

AVG Reseller: **Millennium Solutions Incorporated**

End User: **Southern Insurance Agency**

Computers: **13**

Website: **www.msialanta.com**

AVG solution: **AVG CloudCare™**



A Right-Size Solution

“I tell my clients that **AVG is like having a security guard right there behind you.**”

Clayton Coggins
Owner, Millennium Solutions Incorporated

Profile:

Millennium Solutions Incorporated has protected the 13-computer network at Southern Insurance Agency for three years. Network security is of utmost importance to the Atlanta, Georgia-based agency since they use their devices to store confidential client information. Millennium Solutions Inc. has used AVG Antivirus products on the network since the beginning of the relationship.

The Challenge:

License renewal was always a bit of a nuisance for Millennium so when owner, Clayton Coggins, had the chance to move Southern Insurance Agency to a new “right-size” solution from AVG that would eliminate the need to keep up with license keys, he seized the opportunity.

The Solution:

AVG CloudCare

The Benefits:

To Jason Lunsford and other agents at Southern Insurance Agency, AVG is still as powerful as ever and never interferes with their day. To Coggins, he enjoys the central dashboard feature where he can push out updates and monitor users from one central location. He recommends AVG CloudCare to other resellers looking to streamline operations.

The Situation:

Jason Lunsford, CIC, a P&C agent at Atlanta's Southern Insurance Agency, stays busy. After seven years at the 13-person agency, he is not only responsible for his clients but for much of the internal operations of the company. In that role, he serves as the point of contact for Millennium Solutions, the IT consulting company that manages the agency's computer network.

Clayton Coggins is the Owner of Millennium Solutions, Inc (MSI), an IT consulting company that provides services to businesses with 150 users or less. Southern Insurance Agency has been a client for nearly three years.

"I recommend AVG Antivirus products to all 300 of my clients. I've been in the IT business for fourteen years, and AVG is the best all-around solution I've found," said Coggins.

"Our customers are like most at any IT firm. They don't dwell on it or get into the mechanics of things. They just take your word that you're delivering the best thing out there and leave it at that. AVG works the way an antivirus should – in the background. I tell my clients that AVG is like having a security guard right there behind you."

Lunsford explained that their agency is like most these days – dependent upon technology. "It's extremely important that we do not experience downtime or have security threats. If I'm not up and running, I'm incapacitated. Our clients put their trust in us to be responsive and our network to be available at all times," said Lunsford.

"Since we've been with MIS and AVG, we've never had any problems," said Lunsford.

The Opportunity

"I was invited to demo AVG CloudCare," shared Coggins. He knew immediately that it would benefit his clients – and his own company.

"I was impressed. During implementation, I learned we could push AVG to a client without pushing it to a server. No license keys were required and that alone was the biggest selling point for me. It's the going back the second time to renew with the license key that is a pain – but AVG CloudCare didn't require that. Just to avoid the headache with license keys alone, AVG CloudCare was worth it," Coggins explained.

Southern Insurance Agency was one of the first clients with AVG licenses to expire. He moved nine of the 13 computers to the cloud.

The Experience

**“No viruses,
no computers down,
no interference,
no problems.”**

Since the move to AVG CloudCare, Lunsford said, "It's been smooth sailing. Our employees that switched to cloud didn't notice any changes. No viruses, no computers down, no interference, no problems. Clayton and AVG keep the viruses the away."

"I do like the regular digest on blocked threats, which are like added peace of mind that our computers are healthy," he added.

Coggins explained what he likes most about AVG CloudCare. "I'm able to see every client from one central dashboard and customize settings from there, such as telling a computer not to scan at certain hours. I like that AVG CloudCare is very good. It's well thought-out."

**“To other resellers considering AVG CloudCare,
I recommend it big time.”**

About AVG CloudCare

AVG CloudCare is the free, cloud-based administration platform with "pay-as-you-go" services that simplifies the management of small business IT.

It delivers partners the opportunity to grow a managed security services business from a free platform that delivers many of the key functions of expensive enterprise IT management tools.

Try AVG CloudCare FOR FREE!

Contact your AVG Rep for more information at **866.833.5727** or email reseller@avg.com or visit www.avg.com/cloudcare