



Channel Partner Takes Comodo's Guarantee to the Bank

Partner Success

Computer Corner,
Pocahontas, Ark

Partner Success Story

Situated on the historic town square in Pocahontas, the county seat of Randolph County, Ark., Comodo Channel Partner Computer Corner is a strong and growing three-year old IT solutions provider with a rewarding story to tell.

We introduced the store's owner, Mitchell Clay, in a Comodo.tv [interview](#). And it's Clay's view that, as a Comodo Partner Secure Program reseller, his greatest asset - Comodo Internet Security Pro - saved his business.

Strong words, but Clay backs that up by pointing to the surest tool in his sales arsenal: Comodo's \$500 virus-free guarantee.

"Comodo is the only product that we found that actually had a guarantee. The virus-free guarantee was everything we'd ever wanted in an [antivirus solution](#). With the other antivirus packages, in order to get customers to buy it, we had to guarantee it somehow. Until that point, we had to personally guarantee it, and that was taxing on us because the other antivirus solutions didn't work. With Comodo we knew it wasn't going to be an issue because it did work," Clay told Comodo.tv.

Computer Corner specializes in on-site virus and spyware removal, but also offers customer assistance with computer upgrades, hardware installs, software installation and upgrades and networking. Small wonder Comodo's virus-free guarantee makes such a difference, and is helping Clay keep his doors open and his customers humming along without a hitch.

According to Clay, it's his expertise and dedication to service that his customers see first. But just as he solves their malware woes with Comodo Internet Security Pro 2011, backed by Comodo's \$500 virus-free guarantee, he banks on clients' love of lifesaving 24/7 365 remote support. That's why Comodo Internet Security Pro 2011 offers what Clay says

is the better solution for his residential and business clients' Internet security needs.

'Word of mouth is everything...'

And his customers would tell him if they weren't happy.

"Around here, word of mouth is everything. When customers can't get hold of me, if they're working on something in the middle of the night and something breaks, Comodo offers free 24/7 support they can turn to, and that'll clear it up," Clay said. "People compare notes, and they're very happy I sold them a Comodo solution."

Clay's customers love the peace of mind that comes with guaranteed protection against unsafe and questionable files. He also touts Comodo Internet Security Pro 2011's prowess in real-time [protection against viruses](#), trojans, adware, spyware and other malware threats.

While other antivirus products depend on signature updates alone, Comodo offers Auto Sandbox Technology™ that protects users from even unknown threats.

But it's really the guarantee that seals the deal in Pocahontas. As Clay points out:

"With our previous solution, in one month we had dozens of customers bring their computers back that had been cleaned up and were reinfected, and they were not happy with us whatsoever. And probably every one of those customers ended up with an install of Comodo antivirus on their computers, and they've been happy ever since."

Computer Corner is a growth-minded small business. Serving residences and businesses today, it has its cap firmly tilted toward contracts in government and education. Helping him make his case for that new business is a solid

track record of customer service backed by guaranteed Comodo reseller success.

Crushing the Malware - Times Three

According to Clay, his home and business customers expose their systems every day to malware that's getting more and more sophisticated: "It preys particularly hard on users making the rounds on social networking sites. That's where it seems to breed. It's a huge focus for malware writers. It's so viral, and spreads so fast."

Though he doesn't want to name names, Clay does report crises from the front lines: customers who've unwittingly picked up malware from friends of friends and trustingly fed its popup worms their credit card numbers.

"We did have a couple of people fall prey. We had someone wind up paying for televisions to be shipped to China. The bank credited him for that," Clay said.

"Since offering Comodo Internet Security Pro, we've probably seen in the past year about a threefold increase in the number of virus and spyware removals and the number of antivirus packages that we've sold. When we mention the virus-free guarantee to our customers, selling the product is a slam dunk," Clay said.

Choosing Partner Secure

As strong a sales incentive as it is for his customers, it's not just the anti-virus guarantee that keeps Clay happy. Computer Corner thrives as a member of Comodo's Partner Secure Program, which gives the shop instant access to an extensive array of sales, marketing, training, and support tools that help it profit from selling the broad range of Comodo security products.

Computer Corner finds the benefits clear and compelling: Comodo's Partner Secure program includes aggressive margins, marketing support, internal use discounts, free demo products and business development support.

And it's flexible, offering channel partners such as Computer Corner four categories of partnership to choose from: Associate, Silver, Gold and Platinum, with

ever-deepening and - broadening benefits. That means help with promotions, expanded product offerings, higher margins and potential membership in our partner council.

Comodo Partner Secure is dedicated to providing channel partners with a vast line of profitable products and marketing tools to support sales of SSL certificates and security solutions, all part of a nationwide network leveraging sales incentives and marketing assistance.

Comodo Channel Partners are able to offer their customers products from a full line of antivirus, endpoint security, remote access and managed remote access products - all of which add up to smiles, and sales, at Computer Corner.

Want to hear more? Check out Mitchell Clay, owner of Computer Corner of Pocahontas, Ark., [speaking from his heart and his bottom line](#) about sales, service, word of mouth, and Comodo Internet Security Pro's business-saving \$500 guarantee, streaming now on [Comodo.tv](#). And resellers, find out more about the value you can offer your customers as a Channel Partner and SSL Reseller when you join our nationwide network leveraging [Comodo Partner Secure](#).

About Comodo

The Comodo companies provide the infrastructure that is essential in enabling e-merchants, other Internet-connected companies, software companies, and individual consumers to interact and conduct business via the Internet safely and securely. The Comodo companies offer PKI SSL, Code Signing, Content Verification and Email Certificates; award winning PC security software; vulnerability scanning services for PCI Compliance; secure email and fax services.

Continual innovation, a core competence in PKI, and a commitment to reversing the growth of Internet-crime distinguish the Comodo companies as vital players in the Internet's ongoing development. Comodo secures and authenticates online transactions and communications for over 200,000 business customers and 10,000,000 users of our desktop security products.

To learn more please visit www.comodo.com

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