

Consolidating to a Best of Breed Security System

How many IT security vendors do you work with to keep your users safe? Is it an easy number to name off the top of your head? How many hours do you spend on administration, jumping from vendor platform to vendor platform? And how much time do you spend making sure those different applications and programs play well together?

If you think there must be a better way to handle IT security, you're right. Consolidating your protection needs under a single, synchronized option can protect you and your users better, make your task to keep your data safe easier, and provide a better ROI by saving time and money.

This paper explores the benefits of streamlining your security with a single vendor. It also explores the Sophos synchronized security portfolio and how it enables businesses of all sizes to achieve this goal.

Introduction

Whether it's overworked staff or security solutions that work well alone but don't communicate with each other sufficiently, there are many stumbling blocks preventing IT security personnel from feeling truly confident they can respond to incoming and ever-evolving threats.

In a 2015 survey by ISACA, only roughly 60% of correspondents said they felt they were able to detect, respond to, and stop an APT attack (and less than 20% felt "very able" to do the same). That lack of 100% confidence speaks to security across the board – the modern threat landscape demands you have comprehensive protection with multiple solutions working together in unison. Consolidating your security on a single, synchronized platform can remove many of the obstacles we face.

Better Protection

As an industry, we've always pursued the best products to keep our users and data safe. This has often meant juggling many, many contracts, licenses, and more. But what if you could get optimized security under one umbrella program? And better yet: what if, because of that umbrella, all of your security programs had the ability to talk to each other and share information to provide a better barrier to external threats on the web and beyond?

Curious? Let's talk about synchronized security.

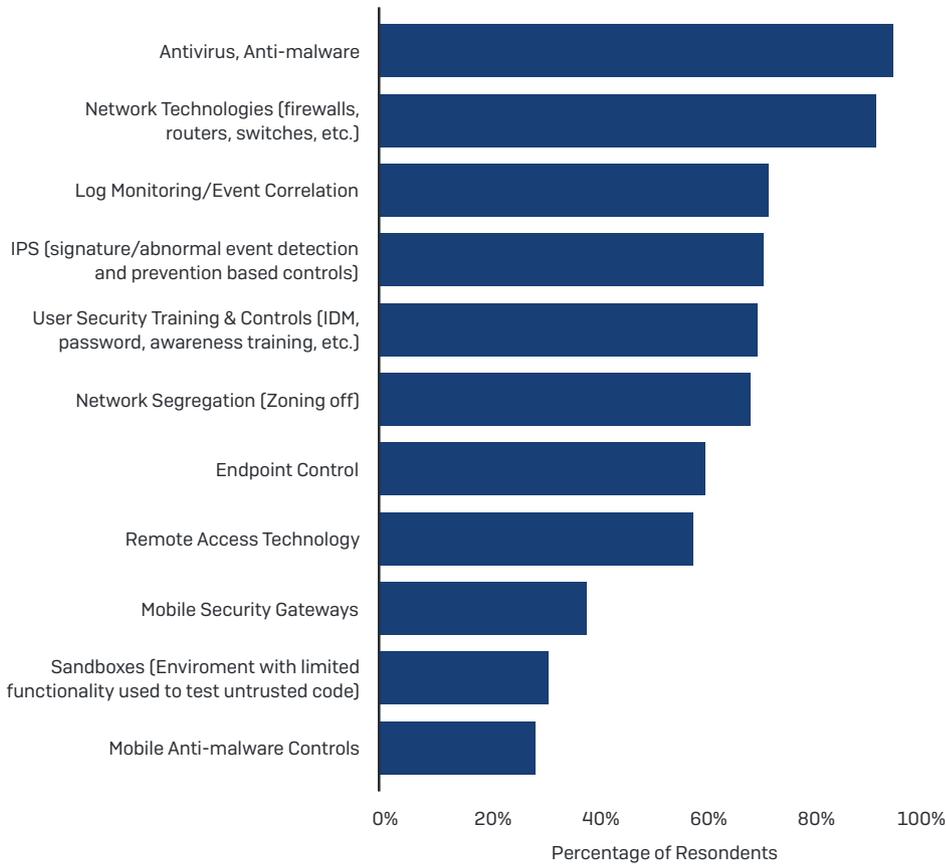
Most organizations have some form of protection against attacks. According to the 2015 ISACA report, 95% of respondents are using antivirus or anti-malware controls, and nearly as many make use of some sort of network technology like firewalls and routers. Half to three-quarters of respondents use options like log monitoring, user security training and controls, and endpoint control.

