



Partner-at-a-Glance

Integrity Office Ltd
Carlisle, UK

Industry
Education IT Security

Number of Employees
25

Website
www.integrityoffice.co.uk

Sophos Solutions
Sophos UTM

Sophos Partner
Since 1999

The brilliant RED box.

How Sophos helped Integrity Office cut the cost of deploying its VPNs.



"It's much more stable and robust, and I can't believe how incredibly simple it is to set up."

CHRIS DICKINSON
Director, Integrity Office



Integrity Office provides anything and everything a business needs for its computing. Based in Carlisle, it offers complete hardware and software solutions, as well as a dedicated IT support service for companies of all shapes and sizes.

"We've been a Sophos partner since 1999. Their products are best-of-breed, and when customers keep coming back and renewing, it's a sign that you're selling them the right thing."

CHRIS DICKINSON
Director, Integrity Office

Upgraded Training and Partnership



Chris Dickinson recognises the potential of the network security market. Year-on-year growth is

25–30%, compared with just 5–10% for endpoint security. So when his account manager at Sophos rang to say she wanted to take Integrity Office up a level, Chris was happy to invest the time to train up on the Sophos UTM offering. "I have no objection to getting better at what I do," says Chris, "and it's nice to be acknowledged as an important partner."

Introducing Sophos UTM

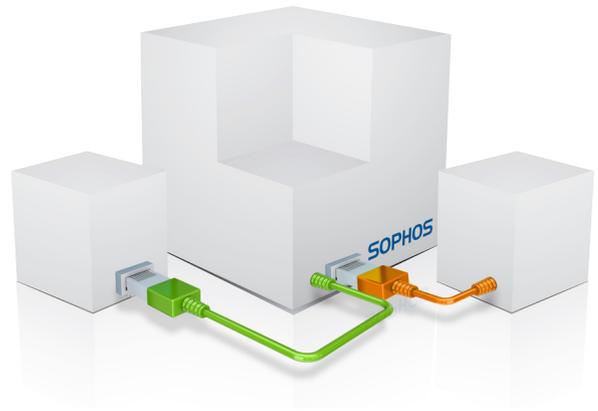


Sophos UTM is an Internet security appliance that can be deployed as software, virtual or hardware. It wraps up all a customer's network and endpoint security into a single-box management console.

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

“Sophos gives the Integrity office the back up they need to drive their business forward.”

CHRIS DICKINSON
Director, Integrity Office

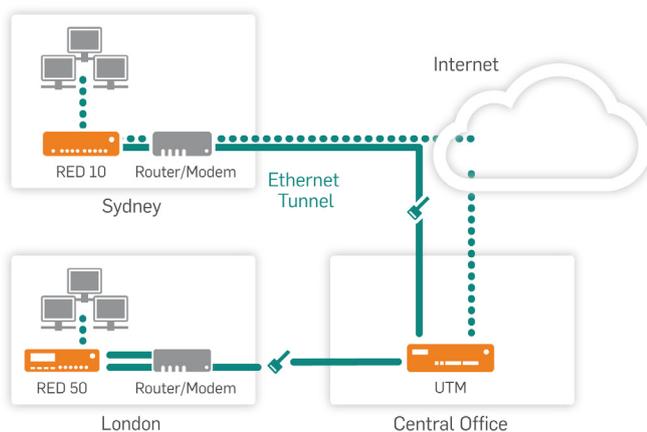


A Better Solution for Bridging Networks

Integrity Office had been selling a VPN solution to link up customers' offices and shops. However, it was the source of complex and time consuming problems, tying up the company's support team for hours and frustrating customers at the same time.

By contrast, Sophos's RED device can be deployed in minutes, and connects remote offices using SSL bridging. "It's much more stable and robust," commented Chris, "and I can't believe how incredibly simple it is to set up."

It's also half the cost of a traditional remote office link-up over a three-year deal, and – thanks to that – Integrity Office is about to install 22 RED devices in one customer's shops and head office.



The Definition of Partnership

Sophos UTM is a valuable product for Integrity Office to offer, but their partnership goes much deeper than a single product:

- › **Real humans** Chris has regular, productive contact with his account manager. "We have worked closely together to win some important deals".
- › **Sales support** Chris is committed to educating his customers about the importance of network security and runs regular seminars about it in Carlisle. When he asked Sophos staff for support, they immediately said yes, and offered to speak at the event.
- › **Technical backup** When Integrity Office has a technical problem, they have a personal relationship with people at Sophos, who can help them solve their problems quickly. It's not an anonymous help desk but real, named contacts – and that means a lot.

The relationship with Sophos is a key part of Integrity Office's business. Not only does Sophos give them effective products to sell, with significant up-sell and cross-sell possibilities, it also helps them unlock new market opportunities with products that are easier to sell, install and support than the systems they replace. But most of all, Sophos gives the Integrity Office team the back-up they need to drive their business forward and make the most of the opportunities that arise. That's the definition of partnership. That's Sophos.



Learn more about the
Sophos Partner Program.
Visit www.sophos.com/partners

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