

Security for Virtualized Environments (SVE) allows the client to maximize their budget, and take advantage of their investments. Specifically, the SVE product allows companies to maximize the performance of their virtualized investments. The whole point of virtualizing is to get more out of your machines and save costs – Bitdefender allows you to get even MORE out of your virtualized environments.

Drivers for partnership

In Black Diamond's case, a customer requested that Black Diamond consider working with Bitdefender, given their complex environment, and based on what would best serve their security requirements. Upon learning more about the solution, we found it a perfect match, specifically due to the third-party test rankings, Cloud offerings, and consolidated console manager. The offerings by Bitdefender matched our company's philosophy of providing and recommending proven, effective solutions to our clients.

Reliable support and collaboration

Relationship is great. It's definitely a win/win where we help close deals, while at the same time, get support from Bitdefender's engineers. The combination of knowledge and response time leads to satisfied customers.

Meeting customer needs in virtualization

Bitdefender's solution is HIGHLY cost-effective. They are not the cheapest solution out there, nor are they the most expensive; however, I do believe they are one of the best bangs for the buck. In our industry, the idea of 'you get what you pay for' plays a significant role in the solutions clients purchase. Bitdefender is no exception; in fact, you get a lot more than what you pay for! Third-party test results show that Bitdefender's solution is proven.

Replacing traditional security with security built for virtualization environments

The largest project with Bitdefender, at the time this was written, has been with one of the largest publicly traded consulting companies in America. We assisted in protecting over 900 VMS on 138 processors using the SVE product. Several resources were made available to the client to help close the deal and get everything operational.

Business development made easier

Providing several referrals and case studies along with the third-party test results will help with closing future business. Once the credibility is there, it's easy to win deals, especially when you have statistics to back things up.

Increasing customer contact through education

It's good to know that we have additional resources available to help with technical questions and network specific issues. Everything correlates to faster response times all-around, which goes a long way with clients.



Chicago, Illinois-based, Black Diamond Solutions is a solution provider serving businesses and organizations ranging from 50 to 5000+ users with a strong focus in healthcare, finance, higher education, , and state and local government,. Founded in 2004, Black Diamond delivers IT Vision, Process, and Solutions in the areas of Storage, Virtualization, Data Security, and Technology Compliance-- They serve customer needs ranging from Windows, to Linux to VMware. Black Diamond's team of highly certified consultants and engineers helps their clients create an IT vision that addresses business and technology objectives, as well as design, implement, and support solutions that align with that vision.

(www.blackdiamondsolutions.com)

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.

Michael Kupfer, CEO