The good news is: these protections are out there. The bad news is: there's a good chance you're managing and micromanaging every single one of these controls, often through different vendors and separate control panels. Plus each product works in isolation, delivering specific protection capabilities but not working as part of a wider system. Rather like a group of individual security guards who protect their own area but don't share any security concerns with the rest of the team.

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Arno Pijnappels,
Coordinator of ICT, ACE
Ingenieurs & Adviesbureau

Which specific controls is your enterprise using to protect sensitive data from APT attacks?

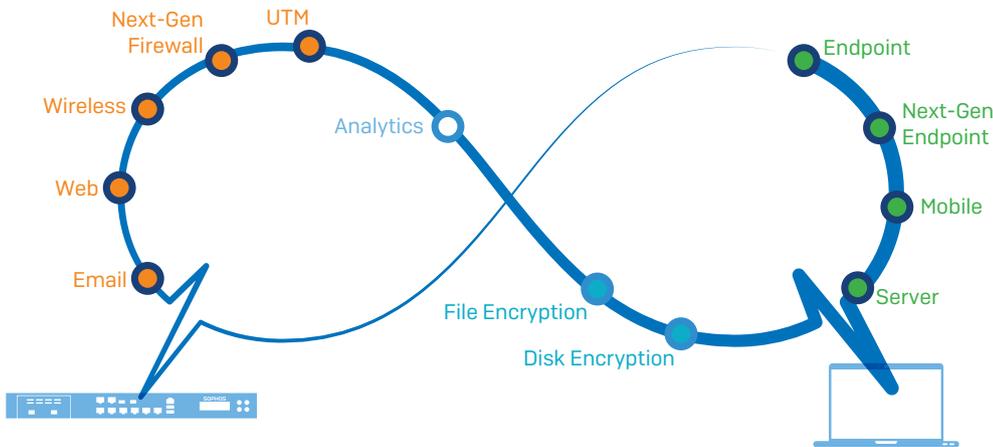


Source: ISACA 2015, 2015 Advanced Persistent Threat Awareness – Third Annual

With a synchronized security approach all your security solutions are built specifically with the ability to talk to each other. Because these programs work together, they provide enhanced threat protection and a more rapid incident response capability.

Introducing the Sophos Synchronized Security Portfolio

With Sophos you can meet all your security needs under one roof, from one vendor. Our solutions work together, sharing security information and taking immediate action if a threat is discovered in any part of the system. It's like giving you security guards radios so they can let each other know when they spot something concerning and then take any necessary steps.



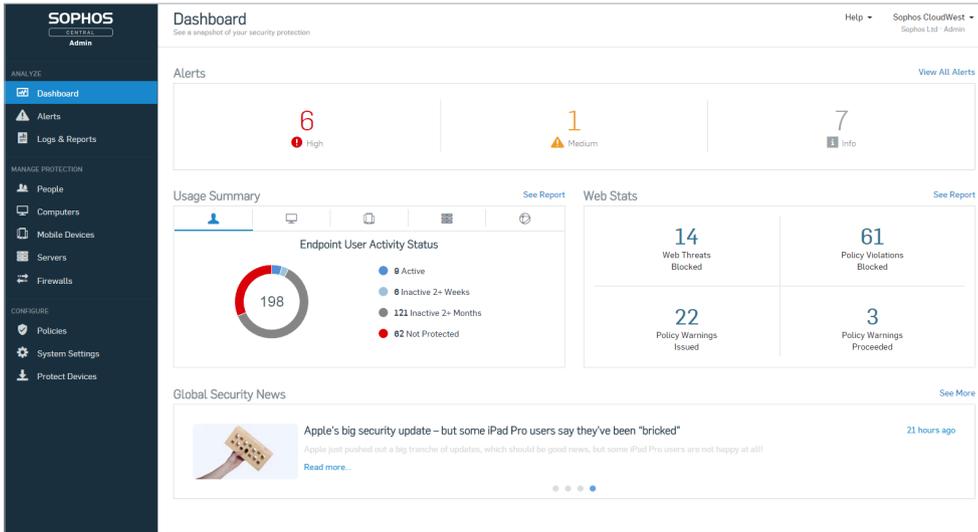
The Sophos Synchronized Security Portfolio

