



MspPortalPartners increases productivity by more than 90% with Bitdefender Cloud Security for Managed Service Providers

Introduction

This case study of MspPortal Partners is based on a March 2017 survey of Bitdefender Cloud Security for Managed Service Providers customers by TechValidate, a 3rd-party research service.

“Bitdefender Cloud Security for Managed Service Providers has revolutionized how we support our customers – providing them the best security while saving our organization time and money. With Bitdefender, we’ve been able to support 274 clients on the fly which has had a tremendous impact on growing our business.”

Challenges

The business challenges that led MspPortalPartners to evaluate and ultimately select Bitdefender Cloud Security for Managed Service Providers:

- Evaluated Bitdefender Cloud Security for MSPs for the following reasons:
 - Reduce security breaches and malware incidents for their clients
 - Eliminate antivirus (AV) related slowdowns for their clients
 - Reduce the performance impact on their clients’ protected systems
 - Crypto protection
- Evaluated the following antivirus vendors before choosing Bitdefender:
 - AVG
 - Kaspersky Labs
 - Malwarebytes
 - Panda Security
 - Sophos
 - Trend Micro
 - VIPRE
 - Webroot

Use Case

The key features and functionalities of Bitdefender Cloud Security for Managed Service Providers that MspPortalPartners uses:

- Chose Bitdefender Cloud Security for MSPs for the following reasons:
 - Ability to detect zero-day threats and ransomware across their clients’ environments
 - Ability to streamline operations with a cloud-based multi-tiered management console
 - Competitive pricing and flexible licensing models
- MspPortalPartners most values Bitdefender’s multi-tenant console and flexible roles.

Results

MspPortalPartners achieved the following results with Bitdefender Cloud Security for Managed Service Providers:

- Realized the following benefits with Bitdefender Cloud Security for MSPs:
 - Elevated their reputation and increase customer loyalty
 - More quickly and easily administered protection for their clients
 - More quickly provisioned dynamic usage-based monthly licensing
 - More quickly and easily detected and remediated security breaches for their clients
 - Gained peace of mind for using antimalware that detects the most sophisticated threats
 - Realized cost savings with antivirus, antimalware, web filtering, and device control in one offering
- Rates Bitdefender in the following areas when compared to other antivirus solutions:
 - Ease of deployment – Excellent
 - Pricing and licensing – Excellent
 - Security management – Excellent
 - System protection – Excellent
 - Threat detection – Excellent
 - Threat remediation – Very good
- Security team’s productivity has increased by more than 90% since using Bitdefender.

Company Profile

Company:
MspPortalPartners

Company Size:
Small Business

Industry:
Computer Software

About Bitdefender Cloud Security for Managed Service Providers

Bitdefender GravityZone is a security solution for cloud and virtualized environments, offering organizations dramatically faster and more efficient risk management.

Learn More:

[Bitdefender](#)

[Bitdefender Cloud Security for Managed Service Providers](#)