

Dotter chooses Bitdefender to protect business on Amazon Web Services (AWS)



The challenge

A tech startup with big ideas, Dotter began operations in 2011 with the objective of helping organizations aggregate their product data with third party availability and pricing information in one seamless application. Today, the company works with some of the world's largest brands, including Novartis, Hasbro, Kellogg's and Activision.

Based on the initial recommendations of their development team, the company chose to work with a well-known IaaS provider for their managed services; and to host Dotter's offering via a full Linux-server based environment. Dotter moved forward with a Hybrid solution using the IaaS provider's cloud offering for content delivery, with dedicated servers managing the transfer of consumer data.

As the business developed, the company recognized the need for a more flexible model. "We needed something that would allow us to grow at our own pace, and in late 2013 we made an important business decision to move the entire operation over to Amazon Web Services," said Mike Turbutt, General Manager of Dotter.

Given the sensitive nature of the data Dotter deals with on behalf of its clients, the organization also needed to ensure it met all the requirements related to PCI-DSS compliance. As part of those compliance requirements, companies are obligated to ensure protection against malware threats to machines. Amazon is also very clear about the responsibilities for protecting instances on the system, regardless of the platform – Windows, Linux, etc. So in the decision to move to AWS, the company also sought an antimalware solution that would sufficiently meet these requirements.

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Dotter is a high tech software company with operations in the Silicon Valley, Europe and Australia. Dotter's flagship solution, Commerce Builder, creates the Commerce Apps that make it easy for shoppers to buy products. At the click of a button, Commerce Builder delivers aggregated product, availability and pricing information embedded into any brand content.

<http://www.dotter.me>



Security-as-a-Service for AWS Success Story

The solution

Dotter General Manager, Mike Turbutt, a strong proponent of the role of security early in the DevOps cycle, had heard of Bitdefender, and after discovering Security-as-a-Service for AWS on the AWS Marketplace, decided to try the solution. "We looked at other solutions on the AWS Marketplace that provided similar protection, but Bitdefender had a strong reputation for its outstanding protection and several accolades from independent AV tests. We also liked the idea that the security solution scaled precisely like scaling instances on AWS – the pay-per-use model offers perfect flexibility," he said.

"There were other immediate benefits we enjoyed from choosing Bitdefender. First, it was extremely easy to install our instances - taking under an hour to have everything up and running. Second, the pay-per-use model, combined with simple payment via the AWS Marketplace means we can use one common payment plan. As a startup, our business needs to be flexible for ourselves and the customers we serve. So heavy, upfront traditional security licensing is cost prohibitive. Finally, the professional services support at Bitdefender has been well beyond our expectations," Mike added. "We have never experienced such personalized service from any vendor, and Bitdefender has been vigilant and supportive throughout the process."

The result

"The greatest return on our investment is the ease, flexibility and manageability that Bitdefender has given us with Security-as-a-Service for AWS. We have greater confidence as a company that our offering is protected because of Bitdefender." Mike continued, "The entire experience has changed our business; our ability to grow and develop better applications in a safe environment has been key since the move to AWS."

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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.



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