

Using Sophos Complete Security Suite, **AccuQuote** is strengthening its anti-malware protection, simplifying security management, improving everything from laptop and email encryption to web control—and saving thousands of dollars every year.

## Customer-at-a-glance

### AccuQuote

Wheeling, IL

### Industry

Financial Services

### Sophos Solutions

Sophos Complete Security Suite

### No of users

180



AccuQuote helps consumers find the best values in life insurance by combining instant online quotes with the personal service of unbiased professionals who answer questions, identify important issues, and make meaningful recommendations. The company offers consumers an extensive selection of life insurance products, including term, whole, and universal life; accidental death; long-term care; disability, and annuities.



"By purchasing Sophos Complete Security Suite, we gained access to many capabilities beyond AV—all for an average cost no greater than we were paying for AV alone."

FRANK PERROTTA  
IT Infrastructure Manager, AccuQuote

## Business Challenge

When IT Infrastructure Manager Frank Perrotta arrived at AccuQuote, he needed to make a quick decision about renewing the firm's existing AV contract. "My help desk staff told me they'd had great difficulty managing that product. We have 200 desktops plus several dozen servers, and it was always challenging to make sure the software was installed, updated, and working properly."

Perrotta was equally dissatisfied with the product's weekly updates and the size of its network footprint. "This wasn't good enough for zero day stuff, and what's more, every update pulled down a whole new set of definitions. The 'inoculation file' was an 80 MB download, which then had to be pushed to every individual client."

"From my previous job, I'd already had almost five years of experience with Sophos AV products, the company, and my account executive, Dan Alting. I didn't need to be sold on the product or the support, and the price point was good, so we switched."



## Technology Solution

AccuQuote chose Sophos strictly based on AV, says Perrotta, and saw benefits immediately. "Sophos' download is far smaller, so pushing it out to clients is easier. And Sophos' Enterprise Console gives us excellent visibility. Right away, I can see any errors, infections, suspicious files, or anything else that needs attention. And, with the console, my help desk people needn't visit individual PCs: they could manage AV from anywhere.

But AccuQuote quickly began reaping value in areas well beyond AV. "By purchasing Sophos Complete Security Suite, we gained access to many additional capabilities—all for an average cost no greater than we were paying for AV alone. It was like getting everything else for free."

First, AccuQuote implemented Sophos' laptop hard drive encryption. "Previously, we encrypted laptops manually. Now, we automatically apply encryption policies, and if a laptop ever gets missed, we can immediately encrypt it remotely from the console."

"We plan to implement patch management, and to lock down USB ports through device control—again, by administering policies from Sophos' console. And the suite also includes web control, so we can keep employees off sites where they shouldn't be, while providing access to those who do need it. What's more, since web control is built into the client, my policies will travel with the laptops, wherever they go."

Perrotta also used Sophos to replace an unsatisfactory email encryption product. With the previous product, AccuQuote couldn't format emails with its own branding. "For seven months, the vendor couldn't resolve this. Well, I can customize your email templates any way I want. So we switched—and I'm saving even more."

"Sophos support is outstanding. But we don't need it much, and that saves us money, too."

FRANK PERROTTA  
IT Infrastructure Manager, AccuQuote

## Business Results

By deploying the Sophos suite, says Perrotta, AccuQuote is saving thousands of dollars per year on renewals. But those aren't the only savings. "We can reliably administer all of Sophos' components from one place: the Enterprise Console. Once you understand one component, they're all easy to use, and since we can deploy from the console via policies, we can deliver new capabilities fast."

"I probably could have run our entire deployment without telling anyone: it was that seamless. Sophos' support is outstanding, but we just don't need it much. We save money every time a user doesn't have to call our help desk, and every time we don't have to call Sophos."

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