

*“Check Point Software has been an excellent partner for us and has helped us grow our managed services business.”*

*Todd Jones  
Founder and President  
TekJet, LLC*



**CUSTOMER NAME**

TekJet, LLC

**INDUSTRY**

Managed Services

**CHECK POINT PRODUCTS**

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

**CUSTOMER NEEDS MET**

- Provided a flexible and scalable security solution suited to a wide range of customers
- Combined centralized security management and service provisioning with cost-effective support
- Integrated easily with existing back-office systems and infrastructure
- Offered comprehensive end-to-end security

## TekJet Trusts in Check Point to Grow Managed Services Business

### ABOUT TEKJET

Headquartered in Denver, Colorado, TekJet, LLC provides comprehensive managed IT services for small- and medium-sized businesses with typically less than 100 employees. Customers include financial firms, oil and gas suppliers, contract manufacturers, law firms, and other businesses.

### THE TEKJET CHALLENGE

TekJet started out as a typical “break-fix” business in which customers would only call when their IT systems were not working properly. Over time the company migrated to selling more managed services and to delivering additional value-added services. According to TekJet founder and president, Todd Jones, “Small businesses face a myriad of challenges in keeping their business up and running and secure. By offloading the day-to-day management of their computer networks to us, our customers can focus their energies on their businesses and not on their computer systems.”

To expand TekJet’s services to include IT security, Jones needed a solution that would work well with TekJet’s established managed services platform. This platform is based on a leading managed services platform for remotely managing customer infrastructures, including network components, servers, and desktop PCs. In addition, TekJet needed the ability to remotely control policy and upgrades for all customers from their Network Operation Center.



www.tekjet.net



## THE CHECK POINT SOLUTION

TekJet decided on a solution featuring Security Management Portal™ (SMP) from Check Point, a central management and service provisioning platform, for the management of Safe@Office® Unified Threat Management (UTM) appliances. SMP coupled with Safe@Office provided the perfect security solution for TekJet and allowed it to extend its managed services offering to include security solutions. With the Check Point solution in place, TekJet is now able to offer its customers managed messaging security services, including spam filtering, antivirus and spyware protection, Web filtering, managed IPS services, comprehensive firewall management, and managed VPN capability.

Additionally, SMP features an intuitive, Web-based user interface and a robust and resilient architecture. The combined Check Point solution integrated easily with TekJet's existing managed services environment and supported TekJet's strategy to grow its managed service business. Furthermore, using a central management platform supported TekJet's efforts to manage multiple deployments and increased revenue while lowering support costs.

## THE BENEFITS OF CHECK POINT SOFTWARE

Since implementing Safe@Office and SMP, TekJet's customer retention is nearly 100 percent. Those customers who have departed left because of non-service satisfaction reasons including company consolidations, buyouts, or due to TekJet's choice for competitive reasons. This customer retention has helped the company to increase its revenues by serving its clients more efficiently. "For every dollar of hardware we sell, we also sell a dollar of managed services," says Jones. "We are geared to perform managed services remotely. That way we can have one technician work on four to five issues concurrently, which is worth much more than the \$125 an hour he would be charging if he were on site."

An important benefit of choosing Check Point has been competitive differentiation, which is of vital importance as TekJet often finds itself bidding against other MSPs for new business. "The fact that we offer a proven and reputable IT security solution from Check Point has been a clear advantage over many of our competitors who offer other solutions," says Jones. "Our customers are enthusiastic about the customizable reports and logging that gives them detailed reports on thwarted attacks. The internal reports also increase our visibility, and allow us to provide added value and easy and transparent security management."

## THE FUTURE OF TEKJET

TekJet is showing continuous annual growth. Jones expects sales to more than double in the future. Today, managed services customers make up 95 percent of TekJet's business. Jones does not see that number changing over the next year as the company looks to expand to support more than 1,500 managed services seats by the end of the year.

"Offering managed services is a trust business. You have to demonstrate integrity. It is based on customers' past experiences with you and strong referrals," says Jones. "To grow the business, you must deal with partners you can trust. Check Point Software has been a very good partner for us and has helped us grow our managed services business. We anticipate many years of continued partnership with Check Point Software."

## CONTACT CHECK POINT

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