# Xelvin stops malware in its tracks

## Keeps sensitive client data safe from cybercriminals



## THE CUSTOMER

Xelvin is a specialist in outsourcing entrepreneurial technicians, partnering with enterprises across Europe to provide flexible staffing solutions to fill open positions. For skilled technical professionals, Xelvin offers exciting employment opportunities at the best companies in Europe.

## THE CHALLENGE

On one side, skilled individuals are looking for their next big job opportunity; on the other, world-class employers with open positions seek the ideal candidate. As the critical bridge, Xelvin helps them find each other. This requires handling personal and sensitive information about both employer and employee.

To protect confidential information from cybercrime, Xelvin previously used endpoint protection from Kaspersky Labs. With 40,000-plus spam emails per week targeting Xelvin's Exchange servers, workstations and virtual machines, 100-200 spam messages got through. In some cases, they included malware that disrupted productivity, jeopardized sensitive information, and took IT staff up to an hour clean up. Sometimes, legitimate emails were blocked. Plus, updating rules was time-consuming because Kaspersky had separate consoles for endpoint antivirus, file servers and Exchange.

"The spam was getting annoying, and Kaspersky was too difficult to manage," says Gerard Velzen, Xelvin's system administrator. "We decided there had to be an easier way to protect our endpoints."

## THE SOLUTION

To keep spam out and clear the path for desired emails, Xelvin evaluated solutions from ESET and Bitdefender. Ultimately, Xelvin chose Bitdefender for its performance, ease of management and affordability.

The company replaced Kaspersky with Bitdefender GravityZone Enterprise Security Suite, which includes GravityZone Security for Endpoints Physical Servers, GravityZone Security for Endpoints Physical Workstations, GravityZone Security for Virtualized Environments VS, and GravityZone Security for Exchange.

Xelvin deployed GravityZone using the on-premise console in two days. Today, it protects a virtualized Microsoft Hyper-V and Nutanix environment comprising 47 servers, desktops and virtual machines, as well as 325 Microsoft Exchange mailboxes across two data centers. This assures Xelvin's 128 users of secure email communications in a Nutanix enterprise cloud.

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**⬡ Xelvin**

**Industry**
Staff Outsourcing

**Headquarters**
Groningen, the Netherlands.

**Employees**
128 (IT staff, 2)

**Challenges**
Malware penetrated Xelvin's previous endpoint protection, lowering productivity and sapping IT time to remediate. Without a consolidated interface, administration was difficult and time-consuming.

**Solution**
Bitdefender GravityZone Enterprise Security Suite, deployed on premises to protect physical servers and desktops, virtual machines and Microsoft Exchange mailboxes across two data centers in a Nutanix enterprise cloud.

**Results**
- Eliminated infections from malware and viruses
- Cut time devoted to trouble calls by nearly 90 percent
- Reduced spam emails reaching endpoints from 200 to 50 per week
- Simplified security management with one console

## THE RESULTS

The GravityZone Enterprise Security Suite completely eliminated malware and viruses. In fact, the number of spam emails that penetrate Xelvin's infrastructure has dwindled to less than 50 per week, and Velzen's time spent responding to trouble calls has shrunk almost 90 percent, from two hours to 15 minutes every two weeks on average.

"With an extremely high hit rate, GravityZone protects us well from malware like CryptoLocker, viruses, and spam," says Velzen. "Overall, I have more visibility into network traffic in our environment, which makes it easier to manage and control what is allowed to send to our endpoints."

Key to simplifying endpoint protection is the one console that lets users manage all components of the GravityZone suite through a single pane of glass.

"The GravityZone console has an intuitive, easy to manage interface," Velzen says. "When you're configuring the product, or need to make changes, everything is right there at your fingertips. You don't have to waste time going from one interface to another like we did with Kaspersky."

He also points out that Bitdefender provides Xelvin with more cost-effective endpoint protection for Exchange. "We have multiple mailboxes for each user so they can separate communications from different clients. Since this is not typical, we needed a special licensing model, and Bitdefender had the flexibility to support that with better pricing than Kaspersky."

"GravityZone eliminated the worry about endpoint security," Velzen says. "That gives me time to work on other projects and research new solutions to help IT better support the business."

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**Bitdefender Footprint**
GravityZone Enterprise Security:
- Security for Endpoints Physical Servers
- Security for Endpoints Physical Workstations
- Security for Virtualized Environments VS
- Security for Exchange

**IT Environment**
- Microsoft
- Nutanix

**For more information visit:**
bitdefender.com/business