

#1 ranked technology. Experts' choice.

In addition to a series of stellar expert reviews, there were two additional factors that led FlexVirtual to select Bitdefender. The first was the ease in which Bitdefender's exclusive performance features and state-of-the-art technologies could be implemented and managed. The second was having the ability to manage both virtual and physical endpoints, including smartphones and tablets, with the number one management console called GravityZone.

"We continuously integrate complex infrastructures and needed a solid and high-quality solution. Other well-known security solutions were considered. But after examining the time it took to implement, manage, and support the others—as well as the willingness and response times of technical support—Bitdefender came out on top."

FlexVirtual's end-users are more than satisfied with Bitdefender solutions. The feedback received so far is that the Bitdefender solutions have given customers the feeling as if they have gained back the performance that had been lacking in their networks. Customers are confident that they are receiving the maximum level of security and performance possible, and they are willing to renew and upgrade annually.

Ahead of the competition. Game-changing benefits.

Bitdefender has enabled FlexVirtual to add value to their customer base through its excellent technical and sales support. They also appreciate how Bitdefender is devoted to improving their solution by utilizing their feedback, and fulfilling feature requests. In addition, the time-savings capitalized on from Bitdefender's quick implementations has enabled FlexVirtual to change the way they do business. An unexpected benefit of selecting Bitdefender was the flexibility and possibility to improve the quality and functionality of Bitdefender's solutions, and business benefits from the partnership were accomplished within the very first month.

"The solutions are cool, and do exactly what has been promised. They are unique in the market. The way Bitdefender and FlexVirtual are able to work together to improve the quality of the Bitdefender solutions has exceeded our expectations. Bitdefender's solutions are unique in terms of innovative features compared to the market. It's almost too easy to handle customer's objections. Before you know it, customers forget the competition," says Dennis Derks, ICT Consultant.

While Bitdefender has an easy-to-navigate portal available to FlexVirtual, they perform most of their business without accessing it. But when they are in need of some kind of knowledge transfer in a technical or sales area, they just ask for it and promptly get their answers. "Bitdefender's professional services team has gone beyond the call of duty to help our team's needs."



Headquartered in Groningen, The Netherlands, FlexVirtual B.V. is an expert in Virtualization and Cloud computing within complex infrastructures—combining 24/7 business value, with technology driven solutions. The key to its ongoing success has been its ability to deliver datacenter, end-user computing, enterprise applications, and Cloud computing, through consultancy and project-driven execution. The company takes great pride in being an enterprise solution provider for its growing customer base in healthcare, insurance & finance and education.

(<http://www.flexvirtual.nl>)

Lifetime Recurrent & Protected Revenues

While FlexVirtual recognizes that Bitdefender's pricing is "good", and it blows away other competitive solutions, they also feel that partnering with Bitdefender has enabled them to substantially speed up their proof of concept process. As far as helping FlexVirtual with new projects and business renews is concerned, they are happy to report that the leads and sales support that they have received from Bitdefender have been "awesome, so far", and they look forward to strengthening their partnership with Bitdefender.

“*Bitdefender is a great company to do business with. They develop and provide THE next generation of anti-malware solution that really does what has been promised. Together with their very committed technical and sales support it's a pleasure to work with Bitdefender.*”



Alex Pelster,
Founder & Director

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.