

# Internet Security: Customized for a Telecom Customer

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Lukáš Hupka, Products and Service development Senior Specialist, Slovak Telekom



**INDUSTRY**  
Telecommunications

**WEBSITE**  
[www.telekom.sk](http://www.telekom.sk)

**COUNTRY**  
Slovakia

**PRODUCT**  
ESET Smart Security  
ESET Mobile Security  
ESET Family Security Pack

### THE CUSTOMER

Member of the multinational Deutsche Telekom Group, Slovak Telekom is the largest ISP Slovak operator. The company offers a comprehensive portfolio of voice, data and TV services provided via fixed and mobile networks.



### THE BUSINESS NEED

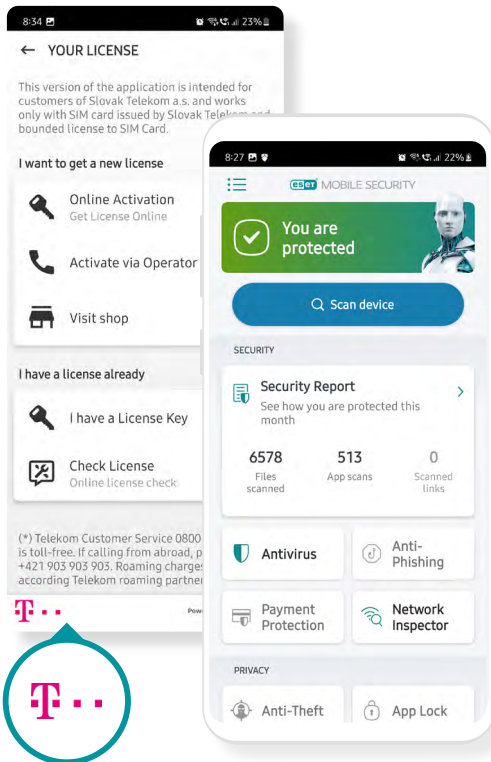
- Increase the value of company's Internet services
- Safeguard the data of Slovak Telekom customers
- Improve the user experience without unnecessary slowdowns.



### SOLUTION

"Slovak Telekom only cooperates with companies that have best-of-breed products in their area of expertise. ESET is one of those companies. We highly appreciate the knowledge and skills of ESET experts, that are evidence that also small companies can become a Nr. 1 in a highly competitive market. ESET products are consistently rated as the best on the market, and therefore we believe our cooperation is beneficial for both sides,"

said Lukáš Hupka, Products and Service development Senior Specialist at Slovak Telekom.



### KEY BENEFITS FOR SLOVAK TELEKOM

- Million euro new revenue source
- Support in the local language
- Direct cooperation with the software producer
- Customization of the product interface
- Fewer customer care cases

### CUSTOMER BENEFITS

- Convenient monthly invoicing
- 3-month trial period
- Easy and fast installation
- Minimum system footprint