



## #1 ranked technology. Experts' choice.

Bitdefender provides innovative, advanced technology like no other player in the AV market. When we decided to become partners, we factored in the company's unrivaled technology, as well as Bitdefender's portfolio.

Choosing a security solution is a very important step. Bitdefender enjoys stellar reviews from experts, which is one of the main reasons for our decision to become a partner. Tests by independent testing institutes enjoy absolute confidence in the market and thus are very important to us.

Another very important aspect is that Bitdefender offers state-of-the-art security for the virtual infrastructure. Virtualized security is key for our business.

Since the launch of GravityZone, Bitdefender has been way above the competition.

The crucial quality that defines Bitdefender is outstanding product quality, and this is another reason why we wanted to sell its solutions in the first place.

The fact that we have been working with Bitdefender for a long time is in itself a testament to the quality of its products.

And it keeps getting better, exceeding our expectations by far -Exchange integration and the power user feature especially have been impressive in the advanced version.



QKomm is a leading German IT security company focused on offering the highest product quality. It offers malware defense and communication solutions, as well as data backup, encryption and secure remote access. QKomm is a Bitdefender value added reseller (VAR).

## Working together. Simple, easy and straightforward

Lead management within Bitdefender's Partner Advantage Network (PAN) is excellent.

Support has also been excellent. The training offer is good and encourages learning, while the partner portal is a big help for leads and renewals.

## Lifetime Recurrent & Protected Revenues

Lead generation works just as it should. We work exclusively with the leads provided by Bitdefender, and we receive trustful and reliable advice from the company.

Of course, our main objective is that our customers should be happy with the products that we provide to them. Many of our clients have already extended their Bitdefender licenses three times, each time opting for a 3-year license. Obviously renewal and upgrades are very important to us, as we have a very successful customer loyalty program in place.

We have a 95% extension rate, which shows that customer satisfaction is extremely high. With Bitdefender in charge of their IT security, our customers have peace of mind.

### About Bitdefender

Bitdefender is a global company that delivers security technology in more than 200 countries through a network of value-added alliances, distributors and reseller partners. Since 2001, Bitdefender has consistently produced award-winning security technology, for businesses and consumers, and is one of the top security providers in virtualization and cloud technologies. Through R&D, alliances and partnership teams, Bitdefender has created the highest standards of security excellence in both its number-one-ranked technology and its strategic alliances with some of the world's leading virtualization and cloud technology providers.