



## Partner-at-a-Glance

CIS Ltd.

### Focus market

Clients wanting custom, virtualised computing environments

### Website

[www.cisltd.com](http://www.cisltd.com)

### Sophos Solutions

Sophos UTM

### Sophos Partner

Since 2012

### Sophos Partner Profile

Solution Partner — Silver

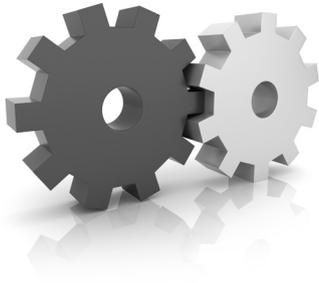
# The personal touch,

How Sophos UTM enabled CIS to deliver and grow its vision of private customised cloud environments.



'Sophos has the market covered as far as cost goes and it is way ahead of most other products on the market. They're good and they make us look good.'

RICHARD MARSH  
Director, CIS Ltd.



'Sophos products are easy to manage, have new features all the time and are regularly updated. That's why we've decided to standardise our security offerings to Sophos for everything from now on.'

RICHARD MARSH  
Director, CIS Ltd.

**CIS Ltd.**, based in Oxford, specialises in creating and hosting virtual, custom IT environments from its own private cloud platform. The company was one of the first entrants into the cloud arena and as a result has seen its turnover double over the last five years.

## The right products

When CIS decided to commit exclusively to selling cloud technology, it needed a virtual firewall to accompany its product range. Its existing security vendor showed no signs of stepping up to the challenge, so CIS looked for an alternative, which is how they came across Sophos UTM – Sophos's integrated threat management appliance (see sidebar below).

'Once we were assigned an account manager, they helped to nurture us and get us to the right place,' says Richard Marsh, Director at CIS. All of Richard's team went through the Sophos training to the highest level, and Sophos UTM proved to be the perfect firewall solution for their virtualised offerings.

'Sophos UTM is a really good, easy sell for – one box does it all,' says Richard. 'It pulls together quite a few products that customers were paying a lot more for in separate solutions and lets us roll them out from one central firewall. It's helping us get contracts.'



## Introducing Sophos UTM

Sophos UTM is an Internet security appliance that can be deployed as software, virtual or hardware. It wraps up all a customer's network and endpoint security into a single-box management console.

It also offers centralised management for Sophos RED, an SSL bridging product that offers an alternative to IPSEC-VPN for remote offices.

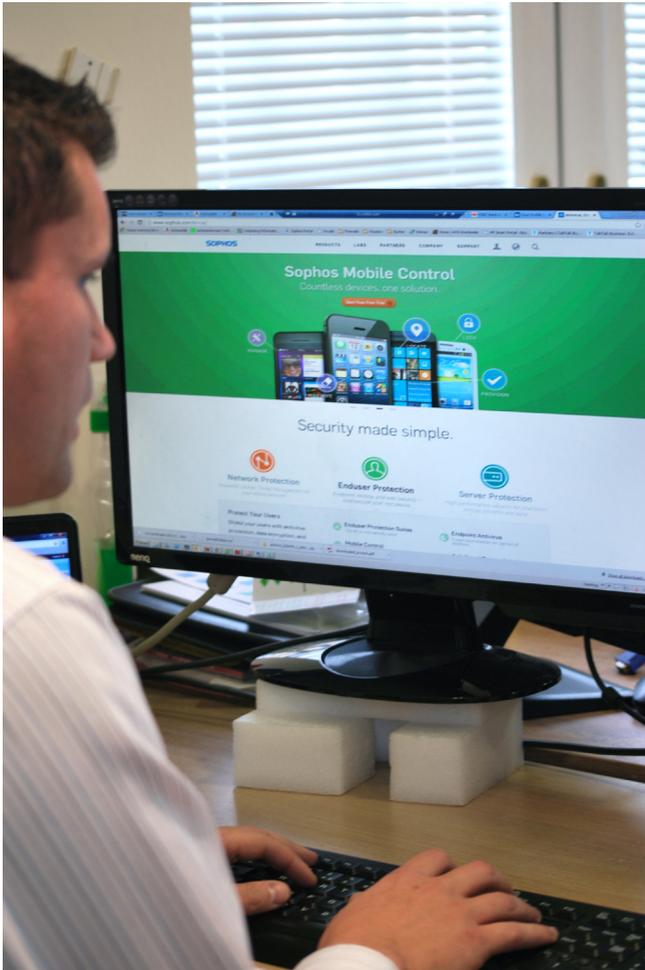
'Our account manager understands our specialties and strengths, so he always comes back with a quote that's relevant to what we're trying to achieve.'

RICHARD MARSH  
Director, CIS Ltd.

## Sales and technical support

'Sophos is really good at tech support,' says Richard. 'It's a good, quick service.'

All of Richard's team are qualified to the highest level on all Sophos products so when they call Sophos they are put straight through to someone with high-level expertise. 'We're a busy company so it's great that we don't have to go through loads of basic questions before we can raise a support ticket' says Richard.



## Sophos partnership

**CIS is extremely happy with Sophos. While other vendors offer anonymous contact centres and formulaic prices, Sophos provides a dedicated account manager who understands Richard's business and who genuinely wants to help CIS grow.**

- › **Sales cycle protection.** Sophos offers protected deal registration, so when CIS have put in all the legwork of demos and training on a deal, and the client decides to search for a lower price, they won't find one. 'We much prefer it,' says Richard, 'everyone knows where they stand and Sophos always supports the partner who brings the deal to them in the first place.'
- › **Sales support.** 'When it comes to quoting and winning the deal, our account manager really supports us,' says Richard. CIS recently took a 10-site contract to Sophos, where the client was demanding a discount for the scale of deployment. Sophos were able to help CIS cut a deal that ultimately won them the business.
- › **Marketing support.** 'Sophos have a good marketing department,' says Richard. CIS regularly receives new data sheets, marketing pushes and other collateral. 'It's good support all round.'

'We provide custom solutions so we want custom support,' says Richard. 'We have an account manager who has a clue as to what's going on and Sophos has a personal approach that's working very well for us.'



Learn more about the Sophos Partner Program.  
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