## Bitdefender is a fine and excellent solution for virtualization environments: easy, fast and effective.

### Drivers for partnership

We began our work with Bitdefender because of Carles Gil, who visited and clearly described the Bitdefender solutions for virtualization technologies - excellent for XenServer and Hyper-V hypervisors, which is a significant part of the business of 101 Consulting.

### Reliable support and collaboration

The relationship is very important, honest, accurate, and direct and provides collaborative support in both directions. 101 Consulting provides help to any clients needing Bitdefender solutions.  We provide sales of the Bitdefender solution, as well as testing and proof of concepts.  We also write several articles published in a Citrix Spanish Community portal, regarding topics about virtualization and security.

### Meeting customer needs in virtualization

The opinion about Bitdefender: it is an excellent solution for  virtualized environments based on hypervisors like XenServer or Microsoft Hyper-V. The solution is easier to integrate and administering is far better than the other options available on the market. There are few options when it comes to security in an Enterprise or SMB, especially when it comes to security for virtualization technologies.

### Replacing traditional security with security built for virtualization environments

Several of our clients use competing security solutions and they are locked into 5 year contracts. Many of them are waiting for their contracts to finish, and they are preparing to move over to Bitdefender Security for Virtualized Environments.

### Business development made easier

We plan to work closely with Bitdefender - especially from marketing and industry education standpoint: delivering collaterals and presentations about virtualization security, describing Bitdefender.  We will deliver content to generate demand, as it is essential to increase sales leads.  For example, this spring, 101 Consulting will be collaborating with Microsoft and Bitdefender to deliver an event for presenting virtualization solutions to customers.

### Increasing customer contact through education

It is very important prepare and deliver webinars to help the sales process, demonstrating the integration of Bitdefender in virtualization environments. It is also important to help customers with content like White Papers and provide comparative data, so they see the difference between Bitdefender and competing solutions.

Javier Sanchez

101 Consulting is based in Spain – serving the regions of Catalonia, Basque Country, Madrid and other regions of Spain.
101 Consulting is a System Integrator for HP, serving healthcare, transport, and industry. The focus is Virtualization Environments and Cloud Computing, working with Citrix and Microsoft technologies, also serving segments in industry, banking and healthcare.

(www.101-consulting.com)

**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.

# Bitdefender