Sophos delivers unified management, advanced protection, and MSP flexibility to Lanter Technologies and its customers

Lanter Technologies is an Australian managed service provider (MSP) focused on delivering managed cloud, managed IT services, and networking solutions to small- to medium-sized businesses (SMB). Established in 2016, Lanter currently manages the IT and security environments of 80 customers, ranging from five to 200 seats.

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Partner-at-a-Glance

Lanter Technologies
Australia
Website
www.lanter.com.au

Number of Users
80 small- to medium-business customers ranging from five to 200 seats

Sophos Solutions
XG Firewall
Intercept X Endpoint
Secure Email Gateway
“Lanter Technologies was set up to empower our customers to focus on what they do best – which is running their business. We provide an ‘in-house’ IT experience for the SMB market,” said Rob Hunter, managing director, Lanter Technologies.

According to Hunter, customers turn to Lanter to solve four core challenges. These are:

1. The rise in ransomware: Guarding against ransomware is the biggest concern for SMBs
2. The need for reliability: SMBs want technology that is highly reliable and that they can trust
3. Staying up-to-date: Customers rely on Lanter Technologies to offer the latest relevant technology to their business and have solutions to the latest threats
4. Ensuring data is protected: SMBs want to know that their data is secure and always available

‘We knew what we wanted’

Coming from an IT infrastructure background, Hunter knew Sophos was the cybersecurity partner to help the business solve these challenges for its customers.

“Sophos was a partner we wanted to have on board straight away,” explained Hunter. “I’ve worked with most, if not all, of the major cybersecurity vendors and Sophos has always stood out.”

Hunter continued, “Our clients range from five to 200 endpoints. With a small agent footprint, Sophos software consumes minimal resources and therefore doesn’t slow down the computer compared to other competitors. The team also likes being able to configure firewalls, antivirus, and different operating systems across our diverse client base, from the one management portal. This saves us time and at the end of the day makes my team’s jobs easier.”

Holistic approach to security

But what excites Hunter most about Sophos’ solutions is the holistic approach taken to cybersecurity.

“We can install a firewall for external and internal traffic for a customer and that will communicate with each individual endpoint. We’ve got a tailored Sophos ecosystem for each customer we work with—and the solutions, although different from customer-to-customer, are very easy to implement and support, working exactly as they are meant to.”

Benefits of working with Sophos

Unified management

Lanter leverages Sophos Central for a central view of all of its customers’ IT and security environments. Hunter’s team can dig down into a single endpoint for a particular customer and configure security policies and manage firewalls for another, from the one management platform, reducing time spent on these tasks.

Advanced protection

By installing Sophos Intercept X and XG Firewall, clients are safe and protected. Of note, Lanter receives very few false positives (trusted applications being blocked). In addition, the number of tickets logged by customers has also reduced, delivering both cost and time savings.

MSP flexibility

As a Sophos MSP Connect Partner, Lanter has the flexibility to scale up and down its anti-virus agents as customers’ requirements change. According to Hunter, Sophos’ “pay for what you use” MSP licensing model means Lanter can easily onboard customers and deliver consistent service while maintaining its return on investment.
Future plans

Looking to the future, Lanter aims for 100% market growth over the next 18 months while continuing to implement Sophos security into each client environment. Hunter is also investigating additional Sophos products, especially those that focus on security awareness and education for customers.

“Sophos’ next-gen XG Firewall is a standout, as it has the ability to cut a potentially infected or compromised user off the customer’s network before it causes further damage for the business.

• Lanter Technologies

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Managing Director
Lanter Technologies, Australia

To learn more about Sophos MSP Connect and join the program visit www.sophos.com/msp