

Vineyard Networks Partner Case Study | ACSI

As a leading managed service provider in Canada, ACSI was looking for a way to extend its network management services into the Small and Medium Business market, including local government, education, and small enterprise verticals. The current products that made up their service portfolio were too complicated and expensive for these customers and they were looking for a more effective and efficient network monitoring and Network Information Analytics solution.

After evaluating several solutions from Network Performance Management vendors, ACSI selected Vineyard Networks as the technology provider for the NetVision group of services.

Dean Townson, Director of Business Development of ACSI, found that the Network Information Analytics solutions were the only solution that made the technology accessible to the SMB and SME markets. "We currently have an 85% closure rate from clients who evaluate NetVision. It is our fastest growing managed service today. Choosing Vineyard Networks was an easy decision based on their revolutionary product portfolio and first class support," says Dean Townson. "The solutions require very little engineering support and can be set up and running in minutes."

When asked about the decision to include Vineyard Networks' products in their offerings, Townson replied, "NetVision is our fastest growing managed service product, has the highest acceptance rate and a higher closing rate than any other service we have ever introduced since the company started."

About Vineyard Networks

Vineyard Networks is the leading provider of network information analytics solutions for the small and medium business and enterprise market. NetCore allows companies to gather information from up to 200 different locations around the world and then quickly and easily diagnose network issues. NetCore also provides access to up to two years of historical data, allowing users to trend network usage and monitor business application performance. Vineyard's technology is currently being used in companies worldwide.

About ACSI

ACSI's industry leading commitment to service provides organizations with everything they need to keep their business moving. By offering high quality service, along with education, security, and easy-to-use, comprehensive technology solutions, ACSI can help any business satisfy their IT requirements.

For a free 14 day trial visit www.vineyardnetworks.com

Contact Vineyard Networks: sales@vineyardnetworks.com

Contact ACSI: info@acsisecure.com

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Company Profile:

ACSI is an industry leader in providing network technology solutions that businesses can depend on, including systems analysis, network design and installation and real-time monitoring.

Website:

www.acsisecure.com

Business Problem:

As a managed service provider, ACSI needed a product that was cost effective, easy to install, and provided a continual revenue stream. ACSI was looking for a technology partner to build a solid and mutually beneficial relationship with.

Solution:

Vineyard Networks' NetCore On Demand is specifically targeted to the SMB and SME market, a previously untargeted market due to cost and scalability barriers. Vineyard's partner program provides the help and support to ensure a company's success selling the Vineyard solution.



www.vineyardnetworks.com