Why VIPRE Over ESET?

Summary

ESET provides classic antivirus solutions for endpoints for consumers and businesses. They have a standard tiered product portfolio with lower-tier solutions providing essentially only AV, and higher tiers providing more "advanced" features such as web filtering, a firewall, and botnet protection. ESET also sells a couple of ancillary endpoint solutions such as encryption, 2FA, DLP, and patch management, and does have some slightly half-baked email server-based AV and network gateway AV.

ESET is best known in academic circles because of aggressive discounting. The product has overall good quality, but the wide array of options, add-ons, and disconnected solutions is confusing and hard to manage. Their remote management, for example, is a glommed-on additional product that still requires the installation of multiple components.

Why Do We Win?

Flexibility: Our offerings allow people to deploy on-premise and then easily move to a true cloud-hosted environment, or vice versa.

Patch Management: While ESET does have a similar tool, it comes at an additional cost and is not directly built into their console.

Removable Device Encryption: ESET does not support encryption of removable devices, leaving your sensitive data vulnerable.

Offline System Protection: ESET agent's Advanced Detections require active cloud access which is not available while offline.

Competitive AV Removal: While ESET does have a similar tool, it comes at an additional cost and is not directly built into their console.

Attachment Filtering (Email Protection): ESET's Email Protection does NOT include Attachment Filtering.

Complexity: ESET's huge product offering leaves customers unsure if they've purchased exactly what they need.

COMPARISON CHART

	VIPRE	ESET
Protection Score*	99.6%	99.5%
Automatic removal of other AV solutions	✓	✓ $!
Patch Management	✓	✗
True Cloud Option	✓	✗

* Independently verified by **AV-Comparatives**

Objection Handling

Objection: ESET has the ability to host a console in the cloud, isn't that just as good as VIPRE?

Response: This isn't a real cloud service, they are just hosting a VM in Azure; you have to set up and manage your own Azure environment. VIPRE has a true cloud-scale Software-as-a-Service offering that requires zero infrastructure administration on your part.

Objection: ESET can also protect my Hyper-V Environment, why should I use VIPRE's?

Response: ESET's Hyper-V Agent just scans offline guests and provides no live protection, whereas VIPRE's offering provides live protection of running guests.

Objection: VIPRE doesn't provide protection for VMWare Virtual Environments.

Response: Based on our research, host-based AV does not scale down well in VMWare environments - if you have fewer than 2-300 guests per host, you'll do better to just put AV on each guest.

Tough Questions

"Would you like to have patch management and antivirus in a single agent?"

(Sub 400-Seat Environments) "Do you have a SQL Server setup with spare resources for another database?"

"Wouldn't you prefer the removal of the previous security to be integrated into the product for free?"