



#1 ranked technology. Experts' choice.

We took the decision to become a Bitdefender partner based on our first hand experience with the company's security solutions. The superior technology, and particularly its virtualization solutions, constituted a major reason why we chose Bitdefender.

As an organization for which a reliable security solution is vital, we greatly appreciate Bitdefender's flawless integration within any VMware infrastructure. For our organization's needs, we have decided to go with Bitdefender against competitive solutions such as Kaspersky Security for Virtualization, as the latter relies on vShield technology.

We consider Bitdefender to offer the only viable solution to secure virtual infrastructure. Our customers have been happy with the Bitdefender security solutions, and are willing to renew and upgrade annually. They have reacted predominantly positive to the fact that they are able to use a single interface to manage all security services, physical or virtual. Using a single cloud interface to manage different locations that are not necessarily interconnected has been regarded as an important added advantage.

We are now migrating all existing customers from their current solutions to Bitdefender, which will streamline our support services since we only need to offer assistance for a single solution.

Bitdefender offers solid security products delivering effective protection with a performance-optimized footprint.

With its clear focus on virtualized environments and cloud services, Bitdefender is offering just the right tools that we -- and our customers -- are expecting from a technology-driven security company with a clear vision for the future. We, as well as our customers, expect a company providing security services not to try to catch up with cybercriminals, but to strive to be at least one step ahead of them.

Lifetime Recurrent & Protected Revenues

We have been satisfied with the bonuses and financial support received from Bitdefender, and we have benefited from a steady supply of high quality business leads.

It took 3 to 4 months before we started to reap the benefits of this partnership, and we are even enjoying some unexpected rewards: for example, we have been able to successfully cross-sell other, non-security products to new customers generated through qualified Bitdefender leads.

One of the main gains from our relationship with Bitdefender is that our virtual infrastructure, which was left unprotected in the past, is now secured to the highest level. Our customers get much needed security, and we can enjoy additional revenues.

Working together. Simple, easy and straightforward

Our expectations have been clearly exceeded on all levels. We have never in 13 plus years in the business had such a close relationship to a partner -- not only in sales and support, but also in other departments such as marketing and development.

Among the main benefits of partnering with Bitdefender are the regular contact and exchanges with Bitdefender employees.

Bitdefender's ordering platform is easy to use and intuitive, and training materials are updated regularly. Every problem, no matter how big or small, has been solved extremely quickly and effectively.



Top 21 Systemhaus GmbH is a Bitdefender Value Added Reseller from Stuttgart, a well-established player in Germany since 2002, focusing on outsourcing, hosting and trade.

The top services offered by the company are Computing Everywhere, Cloud/Client Computing, and Risk-Based Security and Protection. Its main priorities are providing flexible and swift solutions, personalized support, and a simple, transparent pricing model.

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.