

South Carolina ISP Dumps Big Name Virus Protection in Favor of AVG Anti-Virus

Baja Broadband moves to AVG Network Edition after competing product fails to keep viruses out of their network.

Claremont, NC August 28th, 2008 - Michael Privette joined Baja Broadband, a Fort Mill, SC broadband service provider, as Systems Engineer a year ago and immediately knew that some changes to the security setup were in order.

When Privette came on board, the company was using Symantec to protect its 40 workstations in Fort Mill, as well as on the 175 workstations spread across the Utah, Nevada, Colorado, and New Mexico facilities.

“Me and Symantec are like me and Fords—we just don’t get along,” Privette said. “I’ve had bad experiences with their virus protection products in the past and, wouldn’t you know, soon after I started at Baja, users were coming to me with infections that Symantec had missed.”

Privette made his first recommendation in his role as the unofficial Enterprise IT Administrator at Baja Broadband by suggesting the company switch to a new anti-virus provider—and fast.

“We were experiencing difficulties on a number of workstations that Symantec just wasn’t resolving, so I needed to find a new solution fast,” recalled Privette. “Our licenses were running out, so the timing was good. I really didn’t want to spend more money on protection that wasn’t working.”

AVG to the Rescue

A short research exercise on the web and with peers led Privette to AVG’s Free product, which he downloaded and tried out on a couple of machines to see how it performed. He was impressed.

“We were paying so much for our Symantec licenses, I couldn’t believe that the Free Edition of AVG caught the problems that Symantec didn’t,” Privette said. “As soon as I installed the software, it identified the virus that had been causing us trouble, and then found three more!”

Privette was sold at that instant, and set off to find a supplier he could work with to purchase and deploy the Network Edition version of AVG’s product.

“I needed a quote quickly so that I could get the new protection in place before our Symantec license ran out and left us with even less protection,” noted Privette. “We wanted to get AVG up and running as soon as possible to make sure the network stayed virus-free.”

That’s when Privette came across Walling Data and started the process of pricing out the licenses he needed.



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“I searched online for AVG suppliers and found Walling Data,” said Privette. “I liked the idea of working with them because they’re relatively close to us, in North Carolina. I was also impressed with the range of support options they offered – an important aspect when you’re dealing, as I was, with distributed networks and a brand new product.”

[Walling Data](#) is the longest-standing and highest-volume distributor of AVG Technologies solutions in North America, as well as the only distributor to offer all its customers free, unlimited, U.S.-based pre- and post-sales support.

One More Satisfied Walling Data Customer!

“What do I like most about AVG? Well, it just seems to work,” Privette enthused. “After dealing with the hassles of Symantec, AVG was a welcome change for Baja Broadband, and Walling Data’s assistance made the whole process very easy.”

Although Privette has yet to use the free and unlimited support services offered by Walling Data, he is glad to know that the support cushion is there should he need it.

“Honestly, everything happened so efficiently when we purchased our licenses, I had no need for support,” Privette said. “The initial installation was completely trouble-free, but I may well give them a call and talk through a few options for tweaking the system when I get a moment.”

Baja Broadband is just another example of what can happen when a company steps back and re-evaluates the security it’s relied on for years. When particularly nasty malware began to take over their network, Baja wasted no time in taking action. Fortunately, they turned to AVG.

“Even the Free Edition of AVG was able to contain and clean up the viruses that Symantec didn’t,” Privette said. “When I saw that, I knew we had a winner in AVG.”

About Walling Data Systems

Founded in 1994 in North Carolina, Walling Data Systems is a Value-Added Technology Distributor and IT Solution Provider offering innovative high-value solutions to everyday computer security problems for corporate, education, and home technology users. Walling Data was named an Authorized AVG Distributor in 2004 and is the only source for unlimited toll-free phone and “We-Do-It-For-You” remote control support for their AVG customers in the United States and Canada, one reason why thousands of customers each month choose Walling as their supplier of choice for AVG products. More information at <http://www.avg-antivirus.net>

About AVG

Founded in 1991 and with offices in the US and Europe, AVG is a leading international developer of Internet threat protection solutions for consumers and SMBs. AVG is one of the fastest growing companies in the industry with more than 70 million active users around the world. The company employs some of the world’s leading experts in Internet security, specifically in the areas of threat research, analysis and detection. AVG’s award-winning products are distributed globally through resellers and over the Internet as well as via third parties through Software Developer’s Kits (SDK).

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