A new datacentre prompts a move to Sophos Central at **KEW Electrical**

Established in 1996, KEW Electrical is an independent electrical wholesaler with a network of 28 branches predominantly in the South of England, as well as Belfast covering Northern Ireland. Proud members of the Fegime buying group, KEW is led by a board of directors each with over 30 years of electrical wholesaling experience.

CUSTOMER-AT-A-GLANCE

KEW
ELECTRICAL

Electrical wholesaler

Industry
Manufacturing

Sophos Customer
Since 2014

Number of Users
220

Sophos Solutions
Sophos Central
Intercept X Advanced

'Sophos just runs in the background with no hassle. There are no hiccups and it saves us time.'

Ben Parks, IT Manager, KEW Electrical

'Pre-installed antivirus software tends to be invasive and more of a curse than a blessing, so we always remove it and replace it with Sophos.'

Ben Parks, IT Manager, KEW Electrical

A Sophos customer since 2014, KEW Electrical decided to re-examine its IT security options when moving its server infrastructure to a new datacentre. Because of the benefits Sophos Central provided, KEW decided to stick with Sophos, even with McAfee already pre-installed on a suite of new PCs – which was promptly removed.

Intro

Together, Sophos and Sophos partner PAV have helped KEW Electrical to transition to Sophos Cloud, a decision that KEW is extremely pleased they made. KEW trusts in PAV for unbiased and reliable advice, while Sophos supplies the company with IT security they can count on – plus it saves them time.

Business challenges

A growing company, KEW needed to move its server infrastructure to a new datacentre that would be able to cope with greater demand from increasing workloads. The move compelled the IT team at KEW to ask themselves if the existing solutions they had in use were still the most suitable for them. Every PC the company buys is pre-installed with McAfee software, so using this software could have been an option, but KEW decided not to pursue this plan.

One big consideration with IT security at KEW is the number of large PDF files the company sends and receives. These include architects' drawings of buildings, specification sheets or images of the electrical equipment required. As a result, the risk of a KEW staff member opening an infected PDF and affecting company systems is high.

The technical solution

After minimal discussion at KEW, the company's IT Manager Ben Parks decided the best option was for KEW to continue using Sophos and move to cloud-based Sophos Central and Intercept X Advanced. "Sophos has always been a nice offering and Sophos Cloud was the next obvious step for us," says Ben. "It gives us a head start against malware and viruses, and it gives us peace of mind."

Business benefits

Ben is delighted he chose to continue using Sophos rather than searching around for different solutions. In addition to getting a "very reasonable price" for a three-year contract, he also believes KEW's IT team has more time available because Sophos is so easy to manage. "Apart from a few prompts from time to time, Sophos just keeps out of the way," says Ben. KEW is also experiencing further benefits including:

‣ Time savings: No needless logins for the IT team who now just log in once

‣ Secure files: Full protection against potentially infected PDF files that staff send and receive daily

‣ Data security: A solution that supports the company's GDPR policy and keeps customer data safe

‣ A simple switch: A rapid and easy move to Sophos Cloud – it took just one day and was carried out by Sophos partner PAV

‣ Information at their fingertips: Quick and easy access to information because it is all stored in one place

‣ Futureproof: Nothing ever goes out of date with Sophos Cloud and automatic updates

‣ Convenience: It just works: "there's no tinkering required," says Ben

‣ Excellent service: Sophos partner PAV is always "helpful, competent, and suggest[s] the best vendors"

"We had outgrown our old on-premises solution and datacentre, and a switch to Sophos Cloud seemed like the next phase, rather than looking elsewhere," says Ben. "We had no reason to change vendor. With Sophos Cloud, management is so easy and carrying out standard tasks is super quick. We're glad we stuck with Sophos and didn't jump around switching vendors."

'We originally sold KEW Sophos a number of years ago. As KEW has grown, we have expanded the solution and recently moved them to Sophos Central and Intercept X Advanced. We delivered a full install and manage service for them. We have also had a successful relationship with Sophos for many years and have seen the products continually providing an excellent level of protection across our customer base. We will continue to help KEW adopt the new functionality that Sophos is planning to release over the coming months.'

Andy Naym, Client Director, PAV
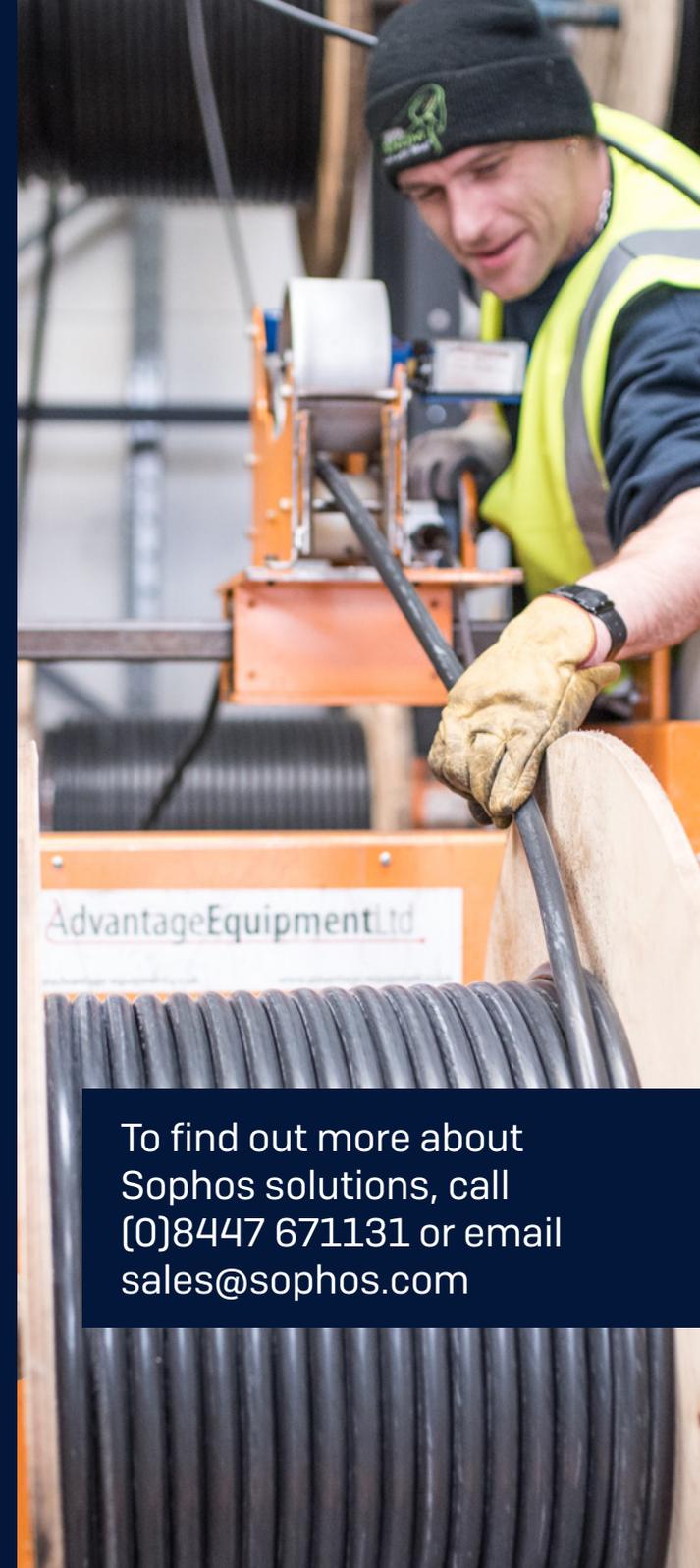
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