Think of your security like a wall or fence. You can build one from different materials, but there's a chance for gaps where pieces aren't fitting together ideally. With Sophos, you've got one consolidated solution that covers every need and every risk. And they're made to fit together, so no holes in your wall or gaps in your fence.

The best part of a synchronized security approach: the fence fixes itself. By using integrated solutions, intelligence about existing and new threats is shared between those solutions and response is automated to address them immediately.

Simpler Management

How many dashboards did you look at today? Wouldn't it be nice to have a single, consolidated console where all your security solutions were all visible at the same time? By consolidating your protection on the Sophos Central platform you can manage all your security products through a single pane of glass.



Sophos Central: One Consolidated Management Platform For All Your Security Solutions

Consolidating on Sophos Central means working with just one vendor—with patches, updates, and troubleshooting flowing from the same location. You'll require fewer meetings and phone calls and scale back on overhead.

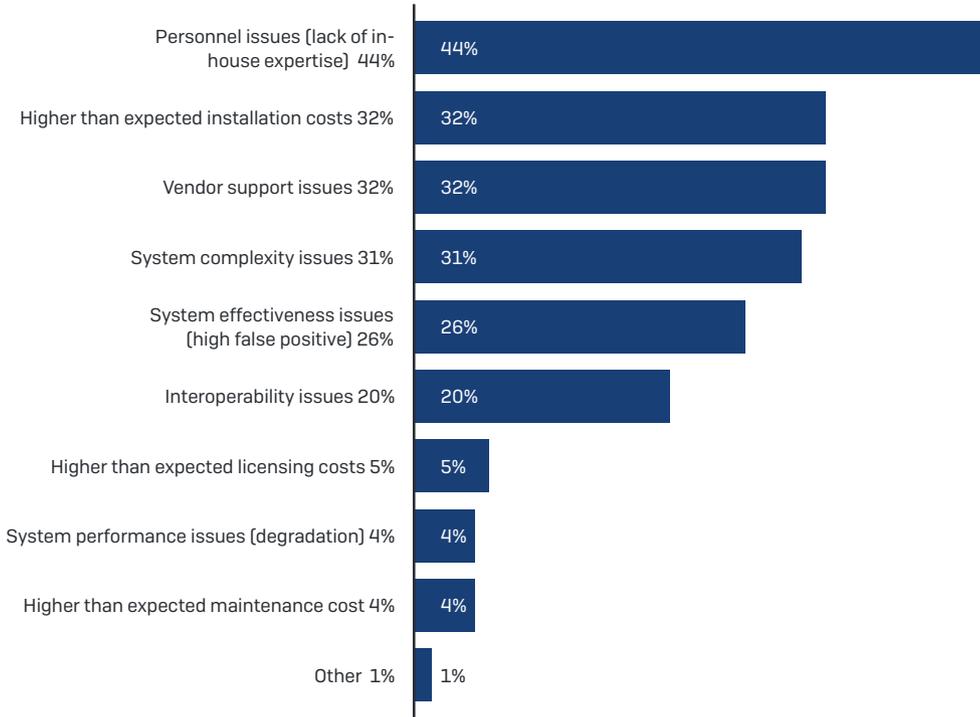
Too Many Vendors, Too Little Time

There's a critical shortage of IT specialists in the field right now. In fact, according to a recent Enterprise Strategy Group report, "...46% of organizations now claim they have a problematic shortage of cybersecurity skills... up significantly from last year 28%."

