

# Quilvest (Switzerland) Ltd. further safeguards financial data against advanced cyberthreats

Bitdefender adds powerful layer of protection against targeted zero-day attacks, while yielding gains in data center performance and operational efficiency



## THE CHALLENGE

When clients entrust their investments to a financial firm, they expect their money and personal data to be extraordinarily secure. Breaches can severely damage a financial firm's reputation and cost millions of dollars in penalties.

Quilvest (Switzerland) treats data security as a top priority. The Trend Micro security solution the company was using stopped viruses and malware but a lack of performance grew more pronounced as Quilvest (Switzerland) moved toward virtualizing its infrastructure, which includes Microsoft Hyper-V, Citrix XenServer, and VMware ESXi hypervisors, as well as Citrix XenDesktop and XenApp solutions for desktop and application virtualization.

In response, Quilvest (Switzerland) engaged in a proof of concept with Bitdefender after also considering Kaspersky and McAfee solutions. The firm selected Bitdefender because it was the most successful at detecting advanced attacks and zero-day threats while producing the fewest number of false positives and using the least amount of system resources. It also was the only solution that protected the company's virtual infrastructure from kernel-level exploits and other sophisticated threats through memory introspection directly at the hypervisor layer.

## THE SOLUTION

Quilvest (Switzerland) deployed Bitdefender GravityZone Security for Workstations, GravityZone Security for Servers, and Bitdefender Hypervisor Introspection (HVI).

GravityZone protects the company's physical and virtual workstations and servers. Built on a layered next-generation security architecture to maximize efficacy, GravityZone leverages centralized scanning and patented security algorithms to enable better infrastructure performance and end-user experience.



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Quilvest (Switzerland) Ltd. is part of the Quilvest Wealth Management Group, a leading global wealth manager present in Europe, Asia and Latin America. Quilvest Wealth Management has nearly 320 employees managing more than \$29 billion in assets.

### Industry

Wealth Management

### Location

Zurich, Switzerland

### Results

- Achieved protection from advanced cyberthreats
- Increased hardware performance by seven percent
- Postponed purchases of additional hardware, reducing capital expenditures
- Reduced security-related trouble ticket volume by ten percent

Bitdefender HVI gives Quilvest (Switzerland) an entirely new layer of defense specifically engineered to uncover memory violations instrumental to advanced targeted attacks that traditional endpoint-security solutions cannot detect or block. Physically isolated from in-guest threats and impossible to compromise, HVI is truly agentless, with zero footprint within the virtual machine and no negative impact on performance.

## THE RESULTS

Since moving to Bitdefender, Quilvest (Switzerland) has fortified security across its physical and virtual infrastructure while further improving its performance and end-user satisfaction.

"Bitdefender HVI offers an innovative approach that protects the memory and hypervisor outside of the VM and still monitors the VM itself," said Simon Gassmann, CIO and Managing Director, Quilvest (Switzerland). "We never saw anything on the market that came even close. It's an additional layer of security that protects us from the most advanced attacks."

Gassmann also credits Bitdefender HVI and GravityZone with helping his company comply with FINMA's stringent cybercrime regulations.

With Bitdefender solutions, Quilvest (Switzerland) has achieved considerable infrastructure performance and efficiency gains, including faster application response times and higher utilization of virtual infrastructure. "We've seen a big jump in hardware speed since moving to GravityZone—about seven percent," explains Gassmann. "That means we can support our users well with existing hardware, so we can contain capital expenditures also."

With all Bitdefender solutions administered from a single console, the company's IT benefits from single-pane-of-glass security manageability across the virtual and physical infrastructure. "With Bitdefender's on-premise console, it's easy and straightforward to manage the entire environment," Gassmann says. "The filtering and reporting tools give us a lot of visibility."

Gassmann also notes Bitdefender's exceptional customer service: "Anytime we have a question, the Bitdefender team reacts quickly."

Another advantage is Bitdefender's CPU licensing model. "We license CPU cores rather than endpoints," explains Gassmann. "So we can add new VMs to the host without having to buy new licenses."

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— Simon Gassmann, Chief Information Officer and Managing Director

### Bitdefender Footprint

- GravityZone Security for Servers
- GravityZone Security for Workstations
- Hypervisor Introspection

### IT Environment

- Citrix XenApp
- Citrix XenDesktop
- Citrix XenServer
- Microsoft Hyper-V
- Microsoft Windows
- VMware ESXi