SOPHOS

CASE STUDY

To support the smartphones and tablets their users prefer, VIST Bank needed a better way to manage and secure mobile devices. Using **Sophos Mobile Control**, VIST Bank has successfully automated and simplified tasks ranging from deployment and tracking to updates and data-loss prevention.

Customer-at-a-Glance

VIST Bank Wyomissing, PA

IndustryFinancial Services

Sophos Solutions
Sophos Mobile Control





Founded in 1909, VIST Bank is a full-service, locally-managed community bank. They operate 20 branches serving Pennsylvania's Berks, Montgomery, Philadelphia and Schuylkill counties. VIST Bank reinvests deposits in local businesses and families, making credit decisions locally, based on personal relationships with their clients and a deep knowledge of the area's economy. Backed by Tompkins Financial, they offer a wide array of high-value financial services, including innovations like Remote Deposit for business.

"It's very easy to administer. I don't have to touch, set up and configure each device manually. You push it out, the user gets a notification, they click, it's done."

JACK MCLAINE, VP MIS. VIST Bank

Business challenge

For years, VIST Bank relied solely on BlackBerry mobile devices. Now, while continuing to support BlackBerry, the bank wants to offer their users new devices. The users can choose their platform—Apple iOS, Android, Windows or BlackBerry. VIST Bank will then issue bank-owned devices. To make this plan work, however, the bank needs an efficient way to manage a more complex multiplatform environment.

As a financial services firm, VIST Bank faces rigorous compliance and data-loss prevention requirements. And, with only two IT staff members available to serve its entire community of mobile users, simplicity of administration is crucial. The administration challenges encompass the entire device lifecycle, from deployment to ongoing updates and inventory. VIST Bank also needs a reliable way of protecting devices that are lost or stolen.



Technology solution

"I already have several years of experience with Sophos Endpoint Protection," says Jack McLaine, VP / MIS for VIST Bank. "I'm really happy with that product. Its management interface is very intuitive, it offers extensive reporting functionality, and it has flexible controls so you can manage by groups, devices or in other ways. So I was already comfortable with Sophos.

"However, when I pursue a new solution, I'm vendor agnostic. I defined clear criteria for mobile control, and compared several products. If Sophos couldn't meet our criteria, I would have chosen someone else. But we did demos and a careful cost analysis comparing Sophos with AirWatch and Symantec, and we concluded that Sophos Mobile Control best met our requirements while also offering very good value for the money."

McLaine has fully integrated Sophos Mobile Control with his Active Directory installation. So rolling out and managing new devices based on policies and providing secure connections to corporate email is easy. "Sophos Mobile Control allows us to specify exactly which apps our users are permitted to have, and prevent them from running anything else. And, whenever I want, I can look at the whole device and everything on it. Not just serial numbers and mobile IDs, but apps too."

Data-loss prevention is one of VIST Bank's most crucial requirements, McLaine says. "And it works great. A user recently lost his iPhone in an airport. We sent the 'remote wipe' instruction. Later, the unit was returned to us, and when we got it back, it was indeed completely wiped. Sophos did exactly what it was supposed to do."



"The inventory features are fantastic. Without Sophos Mobile Control, that would be a tedious process I wouldn't have time for."

JACK MCLAINE, VP MIS. VIST Bank

Business results

Sophos Mobile Control made it possible for VIST Bank to escape platform lock-in. They can now safely and quickly provide any mobile device to any employee. But, for McLaine, the greatest benefit is in administration. "For the most part," McLaine says, "my administration time is zero."

"The time I'm saving is huge. For example, I use the inventory features quite extensively, and they're fantastic. Without Sophos Mobile Control, that would be a tedious process I just wouldn't have time for. And when it's time to roll out a new device, I don't have to touch, set up and configure it manually. I push it out, the user gets a notification. They click, it's done."

Find out how we can help protect your organization.

Visit www.sophos.com

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