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AVG Anti-Virus Delivers Security Continuity for Washington School District

Loyalty pays off for nationally-acclaimed Pasco High School

Claremont, NC October 30th, 2008 - Pasco School District in Washington State consists of 16 school campuses, including Pasco High School, named by *Newsweek* as one of the best American public high schools in the country for the past three years. The district's four servers support an extended network of more than 3000 workstations, serving 12,000 students in grades K-12 as well as more than 1,200 faculty and staff.

For the past six years, the Pasco School District technology team has trusted AVG Network Edition and the support team at Walling Data to assure the security of the network. Kevin Stiles, who has been a network specialist for the school district for 12 years, remembered what it was like before they switched to AVG Network Edition:

"Our original approach to managing security was pretty archaic, even at that time. We were buying thousands of subscriptions to McAfee and installing them one-by-one on each computer, because the cost on paper was lower than taking a centralized approach and distributing the software to all workstations via a server-based system. But the cost in terms of time, energy, and efficiency was enormous."

It was becoming apparent to everyone on the team that this approach could not be sustained for much longer, and on top of this, the level of protection provided by their existing product appeared to be suffering.

"The ever-increasing maintenance needs eventually became too much for our staff, and threats were getting past the McAfee defenses," continued Stiles. "So we decided to bite the bullet and look for a new solution, as well as a new way of doing things."

"Several members of our IT staff used AVG Free Edition on their personal computers or had experienced other AVG products at previous jobs. When we heard so many colleagues echo support for AVG, we decided to give AVG's Network Edition product a try."

First Impressions Count

Michelle Nisbett, secretary to the director of technology for the Pasco School District, was charged with sourcing a quality supplier for AVG Anti-Virus. Her search soon led her to Walling Data, the longest-standing and highest-volume distributor of AVG Technologies solutions in North America. Walling Data is also the only distributor to offer all its customers free, unlimited, U.S.-based pre- and post-sales support.

"The service from Walling Data has been great from the very beginning," recalled Nisbett. "When I called them for information, the sales rep was super friendly, nice and easy to work with. What won me over was the politeness and respect, the way the rep spoke to me. Unlike some people in the tech business, Walling's rep didn't talk down to me. He made me feel like an important part of the process, which was a big plus for me."



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The district moved forward with Walling Data and purchased 3,000 licenses of AVG Network Edition, taking advantage of the company's generous educational discount program. Six years later, the team has no regrets.

Quality Product + Quality Service = Customer Satisfaction

Since the school district made the switch to AVG, it's been clear to Stiles that not only does the protection cost less money, but it also takes a much smaller toll on the team's time.

"Not only is AVG less expensive than the McAfee product we were using, it saves us money in other ways too," said Stiles. "Because AVG protects our Network so well, we're not spending time and money to repair the effects of virus infections, and the software is so easy to manage, it takes very little resource time to maintain and manage. AVG and Walling Data have saved us money, time and stress."

This year, the school district upgraded its entire network to AVG Anti-Virus Network Edition 8.0. "The process went very smoothly," noted Stiles. "The software gets better every year, and our resource usage has stayed low."

Nisbett, too, was happy with the upgrade process. "Walling Data was there for us again when it came time to upgrade," she said "They continue to show me that they care about our school district and they're always willing to help out when I need advice on how to handle some aspect of the process. I'd recommend Walling Data to anyone."

For more information about how to purchase AVG Anti-Virus, please visit <http://www.avg-antivirus.net>

About Walling Data

Founded in 1994, N.C.-based Walling Data is a value-added technology distributor of technology products for resellers, small businesses, and education and government institutions. Walling Data was the nation's first distributor of AVG security products and today is the highest-volume distributor for the product in North America, with more than 50,000 satisfied customers. Walling is also the only value-added distributor for Cymphonix Network Composer, an award-winning device that helps companies control and monitor users compliance with internet usage policies. Additionally, the company has recently become a distributor of CyberPatrol's parental control and business-grade web filtering solutions. Walling Data provides free, unlimited, U.S.-based phone and "we-do-it-for-you" remote support for all of its customers. For more information, visit www.wallingdata.com and 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 80 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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