



BITDEFENDER CLOUD SECURITY FOR MANAGED SERVICE PROVIDERS CASE STUDY

# Safe Systems earns their clients’ trust while reducing their own support overhead with Bitdefender Cloud Security for MSPs

## Introduction

This case study of Safe Systems 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 gain our customers’ trust while reducing our own recurring support overhead.”

## Challenges

- Evaluated Bitdefender Cloud Security for MSPs for the following reasons:
  - Reduce operational costs within their organization
  - 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
- Evaluated the following antivirus vendors before choosing Bitdefender:
  - ESET
  - Kaspersky Labs
  - Malwarebytes
  - McAfee
  - Sophos
  - Symantec
  - Trend Micro
  - VIPRE
  - Webroot
  - Cylance

## Use Case

- Chose Bitdefender for the following reasons:
  - Top ranking in independent tests for protection, performance, and usability
  - 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
- Most values Bitdefender’s Cloud Security for MSPs account management and technical support teams.

## Results

- Has realized the following benefits with Bitdefender:
  - Elevate their reputation and increase customer loyalty
  - More quickly and easily administer protection for their clients
  - More quickly provision dynamic usage-based monthly licensing
  - More quickly and easily detect and remediate security breaches for their clients
  - Have peace of mind for using antimalware that detects the most sophisticated threats
  - Realize cost savings with antivirus, antimalware, web filtering, and device control in one offering
  - API
- 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 – Excellent

### Company Profile

Company:  
**Safe Systems**

Company Size:  
**Small Business**

Industry:  
**Financial Services**

### 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](#)

Source: Chris Banta, Director of Security and Automation, Safe Systems

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Research by  TechValidate™