Bitdefender

Preventing Security Threats for Every Industry

Bitdefender is an industry-leading security provider of virtualization and cloud technologies. Offering a robust suite of next-gen security products designed to prevent cyber attacks before they occur, Bitdefender's award-winning technology and strategic sales partnerships help organizations strengthen their security posture and gain cyber resilience.

Vertical-Driven Solutions

To accommodate the varying levels of security required to maintain compliance across industries, Bitdefender offers vertical-specific security solutions tailored to meet the legal and regulatory requirements of your customers' specific business challenges.

Give your customers peace of mind with remediated threat detection services and permanent security solutions to protect their business-critical assets while growing your portfolio and bottom line.

Healthcare

Need to stay HIPAA-compliant?

HIPAA requires healthcare providers to follow strict privacy regulations in order to be compliant. This poses a challenge for cloud and mobility technology as companies are required to:

- Designate privacy officials to train employees and develop privacy policies and procedures
- Maintain appropriate safeguards (administrative, technical and physical) to prevent use or disclosure of protected health information
- Retain Privacy Rule records six years after they're created

Improve your security posture

- Bitdefender removes the burden of non-compliance and improves healthcare organizations' overall security and risk-management posture
- Customers receive strong protection from advanced threats across locations, including on-premises, virtual environments and mobile devices

Recommended Bitdefender Security Solutions

- GravityZone Cloud Security Suite
- Advanced Threat Security (ATS)
- GravityZone Email Security
- Encryption

What Upsell Opportunities or Upgrades are Available?

- Endpoint Detection and Response (EDR) (Upsell)
- Managed Detection and Response (MDR) (Upsell)
- Upgrades are optional

Finance

Simplify the burden of PCI DSS compliance

The Payment Card Industry Data Security Standard (PCI DSS 3.0) specifies 12 requirements to secure cardholder data that is stored, processed or transmitted by merchants and any other organization.

This presents significant organizational challenges in order to maintain endpoint security across physical, virtualized, and cloud endpoints.

Discover peace of mind

Ensure you're PCI DSS V 3.0 compliant with:

- Firewall configuration that protects cardholder data
- Tracked and monitored access to network resources and cardholder data
- Regularly updated antivirus software
- Routine testing of security systems and processes

Recommended Bitdefender Security Solutions

- GravityZone Cloud Security Suite
- Advanced Threat Security (ATS)
- GravityZone Email Security

What Upsell Opportunities or Upgrades are Available?

- Endpoint Detection and Response (EDR) (Upsell)
- Managed Detection and Response (MDR) (Upsell)
- Upgrades are optional

Manufacturing

Don't give away your intellectual property

The manufacturing industry depends heavily upon intellectual property, leaving businesses vulnerable to significant cyber threats that target their proprietary information.

Cybercriminals:

- Deploy advanced persistent attacks and procedures
- Use malware and phishing emails to disrupt the supply chain
- Infiltrate IoT devices and networks
- Steal trade secrets and data
- Ultimately shut down production

Recommended Bitdefender Security Solutions

- GravityZone Cloud Security Suite
- Advanced Threat Security (ATS)
- GravityZone Email Security
- Encryption

What Upsell Opportunities or Upgrades are Available?

- Managed Detection and Response (MDR) (Upsell)
- Upgrades are optional

One product. Endless protection.

- In a single security product, Bitdefender offers antivirus, anti-malware, machine learning threat prevention, continuous process behavioral monitoring, content control, web filtering, encryption, and device control
- This approach ensures comprehensive prevention and detection, all with minimum impact on protected computers
- Additional services, such as Bitdefender's Gravity Zone Email Security, Advanced Threat Security (ATS), and EDR provide further protection to manufacturers needing advanced security to detect and prevent threats through phishing and IoT network attacks

Legal

Data privacy protection at its finest

The legal industry relies heavily on attorney-client confidentiality to protect clients' personal and professional data. The heavy use of digital communications such as email, fax, and online file sharing open the door for hackers to infiltrate and leave a catastrophic impact.

Recommended Bitdefender Security Solutions

- GravityZone Cloud Security Suite
- Advanced Threat Security (ATS)
- GravityZone Email Security

What Upsell Opportunities or Upgrades are Available?

