

## **BITDEFENDER PARTNERS WITH DMSOURCE CORP. TO OFFER SECURITY SOLUTIONS FOR SMB'S IN CANADA**

DMSource Corporation offer services and IT supplies for offices, home offices and schools, but they do it all with a special focus on preserving the environment – offering their customers ways to reduce, reuse and recycle the products they purchase.

### **THE CHALLENGE**

DMSource provides IT consulting services to a wide range of clients including government organizations, large companies, and small and medium-size businesses. Their services include portal design and development, e-commerce solutions, web hosting and server collocation.



DMSource Corporation is a Canadian, privately owned company.

The company started in 2001 as DMS-net Consulting. DMSource Corp. operates extensively throughout Canada and also receives orders from and ships products to the United States.

Their products include desktop stationery, computer accessories, and technology equipment.



A large portion of DMSource Corp. customers are small and medium-size businesses, so offering a security solution that was specifically tailored for SMBs was a priority for DMSource and OfficePlanet. They wanted to offer a solution that focused on the unique challenges faced by SMBs. The solution needed to be easy to use, easy to customize, offer excellent protection but without the exorbitant price tag.

“The security needs of small and medium-size businesses are different from large businesses,” said Sam Samoilescu, president of DMSource Corporation. “SMBs are looking for solutions that offer the best security protection but that won’t overload their systems. And they want it all at a price that won’t eat up all of their IT budgets.”

### **THE SOLUTION**

Samoilescu knows that his SMB customers don’t have the time and resources to research all the security products on the market, so he’s done the work for them. He decided to partner with BitDefender because their products give SMBs exactly what they need to stay productive and within budget. Now he not only sells BitDefender’s products, but BitDefender is also the only security products he will use in his own business.

“I took the time to research and test BitDefender before I decided to offer it to my clients,” said Samoilescu. “I went through the installation process and it couldn’t have been easier. When you look at the minimal foot print on computer resources, the efficiency, the variety of features, and the cost, it is clear that BitDefender offers the best products for SMBs.”



## THE RESULT

IT administrators in small and medium sized businesses are increasingly forced to look for ways to minimize their expenditures while maximizing the capabilities of solutions they implement. Designed with the needs of growing and emerging companies in mind, BitDefender's Business Solutions can enhance operational productivity and reduce the costs associated with Internet related threats.

BitDefender's robust and easy to use business security and management solutions deliver award winning proactive protection from viruses, spyware, rootkits, spam, phishing and other malware protection to DMSource Corp.'s customers. Combining both security and network management functionality, BitDefender's centralized administration platform provides a scalable master-slave architecture to enable the effective deployment and management of its workstation, server and gateway solutions in SMB network environments.

## THE CONCLUSION

"BitDefender's support as a partner has made it easy for us to offer our clients the best security solution to meet their needs, at the right price," said Samoilescu. "BitDefender's unmatched technical support has proven to be essential to us and our clients. As a partner, we get technical support responses in a matter of minutes and order processing is quick and efficient. With larger vendors we would not get the same level of service and support and neither would our clients."

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## 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](http://www.bitdefender.com)

BitDefender LLC  
[sales@bitdefender.com](mailto:sales@bitdefender.com)  
[www.bitdefender.com](http://www.bitdefender.com)