



## Sophos offers partners new Complete Security Suites to meet clients' changing needs

Complete Security Suites mean better protection, simplified management and cost savings for customers

Sydney, Australia, 16 May 2012 – In response to partner and customer demand, Sophos today introduced new Complete Security Suites; Web Protection, Data Protection and Complete Security. These suites offer Sophos partners the tools they need to help their clients address the evolving security challenges IT departments are facing due to the consumerisation of IT, the rise of advanced persistent threats, and an increase in malware. The Complete Security Suites combine key functions like endpoint, data and web and email protection, along with mobile device management and protection for Microsoft Exchange and SharePoint. The new offerings give partners a competitive edge in the industry—one vendor, one license, ease of management and deployment. And the array of market-leading solutions creates even more secure environments for their clients at a greater value.

“As a managed service provider, we are our clients' IT departments, so keeping management costs down is critical to our business,” said Marcus Bearden, vice president of technology, Carceron.

“The centralised management of Sophos' Complete Security Suites will reduce our administrative costs, thus reducing costs for our customers—a true win-win. Additionally, they will allow us to offer our clients a better value than an a la carte model while satisfying all their security needs.”

The Complete Security Suites will also shorten the sales cycle for Sophos partners as clients no longer have to evaluate individual solutions in order to solve each security challenge. Instead, they are able to offer solutions that work together—across all points—from a trusted provider.

“Our clients face an ever-changing variety of new security challenges. Since IT managers are already tasked with accomplishing more while using less resources, we need to provide solutions that quickly address all the different aspects of IT security,” said Stephen Merritt, software partner manager, SHI International. “Evaluating multiple security solutions is time consuming for both us and our customers, so the ability to present a single, dynamic and scalable bundle that meets all a customer's security needs helps keep their focus on other initiatives within an environment they are confident is secure.”

“We recognise that partners are operating in a competitive environment, so they need tools that will help them meet their clients' demands for stronger security systems,” said John Shaw, vice president product management Sophos. “We have built this complete security system for IT because IT teams shouldn't have to spend time determining which of their point security products is at fault every time they have a problem, only to find that the problem is that the point products don't work together. With our suites, customers know it's always Sophos securing them, and they can be confident that they will be backed by both our industry-leading support and our excellent partners.”

For additional information on the new Complete Security Suites, please visit: <http://www.sophos.com/en-us/products/complete.aspx>.

### About Sophos

More than 100 million users in 150 countries rely on Sophos' complete security solutions as the best protection against complex threats and data loss. Simple to deploy, manage, and use, Sophos' award-winning encryption, endpoint security, web, email, mobile and network security solutions are backed by SophosLabs - a global network of threat intelligence centres.

Sophos is headquartered in Boston, US and Oxford, UK. More information is available at [www.sophos.com](http://www.sophos.com).

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