



ASI Solutions Partners with Sophos to Elevate Cybersecurity Defences for Customers Nationwide

ASI Solutions is a multi-faceted IT service provider serving many industries including government, corporate, education, and health. A mainstay of the Australian and New Zealand technology space, ASI goes beyond just delivering products by striving to understand its customers' businesses to deliver end-to-end IT experiences.



PARTNER-AT-A-GLANCE



ASI Solutions
Australia
Industry
IT Service Provider

Website
www.asi.com.au

Sophos MSP
Since 2022

Sophos Solutions
Sophos Managed Service Provider (MSP) Solutions
Sophos Managed Detection and Response (MDR)

“To put it simply, Sophos is a very good fit for ASI. Being able to offer some of the world’s best cybersecurity solutions to our customers as a service, means that businesses of all sizes can access resources provided as a service and billed monthly to reduce the risk of a cyber incident crippling their business.”

Darren Morris, Chief Information Officer, ASI Solutions



Since becoming a Sophos Managed Service Provider (MSP), ASI has significantly enhanced its cybersecurity portfolio through offering industry leading cybersecurity solutions to its customers as a service. This, in turn, has contributed to ASI's customer growth.

ASI Solutions' collaboration with Sophos showcases a successful partnership built on mutual goals and growth. This relationship has been pivotal in enhancing ASI's cybersecurity offerings, operational efficiency, and overall business growth.

Ensuring the Right Defence

With the evolving threat landscape becoming more challenging for organisations to manage on their own, ASI focused on working with its customers to ensure they have the right cybersecurity solutions in place to defend against cyber attacks.

An All-Encompassing Security Approach

ASI chose Sophos as its comprehensive set of solutions, particularly Sophos' Managed Detection and Response (MDR) service, which aligned well with ASI's service offerings.

The integration of Sophos' comprehensive security solutions has been vital in providing robust and reliable services to ASI's diverse customers. Sophos' ability to deliver security solutions across hardware, software, and services matched perfectly with ASI's need for an all-encompassing security approach. This strategic alignment has allowed ASI to extend its capabilities, particularly in areas where it was looking to deepen its security expertise.



Enhanced Customer Trust

The partnership with Sophos has helped ASI enhance its position as a trusted security advisor amongst its customer base especially as customers are increasingly migrating to Sophos MDR. Sophos MDR, providing 24x7x365 coverage, has been particularly appealing to ASI's clients. This comprehensive, round-the-clock protection has not only elevated ASI's service portfolio but also significantly boosted client confidence, knowing they are protected by world-class security solutions.

Operational Efficiency and Simplified Management

The integration of Sophos solutions has led to more efficient management of cybersecurity services at ASI. This streamlined approach has not only saved time but has also enhanced the overall effectiveness of ASI's cybersecurity offerings. The ease of patching, the reduced need for multiple certifications, and streamlined

data analysis have empowered ASI's engineers to focus more on strategic initiatives and client-specific solutions. The Sophos Central platform has been a game-changer for ASI, providing a unified console for managing all Sophos products, which has been instrumental in simplifying its security management.

Future-Ready Solutions and Innovation

Partnering with Sophos enables ASI to offer cutting-edge, future-ready cybersecurity solutions, aligning with evolving cyber threats and reinforcing its market position.

"Since becoming a Sophos MSP, we have accelerated the growth of our security business as customers are attracted to having cost effective enterprise-grade end-to-end security solutions that work seamlessly," said Darren Morris, Chief Information Officer, ASI Solutions.

The forward-looking strategy of Sophos resonates with ASI's commitment to innovation. This synergy has enabled ASI to develop and offer comprehensive, future-ready cybersecurity solutions, further strengthening its market position.

