

## CHALLENGE

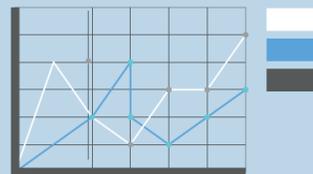
Infrastructure was required to protect patents, designs & models from getting into a competitor's hands



PPK grew from 15 to 120 staff, in less than 12 months

# 15

This rapid growth meant securing IT infrastructure became a **PRIORITY** for the company



## SOPHOS SOLUTION

Cloud Enduser Protection, 25 Cloud Server Licenses, 150 users

 Grow with the business



 45 day trial opportunity before committing

 Instant deployment; easy to monitor, update and maintain

 Requires no infrastructure to house it

 Maximum security minimum effort

## RESULTS



More time for IT staff to focus on growing the **BUSINESS**

 **SIMPLE SECURITY**  
anywhere, anytime and on any network



Low initial outlay and ongoing management costs

# SIMON BURLEY

[PPK Group's IT Manager]



## Tell us a little bit about PPK?

PPK Group was established back in December 1994 and was originally focused on the manufacture and importation of plastics products. In 2006, we refocused the business around property investments. Then in November 2013, the company shifted focus once more, as we branched out into the provision of services and equipment for the coal mining industry.

## Why did you need to secure your business all of a sudden?

Following a period of strong growth, which saw our staff numbers swell from 15 to 120 in less than 12 months, we needed to secure our corporate infrastructure in order to monitor, update and protect our geographically disparate workforce with flexibility and ease.

It is important for us to protect our intellectual property to prevent our patents, designs and models getting into a competitor's hands, which could cause big problems for the business.

## What were you looking for in an IT security provider?

We wanted a best-of-breed security solution that would protect our users and protect them well. We also wanted a solution that matched the needs of the business and could scale up as it continues to grow. Finally, we needed to ensure our environment was secure and our IP protected, without compromising on the organisation's productivity.

## What steps did you take before choosing a security system?

We approached business technology solutions company Aryon for their advice and assistance on the project. The team there, in particular Managing Director Dean Bartlett, recommend Sophos Cloud because it is easy to deploy, easy to manage and easy to administer. Since we are working with a limited number of IT personnel within the organisation, this sounded great.



## How has this impacted the business?

Sophos Cloud has brought a high level of control over our IT security and freed up staff to focus on growing the business, rather than simply keeping the wheels turning.

Having a geographically dispersed work environment as we do, it's very beneficial to know remote machines are updating automatically, as we now have full visibility around reporting on those devices. Basically, we have control anywhere, anytime and on any network, together with ease of management through a Cloud-hosted console.

## Would you recommend Sophos Cloud to others?

There's no doubt Sophos Cloud has exceeded our expectations - from managing remote machines to updating policy and being able to see where machines are in real time from a disparate network.

There's no need for us to worry about version upgrades or moving databases from server to server. It's also automated a process we would typically spend a lot of time and resources on managing internally. Now we can focus on managing the end points and the policies, rather than the software itself.

## What are your plans for your IT infrastructure in the near future?

Functionality-wise, there is going to be a lot of additional development going into this particular platform down the track, which we are excited to see.

Looking ahead, we plan to engage Sophos to develop additional Mobile Device Management capabilities, as MDM technology matures.

We then met with Sophos to discuss our requirements and were given the opportunity to progress through a trial, with minimal capital investment. This ensured we had a deeper understanding of Cloud, a set expectation of what the solution could deliver for the business and the assurance it was the correct strategy for them to pursue, before deciding to commit.

It was great because Sophos Cloud has no infrastructure requirement; so for us to actually go ahead with the six-week trial, it was simply a case of committing the time and making that assessment.

## Sounds like a very simple process! How did the rollout out go?

Sophos Cloud was quick and easy to deploy, monitor and pinpoint where all our machines are at. Once deployed, management of those machines is simple; we can even force updates to maintain adherence to policy and roll out new policies as needed. For our business, this is far more beneficial than an on-premise managed solution, which would require the implementation of an infrastructure to house it.

We also benefit from Sophos Cloud licencing, which is based on the amount of users, as opposed to the device-based pricing.

## What have the key benefits been so far?

We have already enjoyed significant benefits in terms of ease of setting up, low initial outlay and on-going management costs, and superior visibility and control.

The beauty of the solution was it was very easy to implement – requiring less than a couple of hours' installation and configuration, even with no prior knowledge of the product.

It is also very low in administration overheads. For the most part, once Sophos Cloud is deployed, it is almost a case of set and forget.