

# Kaspersky licensing online at dedicated store

Westcon SA has announced the launch of its online store, with the first beneficiaries being its existing Kaspersky partners and resellers, who can now purchase their Kaspersky licensing online. The system is completely web-based and transactions and purchases are done in the cloud, allowing continual access to place, monitor, track and check on their orders, without a human element.

As the first phase of an extensive cloud services strategy, the online store will provide resellers of Kaspersky products the opportunity to place their orders, direct orders and quotations, purchase orders and transact online.

Beginning this week, resellers will be able to use their credit cards to make purchases, allowing them to take advantage of existing credit lines they have with their banks, without having to apply for additional lines of credit.

"The system integrates directly with Kaspersky in Moscow's own licensing engine, so as soon as payments are processed the licenses are activated," states Andrew Potgieter, business unit manager at Westcon Security.

According to Potgieter, this is more than just an online transactional portal and has been made possible because of a collaborative effort between the company's product management, finance, logistics and marketing department and the co-operation of its vendors.

Customers can also use the system to go online and ask for quotes for specific customers based on their needs. The system will then factor in the reseller's discount, as per its partner level and then forward the quotes, on the reseller's own letterhead to the customer.

"In the first phase, we are only allowing customers with credit card facilities to transact with the system, this includes our resellers throughout African countries where we have a presence as defined by Kaspersky. In phase two, we will roll out full integration of the system with the warehousing and logistics systems of our business, where customers with credit with us will be able to transact with the system.

"We will then look at taking it beyond a Kaspersky shop and integrating it with the full service spectrum of the company and its divisions, such as Sentronics."