



2021

# A partnership for long-term growth

**kaspersky**

BRING ON  
THE FUTURE

[weodeo.com](http://weodeo.com)

# Managed Service Provider program partner Weodeo is a high-quality service consultancy provider for a winning long-term engagement with Kaspersky.

Weodeo is a young, dynamic, Paris-based IT and telecoms company, helping small and medium-sized businesses from the Île-de-France region in their digital revolution.



## IT and telecoms

- France
- MSP partner, using Kaspersky Endpoint Security for Business Select and Advanced and Kaspersky Endpoint Security Cloud and Cloud Plus
- 10% recurring revenue from Kaspersky solutions
- 100% anticipated annual growth in Kaspersky-related revenues

By combining strategic digital consultancy with market-leading technology and solutions, Weodeo can respond expertly to customers with specific requirements, and those seeking a partner to provide ongoing advice, support and management.

Established in 2014 and now one of Kaspersky's leading French Managed Service Provider (MSP) program partners, Weodeo's Founder and General Manager Philippe Aymonod says that it is the company's ability to build close professional relationships that is its key to success.

## Challenge

"After nearly 15 years of delivering strategic and change management consulting for major corporate organizations, I was convinced that the digital transformation could deliver huge benefits for small and medium-sized businesses too," explains Mr. Aymonod.

"But not all small businesses are comfortable with the consultancy approach. So, we work very hard to get to know our customer's business, to gain their trust and confidence from the beginning and to show them the value of what we do. This has helped us gain a real competitive advantage."

It is this business philosophy that guides Weodeo's selection of technology partners to work with and develop the solutions that will make a difference for its customers, in the form of improved business agility, productivity and efficiency.

In turn, Weodeo's consultancy and investment approach of working closely with its customers to devise individual IT and telecoms strategies for them, chimes with the principles of Kaspersky's MSP program.

Weodeo knows that the increasingly sophisticated and malicious activities of today's cyber criminals means that education, awareness and world-class robust cybersecurity technology are at the heart of its managed service solutions.

## The Kaspersky solution

Weodeo assesses the specific requirements, vulnerabilities and risk profiles of each of its customers before recommending one of Kaspersky's business solutions.

Kaspersky Endpoint Security for Business Select provides excellent protection in most on-premises scenarios, while Weodeo sometimes recommends Kaspersky Endpoint Security for Business Advanced where it judges that additional security measures and management functionality are required to keep the customer and its data safe.

Meanwhile Weodeo also specifies Kaspersky Endpoint Security Cloud and Kaspersky Endpoint Security Cloud Plus, providing world-class cybersecurity for those customers preferring remote deployment of endpoint protection agents, especially businesses with field workers or mobile employees spending their working days on the move.

For both its on-premise and cloud-based endpoint security customers, Weodeo is now also recommending the additional peace of mind provided by Kaspersky Endpoint Protection and Response (EDR).

EDR provides business managers with constant and comprehensive visibility and monitoring across all of an organization's endpoints and uses automation to provide a broader layer of protection against the latest and most sophisticated attacks.

**"It's great having an MSP partner that is both at the cutting edge of technology and very supportive of us as a company and what we are trying to achieve. Kaspersky takes time to listen to us and as a result the relationship has grown and strengthened."**

**Philippe Aymonod**  
Founder and General Manager  
Weodeo





#### **Support**

There to help with customers, training and problem solving



#### **Growth**

Expects to double its income from Kaspersky in one year



#### **Engagement**

Kaspersky sees the potential that Weodeo possesses



#### **Investment**

Supportive of marketing and commercial strategies

## **Cutting edge of technology**

“My Head of Research and Development, Frédéric Yserd, takes a very analytical, academic approach when we are considering the technologies we want to recommend to our customers,” explains Mr. Aymonod.

“Frédéric’s in-depth investigation of comparable endpoint protection systems showed that Kaspersky was the best. After meeting them we felt very comfortable that they shared and appreciated our approach to customer service.

“It’s great having an MSP partner that is both at the cutting edge of technology and very supportive of us as a company and what we are trying to achieve. Kaspersky takes time to listen to us and, as a result, the relationship has grown and strengthened. It’s been very good for our business and Kaspersky now delivers about 10% of all of our recurring annual revenues.

“Kaspersky adds value, we rely on its expertise to help us with a variety of customer challenges and it always comes up with the right answer. Kaspersky also provides product training for our team and carries out demos for customers which have resulted in new contracts for us.”

Despite its relatively small size, Kaspersky recognizes the tremendous potential of businesses like Weodeo and the partners are spending time developing joint marketing and commercial strategies to help enable the company to grow, win new customers and break into new markets.

“I would like to thank Kaspersky for looking beyond the business we could generate in the short-term and instead focusing on our strategy, our capabilities and future possibilities,” concludes Mr. Aymonod.

“We work hard together for mutual success. Our goal is to double our revenue from Kaspersky solutions within the next 12 months.”



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