



CLIENT STORY

Well-founded decision on endpoint security solution as a result of Insight workshop

Story snapshot

BMD SYSTEMHAUS GesmbH was faced with the challenge of introducing a new endpoint security solution. An Insight workshop helped the company to decide on the right solution. .

Customer profile:

- Market leader in software for tax consultants and commercial enterprises
- Headquarters in Steyr since 1972
- 700+ employees in Europe

Challenge:

- Introduction of a new endpoint security solution
- Need to decide a suitable tool

Solution:

- Assessment workshop on Microsoft Defender
- Test licences for Microsoft 365
- Decision support through well-founded information



Background

BMD provides tried-and-tested business software solutions for tax consulting and auditing firms as well as for companies from various sectors. More than 30,000 customers use BMD products - accounting, payroll, time recording, CRM and ERP. More than 700 employees work at the headquarters in Steyr and other locations in Austria, as well as in the branches in Germany, Switzerland, Hungary, the Czech Republic and Slovakia.

Challenge

As an expert in software for tax consultancy, accounting and payroll accounting, BMD is familiar with sensitive data and the corresponding security requirements. Security is a top priority for the market leader and penetration tests are carried out regularly. The company was faced with the challenge of introducing a new endpoint security solution and replacing the previous tool. The decision as to which tool should be used in the future has a large scope and should therefore be made on a solid basis. For the decision to be made, it was essential to gain as detailed an insight as possible into the capabilities and functionality of the tools.

"The Insight senior consultant who conducted the workshop was very committed. He answered all our questions and responded to our individual needs. I can highly recommend this workshop. It helped us a lot with our decision."

Andreas Hermann, Head of Technology, BMD SYSTEMHAUS GesmbH



Solutions and outcomes

BMD SYSTEMHAUS has been working with Insight for many years in the area of licence management. In a conversation with the Insight account manager, the contact persons at BMD mentioned the upcoming decision in favour of a new endpoint security tool.

As a leading Solutions Integrator, Insight was also able to support BMD with this and recommended checking the Microsoft Defender solution for its suitability. In a workshop, an experienced senior consultant from Insight explained the capabilities, structure and configurations of the tool to BMD's IT experts. Using best practice examples, he explained how Defender is used to gain an overview of any threats and to understand and eliminate existing security vulnerabilities. The senior consultant demonstrated how the solution works using key scenarios to convey the product value and key differentiators to competing products.

"The Insight workshop was very concise and at the same time very well-founded. It was ideal for evaluating the product."

**Andreas Hermann, Head of Technology,
BMD SYSTEMHAUS GesmbH**

Insight provided Microsoft 365 trial licenses so that BMD could put the Defender tool through its paces. "Insight's workshop was very condensed and at the same time very thorough. It was well suited to evaluating the product," says Andreas Hermann, Head of Technology at BMD SYSTEMHAUS.

The well-structured and clearly presented workshop organised by Insight helped BMD to decide which of the endpoint security tools discussed was the best for the company. Today, BMD relies on Defender for its security concept, partly because the Microsoft solution can be perfectly and easily integrated into the IT landscape.

Why Insight?

"I appreciate the personal interaction with our contacts at Insight. Insight takes care of the customer and has a broad and well-founded knowledge of various topics in the background."

**Andreas Hermann, Head of Technology,
BMD SYSTEMHAUS GesmbH**