- Endpoint Detection and Response (EDR) (Upsell)
- Managed Detection and Response (MDR) (Upsell)
- Upgrades are optional

Secure your communications

- Bitdefender security solutions protect the exchange of personal and professional private information through encryption services, secured networks, and advanced threat detection to help keep cyber attacks at a minimum

State & Local Government & Schools

Protect shared networks across widespread locations

With a high percentage of the public using personal, unsecured devices across public access points and shared networks, government organizations face a variety of security threats. Students, faculty and/or government employees require open access across networks, and this unique setting of a widely accessible network increases the potential for attacks by exposing digital communications to malware, viruses, and ransomware.

Deploy next-gen security solutions

- Bitdefender solves challenges around new ransomware and other zero-day attacks that regularly elude conventional antivirus/anti-malware defenses and cause loss of data, money, or productivity with a complete, next-gen security suite that consistently ranks #1 in independent tests

Recommended Bitdefender Security Solutions

- GravityZone Cloud Security Suite
- Advanced Threat Security (ATS)
- GravityZone Email Security
- Encryption

What Upsell Opportunities or Upgrades are Available?

- Managed Detection and Response (MDR) (Upsell)
- Upgrades are optional

Bitdefender Security Solution Products At-A-Glance

GravityZone Cloud Security Suite	▶ Bitdefender's GravityZone Cloud Security Suite is an easy-to-deploy, centralized management architecture that provides customers the freedom to choose any combination of virtualization vendors, cloud providers and endpoint devices ▶ Powered by leading detection technologies, Bitdefender's core solution delivers resource-efficient security for virtual machines, physical endpoints and mobile devices from the intuitive, multitenant Control Center
Advanced Threat Security	▶ Bitdefender ATS (HyperDetect and Sandbox Analyzer) is ideal for organizations that demand specialized protection against advanced or targeted cyber-attacks ▶ Available as a separate billable service based on monthly usage that can be activated from the Cloud Security for MSP console ▶ MSPs have a unique revenue-generating opportunity by offering ATS threat hunting services that use aggressive tunable machine learning, enhanced sandbox detection, threat context and visibility to provide their customers protection against file-less attacks, PowerShell, script-based attacks, custom malware and other advanced, targeted attacks
GravityZone Email Security	▶ Bitdefender GravityZone Email Security protects emails from spam, phishing, and malware as well as sophisticated or targeted attacks ▶ It prevents email impersonation and fraud, and leverages multiple leading security engines and behavioral technologies to analyze incoming and outgoing email content, URLs, or and attachments ▶ The solution seamlessly integrates with Microsoft 365™ via an Azure connector to help MSPs add additional layers of security for Microsoft 365 users. It easily integrates with the GravityZone Cloud Security Suite console and supports delivery of hybrid environments using Exchange on premise
Full Disk Encryption Management	▶ Bitdefender Full Disk Encryption Management leverages the encryption mechanisms provided by Windows (BitLocker) and Mac (FileVault), taking advantage of the native device encryption to ensure compatibility and performance ▶ Avoid the risk of losing data and stay within compliance and regulations by fully encrypting the mobile endpoints of a hard drive ▶ Deployment is fast and painless ▶ Encryption is available for service providers as an optional billable service. The new module is managed from the same console that MSPs currently use
Endpoint Detection and Response	▶ With clear visibility into indicators of compromise (IOCs) plus one-click threat investigation and incident response workflows, Bitdefender Endpoint Detection and Response (EDR) reduces resource and skill requirements for security teams ▶ EDR is available as a separate billable service that can be activated from the Cloud Security for MSP console ▶ Real-time endpoint visibility and one-click investigation that tracks live attacks and lateral movements, and provides rapid response with fast resolution, containment and remediation
Managed Detection and Response	▶ Bitdefender Manged Detection and Response service helps close 4 key gaps in security operations to tip the balance away from self-service ▶ Streamline time-consuming incident investigations with prioritized alerts, pre-approved actions and rapid triage procedures ▶ Security skills gap for hard-to-hire roles is supplements with outsourced SOC analysts at scale, reducing SecOps costs ▶ Outcomes are improved for hard to detect attacks with MDR's combined network, endpoint and advanced analytics, continuous monitoring, and threat intelligence research and hunting profiles ▶ Close the efficiency gap with one vendor offering sophisticated dashboards and reporting, allowing your team to focus on more strategic initiatives