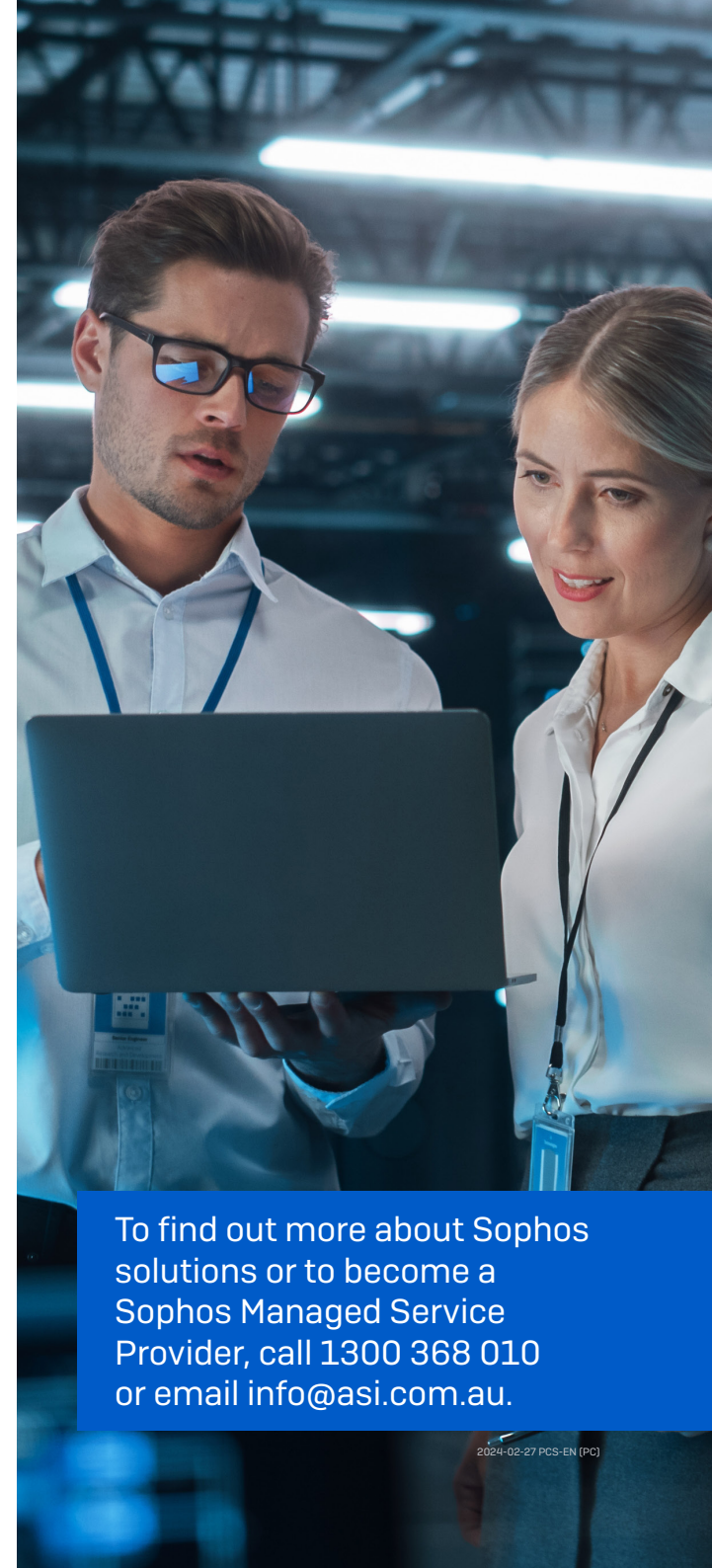
Sophos' commitment to continuous improvement and staying ahead of cybersecurity trends has ensured that ASI is always equipped with the latest and most effective tools. This approach has not only enabled ASI to cater to the current needs of its clients but also to anticipate and prepare for future security challenges, ensuring their clients are always a step ahead in cybersecurity.

About the Partner

ASI Solutions is a multi-faceted IT service provider serving many industries including government, corporate, education, and health. A mainstay of the Australian and New Zealand technology space, ASI goes beyond just delivering products by striving to understand its customers' businesses to deliver end-to-end IT experiences.



www.asi.com.au



To find out more about Sophos solutions or to become a Sophos Managed Service Provider, call 1300 368 010 or email info@asi.com.au.