



#1 ranked technology. Experts' choice.

We chose to become a Bitdefender partner after considering a number of important factors and coming to the conclusion that our business would benefit significantly. We took into account expert reviews and independent awards placing Bitdefender at the top of the computer security industry. Bitdefender's superior technology, the exclusive performance features, and the simple and efficient management system used to run its solutions also played an important role in our decision.

When it comes to infrastructure, every piece has to be secure. Other competitive solutions that we considered presented too many issues affecting protection, performance or management. This is where Bitdefender makes the difference, with its easy management, solid performance and outstanding security features.

Essential features that our customers have been introduced to thanks to Bitdefender are the central scan engine, device control, power user and relay client.

The company's solutions are unique in terms of innovative features compared to other major players in the market. As security is increasingly important in the IT industry, we think people will start paying more and more attention to our products and services, which will eventually help us acquire a larger share of the market.

In our view, Bitdefender stands for Security, Innovation and Continuity.

Lifetime Recurrent and Protected Revenues.

One of the benefits of working with Bitdefender is that we have been able to open a new line of business. Thanks to Bitdefender, we are now in contact with a lot of other people in the business. The partnership has also helped with sales and product distribution.

We get help in terms of new projects and business renewals, primarily through our first contact person, who is our Distributor in Germany. In addition, there are other helpful contact persons on behalf of Bitdefender, such as the partner account manager, who can help us with any issues. Bitdefender is very helpful in giving us new leads in Switzerland.

We have also benefited from bonuses and financial support, as Bitdefender has put in place a very good reward system for well-performing partners.

The main benefit of partnering with Bitdefender is being able to keep systems free of any malware by selling a very popular antivirus solution, all the while increasing our profits.

The most important result of our cooperation with Bitdefender is that our customers are satisfied and willing to renew and upgrade annually. They are happy to have a solution

that protects their environments without impairing system performance.

Working together. Simple, easy and straightforward

It wasn't very long after starting the partnership with Bitdefender that we began to see benefits. For one thing, our partnership with Bitdefender has increased our productivity.



Computer Support Maintenance GmbH

CS&M Computer Support Maintenance GmbH, located in Steffisburg, Switzerland, is an established player selling security solutions, data management, ERP systems, server systems, network infrastructure, SAN, VOIP and virtualization solutions. The company's priorities are to offer great quality and great customer satisfaction through friendly and flexible services.

About Bitdefender

Bitdefender is a global company that delivers security technology in more than 200 countries through a network of value-added alliances, distributors and reseller partners. Since 2001, Bitdefender has consistently produced award-winning security technology, for businesses and consumers, and is one of the top security providers in virtualization and cloud technologies. Through R&D, alliances and partnership teams, Bitdefender has created the highest standards of security excellence in both its number-one-ranked technology and its strategic alliances with some of the world's leading virtualization and cloud technology providers.

We are now selling more antivirus business solutions than ever before.

One of the biggest changes in the way we work is the extremely simple and efficient management system. Before partnering up with Bitdefender, we used to have a lot of standalone and unmanaged installations.

We can safely say that Bitdefender' solutions, as well as and the relationship with Bitdefender have exceeded our expectations.

Bitdefender's tools and platforms, such as the ordering platform, are easy to use and include features that make our work simpler. For example, we get easy access to a simple overview of our current transactions.

Not in the least, we appreciate Bitdefender's team and the relationship that both companies have been able to forge together.

The Business Support personnel do their job very well. They respond to any issue within 24 hours.