Bitdefender

Building and data security go hand in hand at Advanced Cabling

Bitdefender increases infrastructure performance, improves IT and user productivity, and delivers advanced protection

THE CHALLENGE

Advanced Cabling, one of the fastest-growing building security technology integration firms in the U.S., had avoided ransomware attacks for years. The IT team knew this luck would only last so long, particularly considering the shortcomings of Trend Micro, its prior security solution.

Because of heavy use of compute resources, Trend Micro often was crashing computers after installation. IT was inundated with calls from users to disable Trend Micro because their computers were freezing or stalling. Another concern was that Trend Micro was not able to successfully block infections and update the software with the latest definitions. IT began using Malwarebytes to supplement Trend Micro but using two different security solutions complicated administration.

Realizing it was time for a change, IT engaged ten users to test Bitdefender, Carbon Black, ESET, and Sophos solutions running on production computers. While Carbon Black, ESET, and Sophos revealed issues, such as intrusiveness, heavy resource use, and complex management, Bitdefender GravityZone Business Security stood out as the solution that met all of Advanced Cabling's security needs.

Christopher Shelton, Advanced Cabling's IT director, recalls, "The beauty of Bitdefender was that it barely used computing resources and users in our test groups found it incredibly easy to use. We liked the rich feature set and flexibility to set policies. The infection detection rate also was fantastic."

THE SOLUTION

Advanced Cabling uses Bitdefender GravityZone Business Security to protect 160 computers, such as Windows and Mac workstations, physical Windows and Linux servers, and VMware virtual machines. Applications protected by GravityZone include Microsoft SQL Server, Autodesk AutoCAD, and Vista by Viewpoint ERP.

"Rolling out GravityZone to our six offices was super simple and took under a week," explains Shelton. "We used GravityZone active directory integration to automatically find our computers and install. We also developed a custom install package for certain groups of computers which could be executed with a push of a button in GravityZone. It was all very intuitive."

ADVANCED
CABLING • FIRE • SECURITY

Advanced Cabling Systems provides customers with video surveillance, security and fire alarm solutions, as well as audio-visual, access control and network integration services. With six facilities in Arkansas, Oklahoma, and Missouri, the company serves 3,144 customers across 24 states.

Industry
Construction

Headquarters
North Little Rock, Arkansas
USA

Employees
200 (IT staff, 3)

Results
- Blocked all infections compared to 20 infections previously infiltrating the environment per month

- Reduced time IT spent on security-related issues from 25 percent to five percent

- Reallocated IT resources from security troubleshooting to high-value, high-touch customer activities

- Increased infrastructure performance, which in turn improved user satisfaction and productivity

- Deployed GravityZone in less than a week to 160 computers across six sites

Bitdefender®

THE RESULTS

GravityZone has blocked every infection, including ransomware, from infiltrating Advanced Cabling's infrastructure. This is a vast improvement compared to 20 infections that bypassed Trend Micro on average per month previously.

Shelton says, "GravityZone's layered security adds so much value because it handles antivirus, antimalware, firewall, and machine learning all in one solution. Using the cloud portal, it's easy to see everything and selectively block and unblock websites by department and set custom firewall policies."

With advanced detection and blocking, GravityZone has eliminated time IT spent manually cleaning and restoring infected computers. Because GravityZone uses minimal compute resources, users report faster running computers.

"Since deploying GravityZone, security and performance issues have completely gone away," notes Shelton. "Employees no longer call us about their computers acting strangely due to a virus or things slowing down during scans. In fact, employees have gone out of their way to ask us why everything runs faster. These improvements have helped make our users more productive and satisfied."

With these efficiency gains, Shelton estimates that he and his two IT administrators reduced time devoted to security-related issues from 25 percent to five percent.

Shelton explains, "In IT, we now have more time for high-value, high-touch activities such as providing access control and CCTV programming to our external customers."

As a trusted partner, Bitdefender also is providing Advanced Cabling with security on another level.

"We've been impressed with how knowledgeable and responsive Bitdefender's support teams have been when we have questions," says Shelton. "In fact, when we were evaluating Bitdefender, we liked that the sales team recommended the best solution for us instead of simply trying to sell us the most expensive one. Bitdefender has proven to be a partner that cares about our success."

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Advanced Cabling Systems

Bitdefender Footprint
- GravityZone Business Security
- GravityZone Cloud Management Console

IT Environment
- Autodesk
- Microsoft SQL Server
- Viewpoint ERP
- VMware vSphere

Operating Systems
- Apple (Mac)
- Linux
- Microsoft Windows

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