SOPHOS

Partner Program

CASE STUDY

CharTec partnered with Sophos to exclusively offer Sophos' complete security solutions as part of their MSP offering. The protection and value offered by Sophos' products increased the MSP's credibility among clients and partners.

Partner-at-a-Glance

CharTec Bakersfield, CA, USA

Sophos Partner Profile MSP - Gold





"Sophos is synonymous with great security that's also simple, and our clients realize the value Sophos products add to any Managed Service offering—complete security from a trusted vendor."

SHANE SWANSON COO, ARRC and CharTec

Business goals

CharTec partnered with Sophos to offer the company's complete security solutions as part of their MSP offering. CharTec's sister company and largest Partner, ARRC Technology, a multi-million dollar, Master MSP, has transitioned all of their Managed Service clients over to Sophos.

Complete security in action

Because security is a critical part of a network infrastructure, ARRC Technology has made implementing a security solution a requirement in their Managed Service Agreements. After extensively testing the Sophos Unified Threat Management (UTM) solution, ARRC Technology selected Sophos as its exclusive security solutions provider for all clients.

"Sophos provides us all of the necessary security services to protect ARRC's clients' networks, and helps us ensure a secure network for all their laptops, desktops and mobile devices. Sophos is synonymous with great security that's simple, and our clients realize the value Sophos products add to any Managed Service offering—complete security from a trusted vendor," said Shane Swanson, COO, ARRC and CharTec.

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Results - a partnership that works

With Sophos, ARRC Technology better ensures their clients' networks are secure; moreover, the value offered by Sophos' products will increase the MSP's credibility among clients and partners

Swanson concluded: "Any new vendor relationship for us must be a true partnership and it was clear from day one that Sophos shared this sentiment.

"Further, what Sophos is doing with their MSP program is cutting edge and will be a major game changer for the entire industry. Having the ability to have a true SaaSbased pay-as-you go offering for our UTM solution is exactly what we as MSPs have been asking for from the industry. And it's extremely rewarding to know that Sophos is not only listening to their partners but taking action on our feedback."

Learn more about the Sophos Partner Program.

Visit www.sophos.com/partners

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