



## #1 ranked technology. Experts' choice.

Bitdefender's excellent reviews were without a doubt a major factor in our decision to become a Bitdefender partner. As with any customer, we have found confidence in working with a vendor that has the top-ranked test results and stellar reviews.

We also place a very high priority on technology, as we strive to provide our customers with the very best solutions. In addition, we have found Bitdefender's price/performance ratio to be excellent. But it's not just about price and technology. We are very adept in taking the customer's perspective, and have found the ease-of-use of the overall solution to be a major factor in deciding to partner with Bitdefender.

While Virtualization is our core business, we had not previously focused on security. But GravityZone has proven to bring a significant added value to our customers. The fact that this solution allows them to gain back performance and reduce administrative hassles has been an unexpected bonus for us.

Besides being easy to implement and use, we have found Bitdefender's enhanced protection (with memory, registry, and process scans) to be superior, when compared to other solutions with VMware. We are also impressed with Bitdefender's scan engine, B-HAVE, and AVC technologies. Bitdefender focuses on what is important—scanning for viruses, and we like that. We reviewed a number of different solutions and vendors that were available at the time for their ease of use and usability, from an operational perspective. Unfortunately, we were not always able to compare the available features, because other products required the installation of additional software components, which had an impact on the infrastructure. This was not the case with Bitdefender. When it comes to detection rates, we rely on the results of the relevant independent testing labs, which have always given Bitdefender's scan engine and detection rates top scores.

## Working together. Simple, easy and straightforward

We have experienced Bitdefender to be a solid solution that provides excellent protection, without all of the problems that are typically associated with virtual landscapes. The solution's ease of administration has delivered immediate added value to our customers. Realizing the business benefits from the partnership was immediate, and sales have grown exponentially ever since. We've maintained a great business relationship with Bitdefender, and the solution's short sales cycle made it easy for us to quickly exceed our own expectations. Our customers are satisfied and we have already seen some renewals. We offer our own support services, and we can honestly say that we have very little problems with the product. The more a security solution goes unnoticed in a production environment, the better for us and the customer.

Our experiences have been nothing but positive in the areas of ordering, knowledge transfer, and the utilization of the partner portal. Bitdefender conducted technical workshops on-site at our facilities, which allowed us to tap directly into the expertise of Bitdefender's technical consultants. We also really appreciated the partner portal for its ease-of-use and intuitiveness, as it provides us with all the processes they require.

Personal attention is another area where Bitdefender has shined. We always get the assistance we need, whether it's from the support team, the developers, or the sales



MightyCare Solutions GmbH is an IT consulting company with a strong focus on consolidating and optimizing IT infrastructures through virtualizing servers, storage systems, and desktop infrastructures. The company's core business is conceptualizing, designing, planning, and implementing virtualized infrastructures, while setting-up automated IT processes across virtualized and physical infrastructures for our customers. VMware itself, the market leader in enterprise virtualization solutions, awarded MightyCare Solution GmbH as the best VMware consulting partner at the VMworld 2009 in Cannes, France.

### 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.

reps. It is just the way it should be. There is no doubt that the Bitdefender team is highly motivated to solve any problems or requests. In particular, the collaboration we've had with our Channel Manager, Mr. Walsh, is excellent. He assists us with any emerging issues, and his product knowledge and sales expertise have always been very helpful.

## **Lifetime Recurrent & Protected Revenues**

By partnering with Bitdefender, we are now able to directly address any company's security aspects that affect a hypervisor landscape. We were able to build a new sales channel, and promote the solution alongside all of our VMware virtualization projects. We also receive good margins, and flexible support for all of our marketing campaigns. Bitdefender's assistance has enabled us to develop new projects and generate business renewals. It is apparent that Bitdefender values its partner business. Any projects we register are protected and we receive assistance from our designated contact. We maintain close contact with Bitdefender's support and development teams, which allows us solve any issues in no time.

Peter Rudolf, CEO