SOPHOS

PARTNER CASE STUDY

SC Systems Sdn Bhd is a dynamic secured communications technology provider in Malaysia that provides integration services and cutting-edge security solutions. The company was founded in 2008 to solely distribute Sophos's range of award-winning security solutions, and has expanded over the years to include solutions from other security vendors.

Besides being the authorised Sophos Gold Partner in Malaysia and distributor in Sabah State, SC Systems is also a certified Sophos Education Provider that focuses in providing high-quality IT training solutions to corporate customers to meet their learning needs and help achieve their training objective.

"It was the business culture of Sophos and the excellent range of products and solutions that made us switch to Sophos. We were worried at the time of our initial setup, committing all our resources and time on the belief that Sophos would bring success to SC Systems, but the effort did pay off and we were thrilled to be awarded Sophos Partner of the Year for 2009, 2010 and 2012 in Malaysia."

CHARLES KONG,
GENERAL MANAGER OF SC SYSTEMS

Committed Team

The Sophos sales and support team has been working closely with SC Systems to overcome challenges ranging from business development and strategic account planning to sales.

"Sophos team plays a very significant role in supporting our operation in terms of business development, pre-sales and POC," commented Kong. "Sophos Malaysia has no doubt one of the most committed sales teams we have ever worked with in our many years of IT business. The Sophos team is flexible, passionate, trusted and helpful in ensuring our company grew and expanded in the shortest time frame. We are glad to have this great opportunity to work with the finest team in Sophos today."

Win-Win Partnership

According to Kong, Sophos Partner Program brought SC Systems significant accounts and great wins together.

The comprehensive portfolio of enablement tools, resources and marketing programmes of Sophos Partner Programme help SC Systems thrive. In addition, the extensive product portfolio and high customer renewal rate makes it easy for SC Systems to realise significant revenue gains year after year.

"Sophos enables our partners to leverage our 25+ years of experience, innovative products and outstanding reputation to their advantage. And, because we are 100% channel-focused, our partners can count on us to reinforce their efforts every step of the way," said Stuart Fisher, Managing Director, SOPHOS, APAC

"In a word, Sophos Partner Programme is a rewarding one particularly in areas of revenue generation and skills set transfer Compared with other channel programmes, Sophos Partner Programe makes it easy for us to achieve our business objectives and gives us the flexibility to grow our business in the long run," added Kong.

To find out how Sophos partner program can help your business thrive,

visit http://www.sophos.com/en-us/partners/reseller-partners.aspx

United Kingdom and Worldwide Sales:
Tel: +44 (0)8447 671131
Email: sales@sophos.com

North American Sales:
Toll Free: 1-866-866-2802
Email: nasales@sophos.com

Australia and New Zealand Sales:
Tel: +61 2 9409 9100
Email: sales@sophos.com.au

Asia Sales:
Tel : +65 62244168
Email : salesasia@sophos.com

Boston, USA | Oxford, UK
© Copyright 2012. Sophos Ltd. All rights reserved.
All trademarks are the property of their respective owners.
Sophos Customer Success Story 1.12v1.dNA

SOPHOS