

Netsweeper partners with Loadbalancer.org to meet customer demand for a unified web filtering solution

When more and more customers started to ask Netsweeper to recommend a load balancer to accompany its web filtering solution, the organization decided to partner with Loadbalancer.org. Now it can deliver an improved customer experience and target new business leads more successfully.



We provide Internet content filtering solutions for large government and education customers that have thousands or even millions of end users. Loadbalancer.org enables us to offer a unified and fully tested solution that meets the demanding requirements.”

Lou Erdelyi
Chief Technology Officer, Netsweeper

Challenges

- Recommend a cost-effective load balancer to optimize the Netsweeper application

Solution

- Loadbalancer.org Enterprise 10G
- Loadbalancer.org Enterprise VA MAX virtual appliance

Benefits

- An end-to-end, tested web filtering solution
- Lower load balancer costs for customers
- Simplified technical support
- Support with new business tenders and proof-of-concepts

Challenges

Netsweeper provides Internet content filtering solutions for some of the world's largest networks with up to 100 million users. The company's customers typically require load balancing products to accompany the Netsweeper application, and an increasing number of organizations were asking Netsweeper to recommend suitable products.

Many of Netsweeper's customers are in the education, government and healthcare sectors and, for these organizations, cost was a huge concern. Well-known load balancer vendors like F5 and Cisco were simply beyond the reach of their public sector budgets, and they needed a more affordable brand they could trust.

Solution

Rather than recommend products on a contract by contract basis, Netsweeper decided to enter into a partnership with a single load balancer vendor. The company selected Loadbalancer.org because of its global presence, product features and cost effective pricing.



Loadbalancer.org provides a good fit with Netsweeper's business as it offers high performance products in both virtual and physical formats. The two companies worked together to test their joint offering, and Netsweeper's sales and technical teams can respond to customer queries for a consolidated solution.

Loadbalancer.org produced deployment guides for Netsweeper, describing the optimal configuration for the end-to-end solution. "The deployment guides evidence the synergy between Netsweeper and Loadbalancer.org and help to give our customers confidence that the joint solution has been tested and proven," says Lou Erdelyi, Chief Technology Officer at Netsweeper.

Results

Netsweeper can now offer a better experience for its customers, as it can provide a complete solution, rather than leaving customers to specify, source and install their own load balancing platforms. "We provide Internet content

filtering solutions for large government and education customers that have thousands or even millions of end users," says Erdelyi. "Loadbalancer.org enables us to offer a unified and fully tested solution that meets the demanding requirements of these organizations."



The deployment guides evidence the synergy between Netsweeper and Loadbalancer.org and help to give our customers confidence that the joint solution has been tested and proven"

Lou Erdelyi
Chief Technology Officer at Netsweeper

Netsweeper is also confident that it is offering its customers a fully featured load balancer at an affordable price. "For the performance and features that the Loadbalancer.org products offer, they provide exceptional value for money for our customers," Erdelyi says.

Netsweeper anticipates that the partnership with Loadbalancer.org will eventually help it to deliver an improved technical support service because the majority of its customers will have the same load balancers and standard configurations, as detailed in the deployment guides. If issues arise, technicians will be familiar with the set-up of the entire network environment and able to respond quickly themselves, without having to contact an array of different load balancer vendors for support.

Finally, the supportive nature of the partnership means that Netsweeper can call upon Loadbalancer.org at any time to assist with its sales processes and proof of concepts for prospects. This support will enable the organization to produce quality tender documents and help it to improve the success of its sales initiatives.

About Loadbalancer.org

Loadbalancer.org's mission is to ensure that its clients' businesses are never interrupted. The load balancer experts ask the right questions to get to the heart of what matters, bringing a depth of understanding to each deployment. Experience enables Loadbalancer.org engineers to design less complex, unbreakable solutions - and to provide exceptional personalised support.

