SOPHOS

CASE STUDY

Since 2002 Globelink Infrastructure & Network Security has addressed the needs of clients who need quality specialists to help them solve their technology and security requirements. The company focuses on solving the security issues of NHS, local government, media and SME businesses.

Customer-at-a-Glance

Globelink Infrastructure & Network Security

Industry

IT Security

Sophos Solutions

Sophos UTM

Number of Employees

5

Year Purchased

2004





"Many of the innovations Sophos has introduced are unique to the market. These unique solutions make it possible for us to differentiate ourselves from other security consultants and better meet our clients' needs."

MARK ROBINSON
Director



To find out how Sophos products can help protect your organisation,

visit www.sophos.com/products

Business Challenge
Globelink first began offering

Globelink first began offering Sophos UTM to their UK clients in 2004. As a technology consultant service company, Globelink works with businesses to understand their needs and develop working solutions to solve the companies' security issues. Globelink technicians have a great deal of experience working with UTM solutions, and offering Sophos UTM gives the company the flexibility to provide clients with the deployment model and security functions they require.

Complete Security in Action

Sophos' complete security, centered around their UTM, have helped Globelink meet client demands and improve their marketability. They can approach customers with an integrated security solution set that solves security issues and is easy to manage.

"Many of the innovations Sophos has introduced, such as RED (Remote Ethernet Device) branch office security, and UTM-managed Wireless Security, as well as endpoint protection integrated into the UTM are unique to the market. These solutions make it possible for us to differentiate ourselves from other security consultants and better meet our clients' needs," said Mark Robinson, Director, Globelink.

A Partnership that Works

Mark also cited the Sophos UTM Manager as a reason for the company's success, as it lets the company manage all the UTM installations they administer for their clients from their headquarters. Additionally, having a local support team to back the company up has been a huge benefit for Globelink and their clients, as they know any issues will be resolved quickly.

Globelink is also seeing a high customer satisfaction rate from their Sophos customers, which has created a recurring revenue stream for the Sophos partner. Mark continued: "Customers with a high satisfaction rate are likely to renew their licences and purchase additional solutions and services, creating new opportunities for our business."

The company is seeing increased interest in Sophos' mobile protection offerings and anticipates these solutions will be a major factor in the company's growth in the coming years.

Mark concluded: "Sophos' continued innovations will help us expand our reach into our customers' networks as well as reach new markets. I expect our relationship with Sophos to remain a major part of our company's growth."

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