



### #1 ranked technology. Experts' choice.

We have chosen Bitdefender at the recommendation of our technicians, who searched for a suitable product and came to the conclusion that Bitdefender's solutions were the most convincing. Some of the most important features that we factored in were the company's technological approach and the outstanding performance of the product.

When it comes to security, we look for performance and efficiency in managing virtual environments – and this is exactly what you get with Bitdefender.

Our customers have been satisfied with our choice, and are likely to renew and upgrade their solution annually. For customers the best security solution is the one that you don't notice, as this means it does exactly what it's supposed to do.

### Lifetime Recurrent & Protected Revenues

One of the best things about our cooperation is Bitdefender's willingness to compete with the top dogs in the business.

We appreciate the way in which Bitdefender has met our requirements in terms of bonuses and financial support. Also, the company has made it easier for us to gain new projects and business renewals.

### Working together. Simple, easy and straightforward

Once we decided to go with Bitdefender, we realized we have not only brought in a new portfolio, but also a team that works together with us on the sales, marketing and technology aspects of our common business.

We have started to see the benefits of our cooperation after just three months from the start of our partnership. And we have been pleasantly impressed with the emphasis our partner puts on personal contact.

Bitdefender is a powerful company with a strong desire to achieve success.

Having direct contact with a strong, up-and-coming cyber-security provider that perfectly meets our virtualized IT requirements enables us to provide our customers with advantageous solutions by which we can proudly stand. We are enthusiastic about Bitdefender not because of some clever marketing strategy, but because our engineers are happy, which is a clear indicator of the solution's functionality.

Daniel Kobjolke,  
Sales Consultant



Mr. Byte is an SMB service and hardware reseller headquartered in Duisburg, Germany. It focuses on Cloud and Mobile technologies for IT savvy customers. With customer satisfaction as its main priority, the company is on a continuous quest to improve its products, services and competencies. Mr. Byte is a Bitdefender value-added reseller.

#### 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.