

## CASE STUDY

**ACE Ingenieurs & Adviesbureau** needed to upgrade its previous firewall system to offer more comprehensive **protection**. The company chose Sophos to provide not only next-generation firewall capabilities but also powerful protection for laptop and mobile users, along with a centralized console that simplifies management, maintenance, and reporting for the small IT staff.

### **Customer-at-a-Glance**

ACE

### **Industry**

Industrial Design and  
Engineering

### **Sophos Solutions**

Sophos UTM  
Sophos RED  
Sophos Endpoint Protection  
Sophos Safeguard Enterprise





**ACE Ingenieurs & Adviesbureau is a Netherlands-based design and engineering firm** with offices in Eindhoven and Delft in the Netherlands, Lummen and Gent in Belgium, and Luxembourg. With more than 200 employees, ACE provides product development, industrial automation, high-tech systems, and construction/appliance technologies for major industrial organizations throughout Europe.

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ARNO PIJNAPPELS,  
Coordinator of ICT, ACE Ingenieurs &  
Adviesbureau

## Business Challenge

With more than 200 employees spread across five offices and four business units, ACE places top priority on network and data security.

As coordinator of ICT, Arno Pijnappels is responsible for maintaining and securing all servers, network connections, and workstations including firewall and antivirus controls.

“As an IT team, we have two top security concerns. First, we must ensure system continuity, keeping systems operational to support the people who are generating revenues for the company. And second, we must establish that our environment is protected from external malware threats of all types,” Pijnappels notes. “That means protecting the network against unauthorized or malicious parties.”

With the company's previous firewall system nearing its end of life, ACE needed to migrate to a new solution. “As we began evaluating the choices on the market, we realized we wanted to step up to a next-generation solution that would provide much more than just a plain firewall. We needed Web filtering, integrated antivirus protection, and encryption for laptops,” Pijnappels says. “We saw an opportunity to close several security gaps that weren't being addressed by the previous system.”

Another important requirement was a solution that would enable Pijnappels and his small IT team to efficiently manage the entire security environment from a centralized location. Previously, ACE was relying on a disparate, multi-vendor collection of firewalls and routers which were managed where the devices were actually deployed. “We even had different vendors' equipment within individual offices. It was extremely difficult to manage and we were spread thin, having to travel physically to remote offices to maintain the systems,” he relates. “Without a universal management portal, we had to repeat tasks multiple times.”

## Technology Solution

After a lengthy evaluation process and a proof-of-concept installation, ACE selected Sophos UTM. “Of all of the vendors we evaluated, Sophos offered the best match for our requirements both today and into the future, and at a very attractive price point,” Pijnappels explains. “We also appreciated the fact that Sophos has a reseller here in the Netherlands.”

For business continuity, ACE has installed two Sophos UTM 320 high-availability devices at its main headquarters in Eindhoven, Netherlands. A separate Sophos UTM 120 is deployed at another site, with Sophos RED (Remote Ethernet Device) systems creating secure VPN tunnels that link the remaining offices to the corporate network. The simple and secure connection to headquarters is ideal for the smaller, remote ACE offices. The ACE Team can directly ship a RED device to a remote location without first having to configure it physically – making it an overall process easy for the team at headquarters and the remote sites. After deploying the RED appliance, Pijnappels can easily manage the remote office just as he does with the headquarters, while continuing to monitor web filtering across all sites. Additionally, Pijnappels can now extend the ACE global Wi-Fi networks, internally and to guests, resulting in increased visibility into and complete control of each location. The centralized management for Pijnappels and his team provides an opportunity to more easily manage all the ACE offices seamlessly.

As a longtime user of Sophos endpoint security, ACE saw another opportunity with the expiration of its endpoint subscription to roll the capability up into the broader UTM solution. ACE also migrated from its previous TrueCrypt encryption system to Sophos Safeguard Enterprise, offering complete encryption and data protection for the company's laptop users working offsite. “SafeGuard Enterprise gives us confidence that we are ensuring our sensitive corporate data will only be used and shared in authorized ways. It's also much easier to manage than the previous solution,” Pijnappels states.

## Centralized Management for Streamlined Security Operations

With the new Sophos solutions, Pijnappels and his team are now able to maintain and manage the entire ACE security ecosystem including all UTMs from a single enterprise console – without ever having to leave Eindhoven. He notes, “In the past, we might have had to use distributors' support to make changes to individual devices, and those changes could take a few days to implement. Now, we can use the Sophos interface that we're already familiar with to perform global maintenance and updates across the environment. Not only are we able to work faster and more efficiently, but it's easier to do a comprehensive job.”

Using the reporting capabilities in Sophos UTM, the team is able to easily generate daily reports of the overall health of the environment, as well as monthly high-level reports to share with upper management. “With just a couple of mouse clicks, we are able to see critical data such as our bandwidth usage over time, which malware threats are being intercepted and where, and which VPN connections are active,” Pijnappels remarks. “We can immediately see which areas of the network need closer monitoring, and we can use the data to evolve the system for future needs. Additionally, we have better accountability to our management and we're able to demonstrate how we can resolve issues without data loss and without business interruption. This type of intelligence simply wasn't available to us before Sophos.”



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## Next Step – Securing Mobile Devices

With the success of Sophos UTM, Safeguard Enterprise, and Endpoint Protection, Pijnappels and his team are now making plans to roll out a security solution for mobile devices. “Our employees are using both their own as well as company smartphones and tablets to access the network, and we need to ensure that this is happening in a secure manner that does not place data at risk. It’s especially important with the upcoming European Union regulations for protecting citizens’ personal data,” he explains. “Sophos Mobile Control is the logical choice because it offers comprehensive protection that’s integrated into the UTM console.”

“We know we can count on fantastic support from Sophos, and the ability to deploy a comprehensive, single-vendor solution that can be easily maintained from a single console means that we can better protect our environment at a lower cost,” adds Pijnappels.

To find out more about Sophos Solutions, call (0)8447 671131 or email [sales@sophos.com](mailto:sales@sophos.com)

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

North American Sales  
Toll Free: 1-866-866-2802  
Email: [nasales@sophos.com](mailto:nasales@sophos.com)

Australia and New Zealand Sales  
Tel: +61 2 9409 9100  
Email: [sales@sophos.com.au](mailto:sales@sophos.com.au)

Asia Sales  
Tel: +65 62244168  
Email: [salesasia@sophos.com](mailto:salesasia@sophos.com)