

Case Study



AQAIO



Company Overview

AQAIO Is A Specialized Next Generation IT Security Distributor That Serves Its Partners, Resellers, And Managed Service Providers Through Unique Solutions.

Based in Munich, Germany, AQAIO partners with resellers, system integrators, and OEMs to deliver new technological developments to the market; these are supplemented and expanded by complementary solutions of market and technology leaders in the IT security environment.

The company also offers 2nd level support and training for its customers and their customers. The product portfolio includes high-end IT products that complement each other and can be combined into complete solutions. Besides, AQAIO offers services such as consulting, marketing support, logistics, training, and technical support.



Their Challenge

As a next-generation IT security distributor, AQAIO was well aware of the threats that existed in cyberspace. The company was also aware of the increasing complexity of the cyber-threat landscape and industry-specific requirements.

While AQAIO offered IT security solutions to those it served, there was widespread consensus within the company that those solutions weren't quite "up to the mark." AQAIO was looking for a "superior security" solution than what it currently had. This resulted in the company's search for a security solution that provided "100 percent threat protection", which ultimately led AQAIO to Comodo and its range of cyber-security solutions.



The Solution

AQAIO Partnered With Comodo To Offer Comodo Security Solutions To Reseller Partners.

AQAIO signed a distribution agreement with Comodo to take the latter's cloud endpoint security solutions to the European market.

"We are looking forward to building the channel for Comodo in Europe," says Richard Hellmeier, CEO of AQAIO.

AQAIO 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. Additionally, Comodo's Valkyrie analyzes and gives a trusted verdict for 100% of files on a network.

Lastly, Comodo's platform shares intelligence and is, therefore, more secure than disparate products that claim the best of the breed but don't share information. Comodo has architected its cyber-security product to maximize intelligent sharing between every component of the platform, therefore providing superior security.

"We chose to partner with Comodo because of the ease of use of the Dragon platform and the auto containment technology. The auto containment is a killer feature compared to everything else on the market. Why offer 99 percent when you can have 100 percent threat protection? Plus, the pricing is attractive, and the cherry on top is the superb support team," says Jens Schumacher, European Comodo Partnership Manager at AQAIO.

Another feature that stood out was Comodo's SOC-as-a-Platform; it was something that none of the other vendors that AQAIO had previously worked with or spoken to had available. Comodo's next-gen SOC-as-a-platform (SOCaaS) includes people, processes, and technology and offers fully white-label capability for any MSSP or enterprise. It saves the company's partners time and money without zero capital outlay.


Another reason the company chose Comodo was its Managed Detection and Response offering, a 24/7 Security Operations Center delivered as a Service (SOCaaS). Comodo's MDR provides a team of security researchers that extends a company's IT team to safeguard IT systems and infrastructure.

“The increasing complexity of the cyber-threat landscape and industry-specific requirements demand solution specialists. Through our Comodo partnership, our partners, resellers, and managed service providers can offer their customers everything enters from Managed Detection and Response (MDR) as a service to custom SOC-as-a-Service, and enterprise solutions with no initial investment,” says Schumacher.

Alan Knepper, President and Chief Revenue Office at Comodo, says, “We look forward to a strong future with AQAIO. Through this partnership, their resellers have support in their time zone and a local, central point of contact.”

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