ALMIS International brings IT in-house and saves £3,500 with Sophos

Edinburgh-based ALMIS International was founded in 1992 and offers a comprehensive suite of software solutions promoting compliance, efficiency, and insight in bank treasury activities. These solutions are licensed in the U.K. and internationally by a client base of over 65 small- and medium-sized banking institutions.

ALMIS International had outsourced its IT operations and support for approximately 20 years. Due to company growth as well as service issues with its external IT provider, the decision was made to establish its own internal IT team. As a result, Sophos was introduced in 2019 and the company says "it has proved its worth."

CUSTOMER-AT-A-GLANCE

ALMIS International

Industry
Banking

Website
www.almis.co.uk

Number of Users
24 users and 30 servers

Sophos Solutions
Endpoint Intercept Advance with EDR
Server Intercept Advance with EDR
Sophos XG Firewalls

Intro

Rob Brown is IT systems manager at ALMIS International. He was brought in to manage the company's IT when the new department was founded in 2019. Rob had previous experience with Sophos and, as a result, he shortlisted the company as one of the candidates to provide IT security. Read on to find out why Rob soon discovered he had to start a new IT security design to encompass all of the company's current and future needs.

Business challenges

Rob discovered there was very little in the way of handover notes from the previous outsourced IT company. It was almost a case of starting from scratch – and quickly – given that the vanilla security solution in situ could not be easily enhanced for a growing corporate business. Multiple aspects of a modern security system were not present and it would need substantial additional investment to add in third-party solutions.

Drawing on 15 years of experience working in IT in various sectors and environments, Rob drew up a list of ways to enhance the company's IT infrastructure. One of the priority projects was to drastically revamp the security platform to cover the on-premise and cloud infrastructures. The chosen security product had to be comprehensive, competent, scalable and cost effective.

The technical solution

Sophos partner CDW provided the quote for the required Sophos solutions, and Rob pitched these to the management team. Approval was quickly given for a full migration of both software and hardware to Sophos solutions. The migration was completed in less than a fortnight. According to Rob: "CDW and Sophos were very helpful throughout," and "Sophos installs were a breeze."

The products Rob chose in order to keep the platform safe included:

‣ Endpoint Intercept Advance with EDR
   Integrates the industry's top-rated malware detection, top-rated exploit protection, and intelligent endpoint detection and response (EDR).

‣ Server Intercept Advance with EDR
   Protects the company's cloud and on-premises server environments from the latest malware threats, with complete visibility and control of the estate.

‣ Sophos XG Firewalls
   Provide total visibility into the company's network, users and applications directly from the control centre with rich on-box reporting.

"With 24 users and 30 servers, our setup here is complex," says Rob. "Yet Sophos has always worked very well and the products are continually improving."

'After realising we must evolve protection to a degree suitable for a business environment, we turned to Sophos for a synchronised solution to protect us from all types of exploits in one single platform.'

Rob Brown
IT Systems Manager
ALMIS International

Business benefits

Convenience, competitive pricing, and simple billing are all benefits Rob says he experiences thanks to Sophos. He also enjoys working with Sophos as he believes it is a company he can trust while building good relationships with the people who work there.

Regarding the security solutions, he particularly likes the single point of control, the reporting, and the easy interaction he has with the products. ALMIS International has also been able to save thousands of pounds. "Sophos has saved us around £3,500 over three years compared to paying our previous outsourced IT provider," says Rob. "Plus we really don't have to do much with it. It's seamless for us to manage and seamless from a user's point of view as well."

'Attackers have become smarter, yet Sophos has spent millions making IT security products better through machine learning.'

Rob Brown
IT Systems Manager
ALMIS International

To find out more about Sophos solutions, call (0)8447 671131 or email sales@sophos.com.

SOPHOS