



#1 ranked technology. Experts' choice.

When we decided to become a partner we first and foremost took into account the cutting edge technology along with the competitive price and the comprehensive support that Bitdefender offers. Outstanding expert reviews are backed up by exclusive performance features.

We also considered our previous experience with Bitdefender products, which has been extremely positive.

Bitdefender is best defined by its people, and one of the things we love about this partnership is that working with Bitdefender means building a mutually beneficial relationship with a team of professionals.

Most of our clients are moving to the cloud and have virtualization solutions in place, and we realized that Bitdefender would be the perfect solution for them.

Thanks to this partnership, we are able to offer our clients a one-stop console packed with exclusive features. Bitdefender's ransomware stopper is a great feature to offer in virtualized environments.

It is no wonder that we are getting great feedback from our customers, who appreciate the fantastic performance and the fact that we have eliminated ransomware attacks. With Bitdefender, they are able to work faster, smarter and safer.

Lifetime Recurrent & Protected Revenues

Bitdefender is 100% channel focused. We get a lot of sales and pre-sales support from them directly. We have a great relationship with our distributor, who helps us quickly if we or the customers have any questions.

We also enjoy bonuses and financial support.

Our customers are happy with Bitdefender and are committing to annual renewals and updates. Thanks in great part to our partnership with Bitdefender, our customers don't have to think about their security, and can focus on their core business.

Working together. Simple, easy and straightforward

As Bitdefender is competitively priced, and this has had a great impact on our business, as we are able to provide our customers with the best solutions for their needs while saving costs.

Our partner enjoys tremendous success and fast growth, which should help us see local growth taking up as well.

We have started to see positive results right from the start of our co-operation.

Bitdefender is a rock solid company that you can rely on, no matter what. If you want to be secure, Bitdefender is the ideal solution.

COMSOFTdirect

Bechtle's Software Specialist

Comsoft Direct B.B. is a German-based company with employees in Germany and the Netherlands. Part of the Bechtle Group, it focuses on software licensing, cloud solutions and software asset management. Comsoft Direct B.B. is a

Bitdefender VAR.

www.comsoft-direct.eu

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.