



# CH Foods switches to Sophos for a “Rolls-Royce” product that is “worth its weight in gold”

Founded in 1988, Castell Howell Foods is now the leading independent food service wholesaler of Wales, servicing the length and breadth of Wales, the Border Counties, and the South West of England. This growing company has recently installed six new bays for loading its 100-plus lorries ready for their daily deliveries. Last year also saw the completion of a 50,000 square foot warehouse extension, allowing the company to stock an even larger range of diverse products.

## CUSTOMER-AT-A-GLANCE



**CH Foods**  
**Industry**  
 Food and beverage  
**Sophos Customer**  
 Since 2016

**Number of Users**  
 220  
**Website**  
[chfoods.co.uk](http://chfoods.co.uk)

**Sophos Solutions**  
 Sophos Central  
 Intercept X for Server  
 XG310 Firewalls  
 Sophos Fullguard

*'With Sophos, not even one security instance has been experienced and every gap we uncovered with our previous solution has been rectified.'*

Paul Rankin  
Head of IT  
CH Foods



Castell Howell Foods (CH Foods) is situated across a number of sites in Wales and England. The IT team realised there were gaps in its firewall protection and began working with Sophos to upgrade the company's security solutions. Impressed with the products and service, the company then went on to implement a blanket-wide Synchronized Security solution from Sophos.

CH Foods believes it has a "Rolls-Royce" product from Sophos that is "worth its weight in gold." Read on to find out about the benefits experienced by CH Foods after implementing Synchronized Security from Sophos.

## Challenges

Four years ago, CH Foods, based in Wales, began working with Sophos to upgrade its firewalls. The incumbent solution was letting the company down, with gaps in provision and a lack of decent reporting. A number of areas were found to be without protection, and subsequently the company moved forward with Sophos XG Firewalls, alongside other products from Sophos, to create a Synchronized Security solution.



*'With Sophos we can control every element of our security solution at a granular level with ease.'*

**Paul Rankin**  
Head of IT  
CH Foods

## The technical solution

CH Foods has now implemented the following products and recently renewed its licensing for another three years:

- › Sophos Central: the unified console for managing all Sophos products
- › Intercept X for Server: blocks threats, including ransomware, exploit-based attacks and server-specific malware with deep learning technology
- › XG310 Firewalls: a fresh new approach to managing firewalls, responding to threats, and monitoring the network
- › Sophos Fullguard: everything needed to secure a company in one easy-to-manage licence

The installation went smoothly and was managed by the CH Foods IT team. It took just one month, including setting up their own bespoke policies. Day-to-day management of the Sophos security solutions is simple, and automated alerts allow the team to see what is happening at any given time. According to Paul Rankin, Head of IT at CH Foods: "Through Sophos Central we can see everything. The XG Firewalls talk to Sophos Central, and we even get an alert if they haven't checked in with Central within a certain period of time."

## Business benefits

CH Foods is seeing many benefits compared with its previous firewall and antivirus solution. "It was a nightmare before," says Paul. "We had no control and keeping the company safe was a real hassle. Now we just feel like we have a really good handle on our IT security."

Paul lists the main benefits of using Sophos as:

- The ability to lock down, unlock, and rectify elements within Sophos for a bespoke approach to IT security
- Predefined policies as well as the ability to set up their own
- In-depth reporting to a granular level
- Greater control and simple management

Paul admits the company pays more than it did for the previous solution, yet says Sophos is a "Rolls-Royce" product that is "worth its weight in gold." He now plans to roll out Synchronized Security from Sophos to all the other sites the company owns. He also recommends Sophos to other companies of a similar size to CH Foods, saying: "it is perfect for them and enables them to be prepared for any eventuality."

*'We now have our finger on the pulse with IT security. Sophos is high end and high availability. It's a really decent product and the firewall is the best we have ever used.'*

Paul Rankin  
Head of IT  
CH Foods

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