Robust business expansion for endpoint security at Secure&IT

Information security firm gains top malware protection and regulatory compliance for customers while growing annual endpoint security revenue by 60 percent

Secure&IT
www.secureit.es by LKS

Secure&IT is one of the leading IT managed service providers and resellers focused on information security in Spain. The company provides a range of information security services and solutions, including legal, training, audit, compliance, business continuity services, as well as industrial and control systems, and cybersecurity technologies. Secure&IT also runs two 24x7 security operations centers to protect customer environments.

BUSINESS CHALLENGE

Secure&IT, an information security firm, became concerned when its prior endpoint security partner, F-Secure, pulled back on customer support and sales operations in Spain. As a security provider, Secure&IT determined this development presented an unacceptable risk to its business operations. After evaluating multiple vendors (including lab test for security, reporting and SIEM integration), Secure&IT selected Bitdefender as its endpoint security partner.

Francisco Valencia Arribas, CEO, Secure&IT, says, "We selected Bitdefender because it consistently received top ratings from independent security research analysts. We also were impressed with Bitdefender's advanced security solutions, deep security knowledge, and excellent customer support."

"We evaluate our security partners annually," continues Valencia Arribas. "Bitdefender continues to rank number one for endpoint security. We also regularly receive proof of Bitdefender's competence in the field. Recently, one of our city government customers reported a ransomware attack that led to two weeks of downtime and data loss. Only the computers that were not protected with Bitdefender were affected. Since then, this customer has added Bitdefender to all their endpoints."

PARTNERSHIP SCOPE

As a value-added reseller, Secure&IT manages Bitdefender GravityZone Ultra licenses and security policies for customers. GravityZone Ultra provides Secure&IT customers with endpoint protection, detection, and response (EDR) capabilities. Secure&IT also offers GravityZone Patch Management for automated patching of operating systems and applications and Full Disk Encryption, mainly for portable devices.

Industry
Information Security

Headquarters
Madrid, Spain

Business Challenge
- Prior security vendor pulling back on in-country sales and support

- Alternative security solutions vulnerable to malware and ransomware

- Potential risk to customers deemed unacceptable

Secure&IT has incorporated Bitdefender GravityZone Ultra, GravityZone Patch Management, and GravityZone Full Disk Encryption as the endpoint security solutions for its security information and event management (SIEM) solution running in security operations centers. Secure&IT's SIEM protects more than 20,000 endpoints, such as Windows workstations, Linux and Windows servers, storage systems, and hypervisors. Altogether, the Secure&IT SIEM correlates 400 million logs with 10,000 security events each day on average. In addition, Secure&IT uses GravityZone Ultra and GravityZone Patch Management to protect its internal infrastructure.

BUSINESS OUTCOME

Secure&IT has been pleased with Bitdefender's ability to detect and block malware and protect customers from attacks. "GravityZone Ultra is a rich, full-featured security solution that protects our customers across multiple layers," Valencia Arribas comments. "The endpoint risk management analytics available in GravityZone Ultra helps us provide the highest levels of comprehensive, advanced security. The Bitdefender partnership has reinforced and enhanced our reputation as a premier information security firm."

With Secure&IT handling security activities for customers, the firm's staff works extensively with the GravityZone console. Valencia Arribas notes, "With the easy-to-use GravityZone cloud console, it's a simple process to deploy and manage Bitdefender on endpoints at our customer sites. This creates more time for our staff to focus on innovation and develop services that help our customers' business operations."

Compliance has been another advantage for Secure&IT and its customers. With Bitdefender, Secure&IT ensures that its customers comply with a wide range of regulations, such as ISO 27001, European Union GDPR, PCI DSS, and others.

The partnership has been mutually beneficial, according to Gabriela Datcu, Inside Territory Account Manager, Spain, Bitdefender. "Our partnership with Secure&IT is a success story for Bitdefender in Spain," explains Datcu. "Secure&IT has invested extensively in training and certifications to learn how to use and support our products. Together, we conduct quarterly business reviews and joint account planning throughout the year. In fact, two years in a row, Bitdefender recognized Secure&IT as Bitdefender's top partner in Spain."

Valencia Arribas agrees that the partnership has benefitted business for both firms. He says, "Demand for Bitdefender solutions is strong among our customers. In fact, our Bitdefender revenues are growing at 60 percent annually. We look forward to continuing to build on our joint success."

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Business Outcome
- 60 percent annual revenue growth for Bitdefender solutions
- High degree of protection enhances reputation
- Compliance with key regulations across customer base
- More time for staff to focus on innovation