

Securisoft has been the country partner of Bitdefender, and has reached outstanding results in a very short period. Thanks to the quality of the product and the support of Bitdefender, Securisoft was able to gather more than 500 NEW customers and 80 NEW channels country wide, in just 8 months of operation.

Growing a partnership

Securisoft became the exclusive distributor for Business Products of Bitdefender to Brazilian Region in August 2012.

Reliable support and collaboration

Securisoft acts as a Value Added Distributor of Bitdefender, working exclusively with Bitdefender Business Solutions. Bitdefender has an outstanding technical solution, with little need of technical support. Doing business with Bitdefender is very easy, as the people who provide the technical interface are very professional, and very quick to understand the needs of a country partner with a two tier model.

Meeting customer needs quickly

Bitdefender has been very accurate and fast in their answers to open tickets. Securisoft receives around 200 trouble tickets per month, and around 15% are escalated to the HQ in Romania. Less than 5 tickets are not resolved in less than 24 hours, so we are very happy with the service level we are receiving. The product speaks for itself, with above average quality and features.

Handling large projects with ease

Securisoft has recently closed a 9,000-seat deal with a channel established in Brasilia named Aker. We joined efforts together to sell the Corporate Business Bundle, with several technical presentations, and the guarantee that Securisoft would be responsible for the training and technical knowledge transfer to gather this new large customer, the Secretaria de Saude do Distrito Federal, which means the "Health Care Division of the Capitol State". The deployment of this solution will be done in 4 months, for Aker by Securisoft, and the technical support will last for the next 3 years

An eye on growing business

Securisoft has a 3-year exclusive contract, based on targets that must be accomplished to keep it. The main objective is to grow the base of channel together with the customer base, keeping an eye on the renewals and an eye on the technical capacity of the channels in order to make sure the growth is sustainable.

Eduardo D'Antona, CEO

Securisoft

SecuriSoft®, founded in 2005, is a Brazilian distributor focused in IT security solutions. Our main goal is to transform overseas companies in Brazilian operations to the eyes of both channels and B2B end users.

Through a proven business plan model, mixing commitment and sales aggressiveness, the partners at SecuriSoft have helped Bitdefender to increase its footprint in the Brazilian Market. SecuriSoft has created share of voice and market, increased capacity and sales for foreign vendors interested in achieving higher results.

(www.securisoft.com.br)

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