# 5 reasons to choose Sophos





We're committed to ensuring our partners enjoy a profitable, sustainable and satisfying long-term business relationship with us. Here are five reasons we hope you'll want to work with us:

# 1. Proven, complete, yet simple protection

We deliver network security through our award-winning Sophos UTM solution. It protects your customers against threats from the network to the endpoint, all within a single modular appliance.

This easy-to-use platform gives you an opportunity to own more of your customers' budget by offering a complete network security solution that is more reliable for your customers, and more profitable and predictable for you.

**Gartner:** Leader in the Magic Quadrant for Unified Threat Management

**SC Magazine:** 5 stars "A solid product that is feature rich"

**Info-Tech:** Champion Product "An ideal solution for midsized enterprises"

#### 2. Easy to sell

Our simple pricing and subscription based licensing model makes Sophos UTM easy for your team to sell. With no limitations of functionality based on box size, simply turn on the protection features as and when your customers need them.

And whether they want a hardware, software or virtual appliance – our unrivalled flexibility ensures you can meet all your customers' needs.

### 3. Easy to install and use

Our 'Plug and Play' approach ensures you and your customers can install the solution quickly and simply. Plus the intuitive, centralized UTM Manager makes day-to-day management easy – and is offered at no additional cost.

"The solution is so easy to manage that our staff didn't even need training" Michael Hähnel, Continental Group

# 4. Great account management and support

We're here for you when you need us! With 100% channel focus, our passionate channel account management team is here to help and support you as your business grows.

Plus our SCP Certified and award-winning technical support team is available 24 hours a day, 7 days a week to resolve any technical queries.

"The personal relationship Sophos offers to partners is above and beyond other partnership deals. Sophos invests in its partnerships to ensure they are fruitful." Steve Cox, CTO, TSG

### 5. Innovative solutions delivering unique opportunities

Our commitment to innovation means Sophos partners enjoy unrivalled sales opportunities. Our patented RED (Remote Ethernet Device) solution secures connections between remote sites. It's ideal for customers with branch offices and makes it easy and affordable for MSPs or IT Administrators to manage multiple sites, without the need for separate licenses.

Other features such as IPv6 Protection and an integrated HTML5 VPN Portal ensure our partners enjoy market-leading solutions with distinctive security options. Together we will continue to lead the market in the future.

**CRN:** Winner of Technology Innovator 2012 in the Security Category

Learn more about about the Sophos Partner Program and our UTM solution.

www.sophos.com/sellUTM

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