

## Improved security and webhosting protection from Bitdefender



### THE CHALLENGE

From entry level organizations to enterprise level, Webhosting.net is an essential managed service provider to businesses of any size that depend on the company for the most reliable solutions. Webhosting.net is a committed VMware customer and extends all the tools within the VMware product set to their fullest benefit. “We enjoy the robust technology that VMware provides allowing us to deliver vital services to our customers.”

“At Webhosting.net, we are focused on providing the best customer service. We found by providing better underlying protection we could empower our customers, as well as our company,” said Jose Uribe, COO, Webhosting.net. “It is important to ensure that our customers receive products and services that are continuously protected. When VMware vShield 5 Endpoint was deployed it was our goal to find the most comprehensive solution for protection.”

“One of our key customer offerings is Desktop as a Service (DaaS), a Webhosting.net hosted VDI service. Our VDI service enables customers to secure, accelerate, and cost-contain their IT initiatives, and our Service Level Agreements guarantee high performance and efficiency for our customers.”

“ Since Bitdefender is a VMware Technology Alliance Partner, integrating with vShield and vCenter, it allows us to both increase our competitive advantage and differentiate our hosted VDI service by bundling it with best-in-class security of the hosted VDI environment. ”

## THE SOLUTION

After testing Bitdefender Security for Virtualized Environments (SVE) and a competitive security virtualization product, Mr. Uribe decided that SVE was the logical choice. Furthermore, prior to making the decision and during the 30-day proof-of-concept, Mr. Uribe tested Security for Virtualized Environments (SVE) in some of his customers' environments. When he inquired, the customers reported they noticed an improvement in performance and that SVE was so non-intrusive, they didn't even know it was working behind the scenes.

Mr. Uribe continued, "During the proof-of-concept stage, our customers noticed an improvement in performance, which helped us see that Bitdefender was the clear choice."

The price point for SVE also made it easy for Webhosting.net to conduct an initial proof-of-concept and subsequent deployment in the production environment. "Our decision was also impacted by the pricing model, which was perfectly tailored specifically for a provider of hosted services. Plus, the company offered us the personalized service we needed to move ahead," added Mr. Uribe.

## THE RESULT

Bitdefender Security for Virtualized Environments (SVE) is providing Webhosting.net the ideal customer solution because it allows the company to provide the latest and most sophisticated products and services on a fully secured virtualized environment. With Bitdefender Security for Virtualized Environments' (SVE) small footprint and purpose-built protection for virtualization, Webhosting.net customers benefit from the most sophisticated security solution on the market with the lowest impact on performance. As the company grows and provides more products and services in a virtualized environment, Bitdefender can help Webhosting.net scale accordingly.

*“ Our customers were very happy and validated that implementing an AV solution built for virtualization was the key to ensuring top performance and reliability. ”*



Bitdefender is a global security technology company that delivers solutions in more than 100 countries through a network of value-added alliances, distributors and reseller partners. Since 2001, Bitdefender has consistently produced award-winning business and consumer security technology, and is a leading security provider in virtualization and cloud technologies. Through R&D, alliances and partnership teams, Bitdefender has elevated the highest standards of security excellence in both its number-one-ranked technology and its strategic alliances with the world's leading virtualization and cloud technology providers.

For more information visit:  
[enterprise.bitdefender.com](http://enterprise.bitdefender.com)

All Rights Reserved. © 2014 Bitdefender.  
All trademarks, trade names, and products referenced  
herein are property of their respective owners.