ESET to our MSP and private/personal clients. Renewals are a steady revenue stream."

[Learn more about ESET's MSP Program](#)