

**Partner Q&A - NetSouth**

**NetSouth's Mark Wertz discusses his powerful partnership with Calyptix and the value of offering AccessEnforcer to his SMB Customers**

- Simple management and maintenance tools.
- Straightforward pricing and predictable revenue stream.
- Trackable business value to customers.
- Support, product education and hands-on training.
- Access to direct product input.

**Q. What makes Calyptix' pricing so appealing?**

**A.** AccessEnforcer™ has no long list of add-ons that create confusion, increase price and force customers to cut features for affordability. With this straightforward approach, we save time, accelerate our sales cycles and eliminate time consuming technical objections. We can price with confidence because Calyptix eliminates the complex variables in the quoting process and provides us consistency in our margins.

**Q. Can a comprehensive feature set really be delivered in a single device?**

**A.** Yes. Calyptix looked specifically at the needs and the limitations of the typical SMB and developed a product that works for them. The purchase decision is a no-brainer - affordable and powerful. AccessEnforcer includes all the right features for my customers and each model has enough horsepower to get the job done without slowing down the network.

**Q. What about customers with unique needs?**

**A.** Calyptix is a breath of fresh air in a very complex marketplace. Our open development relationship with the Calyptix team allows us to eliminate "it is what it is" from our vocabulary when customers need something specific or unique. The Calyptix development team has been great at jumping in to help with customized configurations providing direct benefit to our customers and hands-on training to my team.

**Q. How does Unified Management help you better serve your customers?**

**A.** By providing a single GUI interface integrating all necessary network security functions and reporting tools, Calyptix has made looking after the health and well-being of the entire network much simpler. It enables us to be a more productive outsourced IT department for our customers.

The financial impact of downtime for a company puts pressure on IT. AccessEnforcer provides insulation from the bad stuff on the outside and tracking for activities on the inside.

**one box. one price. one solution.™**

**Mark Wertz is Owner and Chief Engineer of NetSouth.**

**NetSouth provides network assistance for small and medium size businesses with such needs as major brand certified desktop and laptop computer repair, network project planning and web design.**