



### Trafford College

#### Customer-at-a-Glance

Trafford College is a leading provider of education and training in Greater Manchester. It is recognised as "outstanding" by Ofsted.

#### Industry

Education

#### Number of Staff

11,000 users across three campus sites

#### Sophos Solutions

Sophos UTM

#### Sophos Customer

Since early 2014

## Trafford College deploys Sophos UTM and halves cost and time overheads



Sophos UTM has exceeded expectations for Trafford College and provides cost-effective, wide security coverage and control.

*'We aren't paying any extra than we used to, but we have so much more control and functionality. Sophos UTM covers everything we need and more.'*

**DAVE FITTON**

IT Network Administrator  
Trafford College



*'Once we saw that Sophos UTM had the potential to unify everything costeffectively it was very appealing.'*

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IT Network Administrator  
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IT Network Administrator Dave Fitton and a team of two are responsible for network security at Trafford College's three sites, including web and email monitoring.

### Business Challenge

BYOD is one of the greatest threats to the college's network security, with some 1,000 devices accessing the guest Wi-Fi daily. Access was unfiltered and uncontrollable under their previous solution. The college needed a product to provide back access control without putting off students with lengthy sign-up processes

In addition, managing a high number of proxies and filtration programs involved intensive manual control, taking up staff time. The IT team previously used iCritical to manage web and email filtering, but the company's move to the cloud made the solution seem less secure and more expensive. The team began to research new options.

Initially, Sophos wasn't on the preferred list of providers, but they soon became the best choice. Dave was particularly impressed with UTM's ability to unify security from network to firewall to endpoint antivirus. Sophos offered everything they wanted within budget, so the team requested a trial. This went so well that they placed an order with Lima Networks.

"Lima Networks brought Sophos to our attention when we weren't even considering a full package," comments Dave. "They helped us to realise that the most cost-effective and secure solution was to choose Sophos UTM. They've been really supportive and their account manager Alison is great."



## Business Results

The college lists the top benefits as:

- **Full network and guest access control**  
Everything is secure and the guest access portal is simple to use. There is no lengthy sign-in process and users can connect and browse safely.
- **Enhanced traffic reporting**  
With improved reporting the team now has greater insight into traffic levels and the sites that users frequent. This helps to build better controls and has influenced web-planning processes.
- **Quick website approval**  
The team often needs to unblock sites or put them onto safe lists for lessons. They can now quickly respond with approvals or denials, improving student productivity.
- **Improved spam filtering**  
Sophos UTM has reduced spam by over 50% and the team no longer need to manually add names to a blacklist. They now receive no spam-related concerns.
- **Reduced management time**  
With Sophos UTM there's no need to swap between or monitor multiple web proxies (at one time Trafford College had six). Now they have just two: network and guest Wi-Fi. It's simpler, more streamlined and has halved management time.
- **Low maintenance**  
Sophos UTM has also saved on server maintenance and support time
- **Cost savings**  
Sophos is covering 3,500 users for the same price Trafford College would expect to pay for 2,000. Dave comments: "It has reduced outlay costs by 40%."

*'It's simple, intuitive,  
easy to install and  
use, cost effective  
and powerful.  
Sophos UTM is  
the best choice.'*

**DAVE FITTON**

IT Network Administrator  
Trafford College



## Technology Solution

Since installation Sophos UTM has met the college's business challenges and far exceeded them. Trafford College now benefits from:

- **Next-generation firewall coverage**  
Provides a more sophisticated service than a basic security firewall. Protects the network and allows increased layers of control and security.
- **Email protection**  
Keeps data safe and blocks spam emails with a thorough, intuitive and automated approach.
- **Wireless protection**  
Controls who accesses the network with safe and simple authentication.
- **Web protection**  
Delivers improved response times when unblocking sites. Allows greater control over what is accessed on the network and includes a reporting system to identify issues and trends. Sophos engineers installed the solution for the college to get everything up and running hassle free. According to Dave: "Without their help and consultancy during deployment we may have missed a few things. It went smoothly with them there." The college also benefits from Premium Support (as standard with Sophos UTM) and the additional Sophos Professional Services package. "It's good to know that support and help is only a phone call away," Dave comments. "But the product has been so reliable that since day one, we haven't had to call upon their services."

## The possibilities are endless...

Sophos UTM has saved Trafford College time and money while increasing user satisfaction. The potential to unify and control all security from server to endpoint is now possible. The college's ultimate goal is to "harness the power of Sophos UTM further to grow time and cost savings, and increase benefits to users and the college."

To find out more about Sophos solutions,  
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