bowbridge

Fujitsu Germany Protects SAP Customer Projects with bowbridge

Global SAP partner leverages security solutions from bowbridge Software to defend against malware and other attacks

Fujitsu is Japan's leading provider of information- and telecommunication-based business solutions. In Germany, Fujitsu offers enterprise customers a wide range of IT products and services ranging from hardware, data center solutions and managed services to multi-cloud solutions and outsourcing.

Trusted Partnerships with SAP and bowbridge

Fujitsu has been working closely with SAP for over 40 years, becoming the first global SAP technology partner in 1999. Today, Fujitsu employs more than 3,000 SAP experts worldwide.

In 2013, Fujitsu became an official partner of bowbridge Software, using bowbridge anti-virus and application security solutions to protect customers' SAP applications from viruses, malware, and other attacks.

At a Glance

FUJITSU

Partner:
Fujitsu, global SAP technology partner

Challenge:
Protection of Internet-facing SAP applications against malware, active contents, and other threats

Solutions:
Anti-Virus for SAP Solutions and *Application Security for SAP Solutions*

Result:
Fujitsu can provide customers with SAP-certified security solutions that fully integrate into existing SAP environments

BECOME A BOWBRIDGE PARTNER

"The protection of SAP systems is becoming increasingly important for our customers. As a bowbridge partner, Fujitsu can provide SAP-certified security solutions that fully meet our high performance and implementation requirements."

—Martin Kenntner, Principal SAP Technical Consultant, Fujitsu

Increased Customer Demand for SAP Security

SAP's unique architecture prevents traditional server-level antivirus products from being able to protect SAP applications. As a result, inadequately secured SAP systems are increasingly being targeted by cybercriminals.

Companies are increasingly aware of this threat: According to a 2018 survey conducted by the German-speaking SAP User Group e.V. (DSAG), 55 percent of DSAG members have increased spending in the past twelve months to make their SAP systems more secure and minimize risk.

"We became aware of bowbridge because a customer was looking for a certified malware scanning solution for their SAP system," said Ralph Peters, Presales Consultant at Fujitsu.

The bowbridge products *Anti-Virus for SAP Solutions* and *Application Security for SAP Solutions* were specially developed for SAP and have been certified by SAP four times in a row. The solutions use two market-leading and alternative anti-malware engines. An additional ICAP client enables the integration of further scan services.

"The most important argument for the partnership is that bowbridge solutions comprehensively cover both our and our customers' technical requirements," says Ralph Peters. "bowbridge is a constructive and committed partner. Together we can drive customer projects forward."

Efficient Implementation via NW-VSI 2.0

bowbridge products meet the specifications of SAP's NW-VSI 2.0 interface, which enables easy implementation and tight integration with SAP's own monitoring and reporting capabilities or third-party products.

"Based on the documentation provided, installation and configuration can be carried out smoothly," confirms Martin Kenntner, Principal SAP Technical Consultant at Fujitsu. "Questions that arose were answered quickly and easily in direct contact. This is of central importance for us in the cooperation with our partners."

"We will continue to rely on bowbridge for malware scans of uploads into SAP systems and the protection of Internet-facing SAP applications as part of customer projects. We appreciate the constructive and productive partnership."

—Martin Kenntner, Principal SAP Technical Consultant, Fujitsu

Partner Program for SAP Cybersecurity

Fujitsu is only one of many leading companies worldwide who have partnered with bowbridge, expanding their market and growing their opportunities with a high-value offering. By partnering with bowbridge your company can benefit from attractive partner margins, access to training, marketing and sales support, technical resources, and everything else you need for sales success.

FIND OUT MORE

https://explore.bowbridge.net/bowbridge-sap-cybersecurity-partnership-program

"When customers are looking for solutions to specific challenges, we only recommend products which we know exactly and which have proven themselves in our projects. For the protection of SAP systems against malware and other attacks, these are bowbridge's security solutions."

—Ralph Peters, Presales Consultant, Fujitsu

bowbridge Software protects leading companies around the world:

About bowbridge

bowbridge Software is the world's leading provider of scalable malware protection for SAP-based applications and systems. Our SAP-certified products and solutions are the de-facto security standard and have proven themselves in the most demanding environments.

SAP® Certified
Integration with SAP NetWeaver®

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SAP Silver Partner

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