

Northern Engraving

MANUFACTURING

When Northern Engraving was spending too much time managing its existing web solution, it turned to the Sophos Web Appliance to provide the visibility and reporting it needed. Switching to Sophos at the email and endpoint at the same time led to significant cost savings, reduced IT administration time and proactive protection of all network tiers.



Business challenge

Northern Engraving Corporation is a leading supplier of high-quality nameplate and decorative trim to a variety of markets, encompassing many prestigious brands. Its value-added services include in-house design, engineering, program management, test lab and tool shops. A direct sales force and manufacturer's representatives across the United States, Europe and Asia provide local service and attention for projects.

The company was originally protecting its web gateway with Websense but this was presenting significant challenges. The time needed to administer the product and

make sure it was working was becoming untenable. "The amount of management that went into this product was stifling, sucking up already limited IT resources," says Chris Halverson, Network Administrator at Northern Engraving. "Constantly having to make sure we were indeed logging all web activity became a very tedious and time-consuming task."

Websense was also proving inefficient in monitoring non-http/https traffic, so Northern Engraving was concerned that it was seeing only a small window of what was really happening on its network.

Key facts

Company
Northern Engraving

Headquarters
Sparta, WI

Number of users
500

Solutions
Sophos Enterprise Security and Control
Sophos Web Appliance
Sophos Email Appliance
Sophos Endpoint Security and Control

"We needed something easy to implement and administer and Sophos really fitted the bill – I never would have thought it possible to deploy three product lines in one business week during business hours."

Chris Halverson, Network Administrator Northern Engraving

At the same time, Northern Engraving decided to reassess how it was dealing with its email. Although it had had very little trouble with its current outsourced solution, MXLogic, it had become clear on several occasions that the company needed more control over its email defenses.

Technology solution

In deciding to replace its existing products, Northern Engraving was looking for powerful, controllable solutions that could be easily deployed and then managed with little effort. A secondary goal was to find a cost saving.

Northern Engraving decided to install the Sophos Web Appliance to combat the threat of web-based attacks and unwanted content, drawn to the product by its “three-clicks-to-anywhere” management tools, the flexibility of its wizard-driven policy options, and the range of reports that allow real visibility into traffic, performance and user behavior. The company was also convinced by the appliance’s scanning of https traffic, its blocking of the anonymizing proxies that are used to bypass web filters, and its ability to recognize true file types, however hackers might have tried to disguise them.

FIVE DAYS to COMPLETE PROTECTION

Day 1 Started up a VMWare Windows 2003 desktop instance and downloaded and installed Sophos Endpoint Security and Control on the file server. Tested and deployed the client software to 25 desktops across the LAN and WAN. Verified the process and made sure Symantec was successfully removed.

Day 2 Successfully deployed Endpoint Security and Control to all remaining desktops.

Day 3 Unpackaged, racked and setup the Sophos Web Appliance content filter. Setup policies for Northern Engraving’s internet use policy. Setup proxy settings in Active Directory.

Day 4 Verified the web appliance was working properly. Unpacked, racked and setup the Sophos Email Appliance email filter. Made the recommended policy setups and within 30 minutes was up and running.

Day 5 Verified all three products, and canceled the email service with MXLogic.

“Sophos deployment truly shines above the rest.”
Chris Halverson

In looking at Sophos for the answer to its web problems, Northern Engraving then considered the costs. Chris Halverson says, “Although we had no major issues with our Symantec endpoint protection and only a few minor problems with our email solution, the great cost savings that switching to Sophos would bring made this the sensible choice for us.” However, he says, “Once switching to Sophos, it became evident how much more refined its products were.”



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All three solutions were installed in just one week, during business hours. Chris Halverson was impressed with the ease of deployment and the support he received from Sophos. He says, “I had a few questions on setup during the implementation, but I was able to call support and have an answer almost immediately. Support was extremely courteous and quick to take ownership of the problem. Never once was I hung out to dry or left with an unresolved issue.”

Business results

The streamlined management process of working with the same company on all major security fronts has been a huge benefit. Managing not just the product but also the licensing and renewal has been greatly simplified and by purchasing all the products together Northern Engraving has seen a tremendous cost saving.

Users, too have been very impressed, with several power users even mentioning performance increases.

Chris Halverson says “I have nothing but high expectations from Sophos after this great deployment – arguably the best deployment success I have had with any product line ever.”



To find out how Sophos products can help protect your organization, visit www.sophos.com/products