

Kristallis accounting

Customer-at-a-Glance

Kristallis Accounting is a family-run business founded in 1977 by Con Kristallis and operated since 2002 by his son Andrew Kristallis. As a modern and progressive accounting firm, Kristallis Accounting provides the insights, strategy, and practices to deliver real business results to its customers. The firm offers a range of accounting solutions to its clients, from business activity statements to tax return assistance.

Website

- › kristallis.com.au

Industry

- › Professional services

Number of Users

- › 10 employees in Australia and the Philippines
- › More than 1,000 customers – both businesses and individuals

Challenges

- › Operates in a highly-regulated industry
- › Required to secure data in networks and at the endpoint across two office locations in two different countries
- › Employees regularly targeted by phishing and ransomware attacks
- › Limited staff awareness of cybersecurity issues and attacker tactics
- › Need for a more holistic IT and cybersecurity strategy

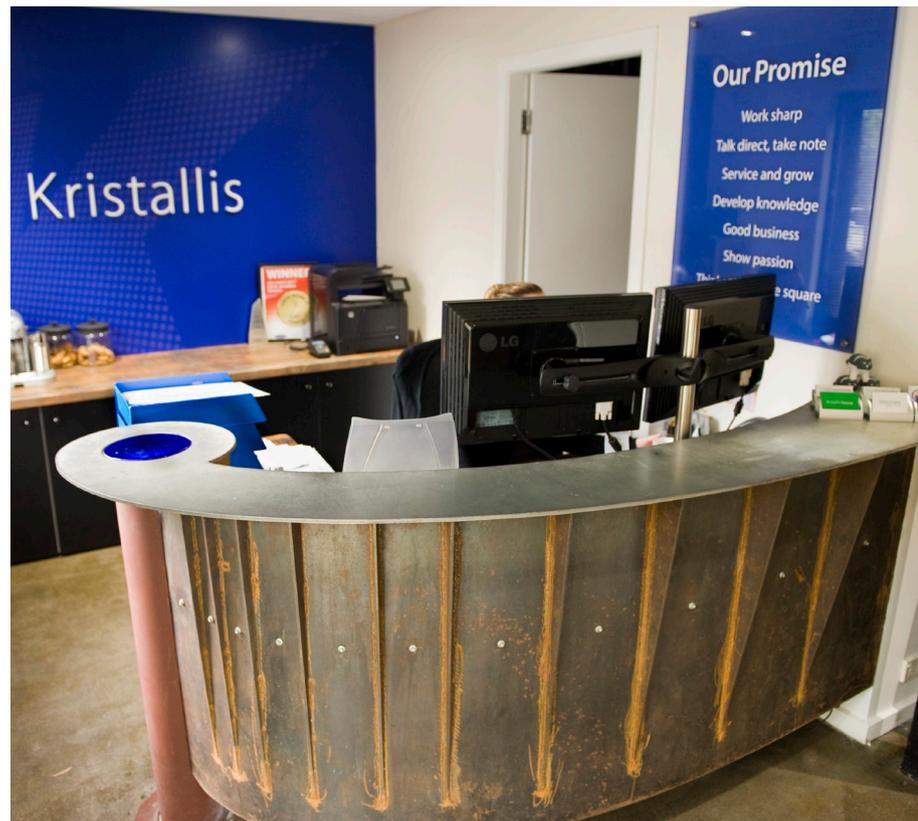
Sophos Solutions

- › Sophos XG105 and VPN
- › Sophos Intercept X Endpoint
- › Sophos Phish Threat

Sophos Customer

- › Since October 2017

Kristallis Accounting secures customer data in two countries with Sophos





'You hear about cybersecurity attacks all the time. Small businesses aren't immune, especially when it comes to human error, which is a major cause of cyber incidents'

Andrew Kristallis
Managing Director
Kristallis

Are small businesses immune from cyberattacks?

Operating in a highly-regulated industry, Kristallis Accounting (Kristallis) recognised the need for a more holistic IT and cybersecurity strategy that would keep its data safe – especially when working across two offices located in two countries.

"With the transference of so much sensitive and valuable personal data across our offices, we knew we had to take security seriously," said Andrew Kristallis, managing director, Kristallis.

Andrew recognised the threats posed by phishing and ransomware and educating his team on these attack methods was a top priority to safeguard the business and its customers.

"You hear about cybersecurity attacks all the time. Small businesses aren't immune, especially when it comes to human error, which is a major cause of cyber incidents," said Andrew.

According to the Office of the Australian Information Commissioner's (OAIC) January to March 2019 quarterly statistics report, human error accounted for one third of all data breaches. Further, the legal, accounting and management services sector reported the third largest number of breaches to the OAIC during the quarter.

How do you take a proactive approach to cybersecurity?

Kristallis was facing two main cybersecurity issues – securing its network and endpoints and educating staff on the risks to individuals and organisations when conducting business online.

To address this, Kristallis deployed Sophos XG 105 and VPN, Sophos Intercept X Endpoint, and Sophos Phish Threat to improve its security posture. Together, these products provide protection for all devices and halt intruders from progressing throughout Kristallis' network, allowing any attacks to be contained and thwarted, as well as improving staff awareness about attacks.

"The scary thing about a cyberattack is that once cybercriminals are in a business' systems, they can move around very quickly and do a lot of damage in a short amount of time," said Andrew. "We can't rely on our staff alone to know when something's gone wrong, which is why we needed the right technology partner to prevent attacks at the point of entry."

Maintaining a safe network requires training and educating employees. Sophos worked with Kristallis to educate its employees on the various threats they may encounter and how to protect themselves from ransomware and phishing attacks.

“Now that our staff, myself included, know what to look out for, everyone feels more comfortable when conducting business online,” said Andrew.

What are the benefits of working with Sophos?

Peace of mind – Andrew is confident that Kristallis has unmatched defences against phishing, ransomware, and other types of attacks

Cybersecurity awareness – Kristallis has fostered a positive security awareness culture, with staff regularly tested and trained on how to be aware of security threats

Compliance – Kristallis has demonstrated its commitment to the security requirements of the accounting sector with its proactive approach to security.

“Having that extra layer of protection gives me peace of mind. Prevention is always better than a cure and education around the issue plays a significant role,” said Andrew.

What do you look for in a cybersecurity partner?

Kristallis knew that its team, which is focused primarily on growing the business and servicing clients, couldn't protect itself alone. Therefore in 2006 Kristallis engaged managed services provider (MSP) LOOKUP for its IT support.

Founded in 2000, LOOKUP is an MSP that aims to help small- to medium-sized businesses simplify technology by managing their infrastructure and security needs for them.

Leveraging Sophos Central, LOOKUP is able to manage the Sophos solutions Kristallis has deployed and action security alerts from a single point via Sophos' Synchronized Security ecosystem.

With the support of Sophos and LOOKUP, Kristallis now has a holistic cybersecurity strategy. Andrew has the peace of mind that Kristallis' endpoints and network are protected, and his staff are educated on the latest threats.



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Andrew Kristallis
Managing Director
Kristallis

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