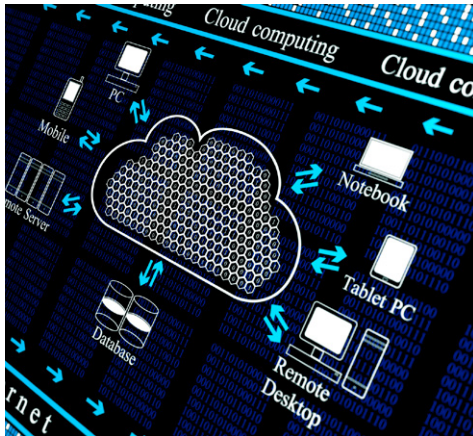


Bitdefender Security-As-A-Service For AWS replaces traditional security and delivers highest quality integration



THE CHALLENGE

As a consultant and provider of SaaS applications and services to the mortgage and financial industry, focusIT's customers expect solutions to be fast, highly available, and most of all, secure. focusIT's task is to ensure that the company's offerings run seamlessly and safely, and customers receive the best performance from their SaaS applications.

As part of their operations, focusIT provides two solutions offerings to their clients: a self-hosted private cloud and an Amazon Web Services secure public cloud. FocusIT adds, on average, 20-50 new servers per month between their two platforms.

"Amazon Web Services affords us the ability to auto-scale our solutions – providing our customers with on-demand applications and service," said Josh Bopp, President, focusIT. "Throwing a traditional AV into AWS would mean significant headaches and a tremendous amount of support effort for us. Doing that would mean trying to secure more than 1200 endpoints today."

"The way our business is growing, we can't drain valuable resources individually securing our customers user base – it would cause tremendous pressure on our business," he added.

“From a security perspective we needed something in lockstep with this operational advantage... It was important for us to take the worry away for our customers from updates and installations processes.

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Established in 2002, focusIT, Inc is based in Scottsdale, Arizona, and specializes in Software-as-a-Service (SaaS) solutions for the mortgage, financial services and professional services industries, throughout the entire U.S. market. Originally founded as a traditional network support consulting services business, focusIT transitioned into one of the nation's first fully dedicated software as a service (SaaS) consulting firms. focusIT recognizes the importance of cloud computing initiatives and has completely embraced this method of technology services. focusIT solutions allow clients to flatten technology spending, keep current with hardware and software upgrades, and focus on growing their own businesses vs. running a computer network. With approximately 25 staff, focusIT serves more than 1000 customers with an approximate end-user base of about 15,000. focusIT is signing up 20-50 new accounts monthly and growing at an annual rate of 20-25%.

THE SOLUTION

“After some research on Amazon Web Services Marketplace, we found two vendors that appeared to offer what we needed. But Bitdefender stood out for us because of their solution’s tight integration with AWS. Security for Virtualized Environments is installed at the host level, then automatically distributes to the guests. If we were dealing with a handful of servers, this wouldn’t matter. But when you’re considering approximately 1200 endpoints and adding 20-50 servers monthly, a security solution that is easily deployed and auto-scales like Bitdefender means the world to a business like ours. The offload scanning into the host machine also makes a major difference, as it means we are experiencing greater efficiency and the total process is 100% seamless to our customers,” added Bopp.

“What we also liked about Bitdefender is that we could deploy Security for Virtualized Environments on both our private cloud and our virtual servers and enjoy the benefits of working with just one solution – instead of many.”

focusIT was also impressed with other product and service benefits from Bitdefender. “Of the few times we’ve needed to work with the Professional Services Support group, they’ve been highly responsive and delivered the one-to-one support that is so rare with other vendors. We don’t have to concern ourselves with long wait times or multiple transfers we experience with most call centers, Bitdefender answers us right away.”

THE RESULT

focusIT is experiencing rapid customer growth, and as a Software-as-a-Service provider, the company is able to easily deploy and maintain Bitdefender’s Security-as-a-Service for AWS effortlessly, while scaling at their own rate. The company is continually migrating to the AWS platform and the Bitdefender solution delivers focusIT the perfect solution for its customers.

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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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