



Partner-at-a-Glance

HBP Systems Ltd
Scunthorpe, UK

Industry

Accounting Software
and IT Support

Number of Employees

100+

Website

www.hbp-group.co.uk/
hbpsystems

Sophos Solutions

Sophos UTM

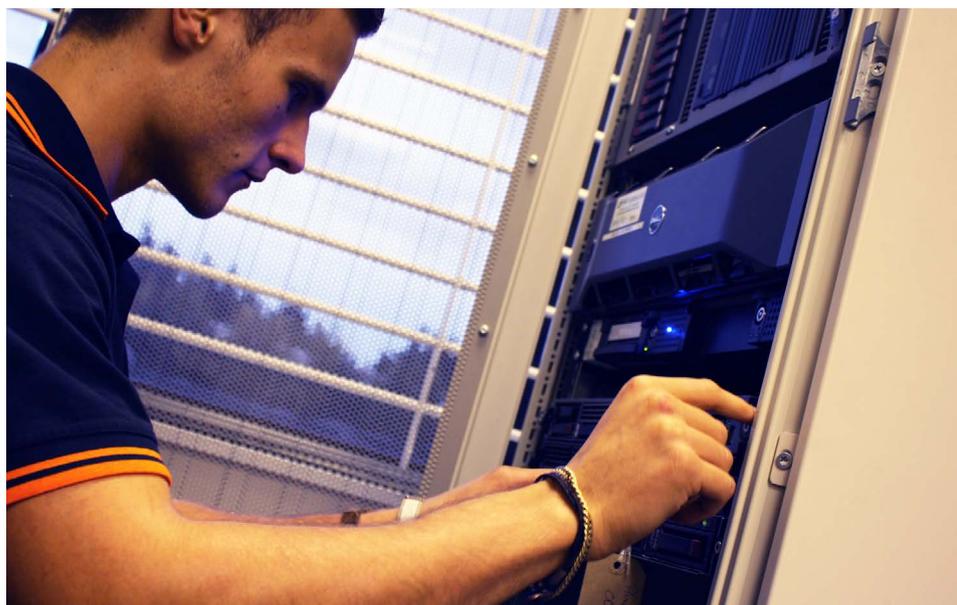
Sophos Partner

Since 2001

Sophos Status

Gold Solution Partner

HBP Systems use Sophos UTM because they know small firms need reliable hardware and software solutions to underpin their business operations.



“We find Sophos very good to work with. The account management team are excellent and their approach is a good fit with the way we operate.”

TONY PEARSON,
Technical Director, HBP Systems



HBP Systems Ltd have over 20 years experience in providing business management and accounting software which ensures complete control of finances, stock, customer relationships, sales, and much more.

"I think the Sophos UTM is a fantastic product, with some really good features, and it absolutely fits the type of businesses we're looking at. They're ahead of the game."

TONY PEARSON,
Technical Director, HBP Systems

Business Challenge

HBP Systems has been well aware of the importance of trust and plain speaking in its relationships with its customers as it has grown and consolidated. What started off in 1991 as a local Lincolnshire business offering Pegasus Opera accounts software and basic IT support, has grown to form the core of a group with over 100 employees. The company now has six offices, and provides IT support across the whole of the country.

IT support is a major part of their business. It also serves to cement long-term relationships and open the doors for the other elements of HBP's offering. The one thing Tony Pearson and colleagues like Oliver Nicoll, HBP's Network Account Manager, have to be sure about is that they provide consistent, robust, dependable systems that will not let their customers down. Technological excellence is essential, but HBP also needs to know it is working with suppliers that will match its own dedication to customer service and support.

“The corners haven't been cut, there is still 100% of what you need, but it's all there in a single affordable box' ”

OLIVER NICOLL

Network Account Manager, HBP Systems



Technology Solution

HBP uses Sophos UTM (Unified Threat Management) which allows SMEs to protect all their workstations and servers with a single solution, including firewall, web control, intrusion prevention, filtering, email security and anti-virus software.

“SMEs face the same range of threats as bigger companies,” says Oliver Nicoll, “including, for example, attacks where criminals try to take over the server and use it as a mail relay for spamming. Sophos has created a UTM solution that effectively blocks all kinds of attack, with enterprise-class security built in. The corners haven't been cut, there is still 100 per cent of what you need, but it's all there in a single affordable box.”

UTM protection is available in software, hardware and virtual appliance forms and can be matched very closely to the exact needs of the customer, from a handful of users right up to several thousands, making it ideal for HBP's client base.

“We're a service company,” says Tony Pearson. “It's about people. We try to think differently and offer a more personal service than our competitors. We will always try to be more flexible and imaginative – and that's what we see in Sophos, too. As a company, we find them very good to work with. The account management people are excellent and their approach is a good fit with the way we operate. They have got it spot on at the moment. In the last three or four years, I think it has gone from strength to strength.”

The partnership between HBP and Sophos is all about providing practical, cost-effective solutions that recognise the realities of small business life. Reliability, quality, flexibility and functionality are important. Price matters, but it is not always the key factor. HBP's promise to its customers is that they will always get value for money, and a solution that will support the things they need to do.

That means using the right technology for the situation, and Tony Pearson believes Sophos made a very shrewd move when it acquired Astaro in 2011. The combination produced a comprehensive network and endpoint security offering. “They took a completely fresh approach – not copying others but looking at the problems with fresh eyes,” he says. “I think Sophos UTM is a fantastic product, with some really good features, and it absolutely fits the type of businesses we're looking at. They're ahead of the game in several areas and they know how to make complicated things simple.”

Business Results

HBP's customers know that security is not just about protecting data or systems. It's about protecting the business itself and safeguarding its ability to operate, at a cost that an SME can afford.

“Even small companies can afford a high level of protection,” says Oliver Nicoll. “You could put the most basic UTM device into a small company and it might cost a few hundred pounds. The customer would then have something that was fully-customised and actively protecting the business. It wouldn't be all that different, functionally, from the protection you'd install for a business with a hundred users.”



One clear example of ingenious technology translating directly into better value for customers is the use of the Sophos RED (Remote Ethernet Device) box to slash installation costs. For Tony Pearson, this is the way technology should work, saving time and money.

“You plug in this small box – it’s called a RED box, but it’s actually white – into the internet and it creates a secure network tunnel back to the customer’s head office,” he says. “The simplicity of it is absolutely fantastic. It connects it all up automatically, where previously you would have had to send an engineer to the site to plug it all in and configure it.”

The close working relationship between HBP and Sophos is a business asset in itself, creating new business opportunities and helping both partners secure better results. Where both companies stand to benefit, special deals are sometimes configured – not just on pricing, but also involving extra features or services, extended support periods or other special arrangements. The account management relationship is seen, on both sides, as a tool for making good things happen.

“Because we can talk and have that sort of special relationship with Sophos, we can often work out a deal that will enable us to win business.” says Tony Pearson. “Helping us to sell more.”

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

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