Case Study

Company Overview

IP Infotech is one of the leading end-to-end information technology solutions providers in Southeast Asia and Africa.

From its offices in three different regions of the world, IP Infotech offers network security appliances for both the public and private sectors; its offerings are extended to small and medium-sized businesses (SMBs), financial markets, educational institutions, large enterprises, health care centers, and government agencies.

IP Infotech works in Southeast Asia and Africa with the mission of providing affordable yet high-quality network security solutions to clients with all the features needed to protect their sensitive data and other corporate assets.

Their Challenge

IP Infotech has built a large base of loyal clients in that depend on the company to provide and manage their information technology solutions. Ishan Kukreti, the Director at IP Infotech, makes the objective of the company clear in the following statement:

"We have built a loyal client base of over 6,000 enterprise and large corporations that rely on us to provide and manage their information technology solutions. Understanding the demands of our customers and our ever-ready attitude has won us many prestigious projects."

Infotech had been looking for a solution that could handle the expectations of its customers and the level of support they needed. The customers of Infotech have a need for and demand protection against threats like ransomware and malware. They see these things happening in the press, and to their colleagues in the industry, and as a result, they want capabilities that can protect them effectively. This is where the flexibility of the solution offered by Comodo proves vital.

The Solution

IP Infotech partnered with Comodo to expand its security services offering for customers

IP Infotech chose Comodo's Dragon Platform with Advanced Endpoint Protection (AEP), which is a patent-pending auto containment technology with active breach protection that neutralizes ransomware, malware and cyber-attacks. Comodo's AEP utilizes a Default Deny Platform to provide

complete protection against zero-day threats while having no impact on end-user experience or workflows.

"We chose to partner with Comodo because they offer best-of-breed solutions that can handle the high expectations and level of support that is essential to serve our customers," says Kukreti.

One of the key reasons that the team at IP Infotech feels comfortable with Comodo is the flexibility of the solution set that helps them to meet their customers' needs. Some of IP Infotech's customers just want the software. Some of them want the software with some services wrapped around it, and some of them want cyber-security as a service, a full turnkey solution. The company finds that Comodo helps them to have that flexibility to make the offerings that make the best sense for their customers.

Critical to IP Infotech and its customers is the completeness of the Comodo solution, especially the auto containment and the 100 percent verdict on all files related to ransomware phishing and malware.

"Comodo offers the best ransomware protection on the market. No other company will analyze and give a trusted verdict for 100% of the files on my network. Their auto containment runs an unknown executable in a kernel API virtualized mode, thereby offering attack surface reduction (ASR) to any potential ransomware attack, which neutralizes ransomware attacks. Our previous solutions were not able to stop ransomware and Trojans, which created a lot of tension for us, and many service calls from customers. Since using Comodo's solutions, our customers are free from ransomware threats. We are grateful that Comodo helped us solve the ransomware problem," remarked Kukreti.

Comodo's solutions provide IP Infotech with actionable intelligence and the capacity to protect all domains of business activity and threat—from network to web to cloud—with confidence and efficacy.

According to Alan Knepfer, President and Chief Revenue Officer at Comodo, "Our partnership with IP Infotech will fight the growing ransomware problem and protect their customers from ransomware damage."

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