

BITDEFENDER ENGINEERS A BIG BOOST IN SECURITY & PRODUCTIVITY

ARKAY Engineering Sales, Inc. was founded in 1989 by Richard W. Kuhar – a 40+ year veteran of the data storage industry - to provide memory and data storage products for the Sun Microsystems, Silicon Graphics, and Unisys markets. Today, ARKAY's primary focus is on enterprise data storage, management, networking, and protection. Their experience and technical expertise help organizations design and implement the ideal data storage solutions unique to their IT and business requirements.

Arkay's success has been built on a foundation of customer awareness, market trends, and recognizing the value of industry leading technology. This has allowed Arkay to provide the competitive edge needed to better manage their customer's future IT growth and requirements. Another area of focus for Arkay is the computer security market; and while their legacy is enterprise class customers, they are also in tune with the security needs of companies in the small-to-mid-market, down to the small and home office level.



ARKAY is a Veteran-Owned Small Business that prides itself on building solid relationships with their clients. A proven leader in the industry, Arkay has been providing advanced data storage solutions and services to the IT community since 1989.

Whether the need is networked storage, tiered storage, data lifecycle management, backup & restore, disaster recovery, or security; Arkay can help. They combine the highest caliber products with in-house expertise to meet the demands of today's complex IT systems deployments.



THE CHALLENGE

"The small-to-medium business space has particular challenges that are different from your average enterprise security solution," said Richard J. Kuhar, Executive Vice President for Arkay. "Many of the customers we work with have had experiences with some of the larger antivirus vendors and are now looking at other alternatives to provide the same level of security but with a lower TCO and a higher return on investment."

THE SOLUTION

To meet the unique challenges faced by small to medium businesses, Arkay researched vendor solutions that offered a powerful combination of price, small footprint, and strong security. Additionally, they wanted a partner that would be easy to work with. "We discovered BitDefender through the work of one of the company's sales representatives, and liked what we saw," Kuhar added. "From a technology stand-point, BitDefender is one of the top vendors in every category of protection, while being competitively priced against the traditional players in the market. Plus, the BitDefender team is easy to work with – quick to reply, and work efficiently to ensure that our customer's needs are successfully met."

THE RESULT

Arkay can now offer their customers an effective antimalware solution that can keep pace with the constantly changing threat landscape, while at the same time provide the capabilities required to easily maintain business continuity. Developed specifically with SMB budgets and network environments in mind, BitDefender's Business Solutions have helped Arkay's customers maintain operational efficiency and reduce the resources and costs associated with Internet related threats.

BitDefender's Business Solutions allow Arkay's customers to:

- Implement a unified management platform for remote installation, configuration and reporting of all BitDefender Clients, Server and Gateway products deployed throughout the network
- Provide IT administrators with network-wide visibility into all malware related incidents
- Proactively audit hardware and software assets within the network
- Remotely configure and manage client and server system settings
- Report on malware related incidents to identify infection rates and trends
- Measure the effectiveness of an organization's antimalware security program

Implementing BitDefender's antimalware solutions on gateway services such as email messaging systems clients, and servers provides Arkay's customers with a layered defense strategy. This helps to secure critical resources from malicious attacks and intrusions, whether the threats originate from outside or within the organization.

THE CONCLUSION

Today's business security solutions need to go beyond basic virus detection and prevention to provide a solution capable of implementing controls and managing policy for a large number of endpoints and servers – all with minimum effort. Arkay's team can quickly implement a defense in depth security strategy using BitDefender Business Solutions to better protect small and corporate business networks against diverse threats.

“As SMBs look for alternative solutions to the traditional big antivirus vendors, BitDefender addresses their need for a complete solution that provides the highest levels of protection, competitive pricing and top-notch support,” Kuhar added “Our partnership with BitDefender allows us to meet all of our customers' immediate needs.”

ABOUT BITDEFENDER

BitDefender is the creator of one of the industry's fastest and most effective lines of internationally certified security software. Since inception in 2001, BitDefender has continued to raise the bar and set new standards in proactive threat prevention. Every day, BitDefender protects tens of millions of home and corporate users across the globe - giving them the peace of mind of knowing that their digital experiences will be secure. BitDefender solutions are distributed by a global network of value-added distribution and reseller partners in more than 100 countries worldwide.

More information is available at www.bitdefender.com

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