This is further reinforced by the Ponemon Institute which found in a recent study that 44% of companies regret investments due to lack of in-house expertise.

*Source: ESG Research Blog, High-Demand Cybersecurity Skill Sets, May, 2016

Why companies regret some of their investments in enabling technologies. [Two responses permitted]



“From a day-to-day perspective, Sophos products have made my life easier. They are excellent because the solutions perform exactly as promised.”

George Lopes,
Community Living Toronto

Source: Ponemon Institute 2015, 2015 Global Study on IT Security Spending & Investments

For the number of threats and amount of work that must be done to keep an organization’s data safe, streamlining and simplifying your processes is invaluable.

By consolidating on a single, synchronized security platform, you’re cutting down on man hours spent updating and patching, moving between dashboards, and even time spent talking with vendors. You get top tier security through a single pane of glass.

Better ROI

A single vendor provides you a chance to increase your buying power and work it to your advantage. Your consolidated business is something they'll strive to achieve.

Meanwhile, by bundling your products together, there's an inherent savings—look at the price of consolidated services versus point products and see on average what you'll save.

But it's not just about the money, is it? It's about security—and efficiency. With one vendor, you're looking at reduced day-to-day IT management. Less training, administration, and support can bring those costly hours down.

By consolidating on a single, synchronized security platform, you're dealing with products made to work together. No complex plumbing to convince unrelated products to work together in harmony—a combined Sophos solution already has that umbrella ready. Its products that talk to each other naturally. Updates are easier, they happen instantly from the cloud. Automation takes the guesswork – and the scrambling to make updates happen quickly – out of the equation.

Get better protection with Sophos

Organizations around the world are reaping the rewards of consolidation with Sophos.

Our comprehensive portfolio of award-winning solutions enables you to meet all your security needs with a single vendor:

- Next-Gen Endpoint
- UTM/ Next-Gen Firewall
- Encryption
- Email
- Web
- WiFi
- Mobile
- Server

Take a look at the examples below and see how you can get better security and save time and money with Sophos.

ACE Ingenieurs & Adviesbureau (Belgium, Netherlands and Luxembourg)

With more than 200 employees spread across five offices and four business units, ACE places top priority on network and data security. By unifying their security with Sophos they have:

- Simplified management, maintenance, and reporting – essential for their small IT staff
- Gained better accountability to management
- Closed several security gaps that weren't being addressed by the previous system.
- Enabled the team to efficiently manage the entire security environment from a centralized location.
- Enjoyed financial savings.

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Community Living Toronto (Canada)

As a large non-profit with over 80 locations, Community Living Toronto needed more comprehensive protection than its multivendor security environment could provide. By consolidating their IT security with Sophos they have:

- Enhanced threat protection – Sophos removed malware infections that other security systems couldn't resolve, and they haven't had a major virus attack since.
- Simplified IT security management.
- Improved network performance.
- Reduced IT team workload.

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The Health Informatics Trust (UK)

UK-based THIS is undergoing an extensive period of growth. By consolidating with Sophos they have:

- Saved £120k over a three-year period
- Gained a centralized console for simple, easy management
- Reduced staff required to manage the solution

Conclusion

In the face of staffing shortages and budget constraints, businesses of all sizes are struggling to provide adequate defense against the ever-building threats their IT security faces. By consolidating your security solutions on a single, synchronized platform you enjoy better protection, simpler, easier security management, and an overall stronger RoI. More and more customers are getting off the security treadmill and switching to synchronized security from Sophos. It gives you one platform, one management interface and one agent for all your security: from next-gen endpoint and UTM/ firewall, to web, email, WIFI, encryption and more. With Sophos you enjoy award-winning products that work together to deliver best of breed protection as a system.

For more information and to start your free trial visit www.sophos.com

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