

SUCCESS STORY

Buckinghamshire Council

A large-scale project helping a network of Buckinghamshire schools to secure their endpoints and ensure their students were safe online. As a returning customer, Buckinghamshire Council were looking to review and renew their Sophos service.

Sector Local Government

People 1,500+

Solutions Sophos Central X Advanced for Endpoint and Servers

The Challenge

Buckinghamshire Council needed to ensure cyber security and compliance across multiple schools within their district, with a requirement for CyberLab to maintain the security systems that we implement.

With a newly appointed Technical Team Leader heading the council's internal team, it was imperative to secure the best commercial offering.



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The Solution

Over the years spent with CyberLab, Buckinghamshire Council has moved from Sophos Enterprise to Sophos Central, and then Sophos Intercept X. The most recent renewal review led them to upgrade to Sophos Central Intercept X Advanced for Endpoints and Servers to meet the challenges they were facing.

As a local government organisation, Buckinghamshire Council had budget constraints to consider. CyberLab were able to leverage our vendor relationships and ensure that the Council and the schools they serve had the best offering at the right commercials.

The Outcome

With the successful implementation of Sophos Central Intercept X Advanced, Buckinghamshire Council has been able to communicate the benefits and technological advances across the schools they serve.

Initially looking to purchase 30,000 licenses for their schools, with CyberLab's support, they were able to increase this to just over 40,000 licenses within the same budget. This means the Council is now able to offer their schools a solution at a cost that cannot be matched by other providers.

CyberLab added value throughout the process by providing a consultative approach and managing the commercials between the Council and Sophos to provide an unmatched price point for their schools. Schools across Buckinghamshire can now move forward with the peace of mind that their systems are secure.

"CyberLab are always there to help. Being able to pick up the phone or email and have access to a dedicated account manager who is always there to assist provides excellent value for us. Not only when it comes to renewal but also throughout any period of the contract, CyberLab are able to support and provide guidance."

Simon Hobdell,
Technical Team Leader,
Buckinghamshire Council



ABOUT THE SERVICES AND SOLUTIONS FEATURED

Sophos Intercept X with XDR

Sophos' comprehensive suite of security services and solutions makes them a dependable choice for maintaining a strong security posture.

Sophos Intercept X prevents attacks with a unique combination of deep learning malware detection, exploit prevention, anti-ransomware, and more.

Intercept X is the first XDR solution designed for IT administrators and security analysts to solve IT operations and threat hunting use cases. It allows you to ask any question about what has happened in the past, and what is currently happening on your endpoints. You can leverage Intercept X for threat hunting and detecting active adversaries or use it to maintain your IT security hygiene.

When an issue is found, you are able to respond remotely and with precision.

Our People. Our Platform. Protects You.

CyberLab is a specialist cyber security company that provides a wide range of security solutions and services.

Your one-stop cyber security advisor, the CyberLab team is equipped with the right technology, knowledge, and expertise to help businesses of all sizes, including large public sector organisations.

By leveraging world-class technology, decades of experience, and our vendor partnerships, we have helped to secure thousands of organisations across the UK.

Our unique Detect, Protect, Support approach makes us the perfect partner to review and reenforce your cyber security defences.



Speak With an Expert

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