

CUSTOMER CASE STUDY

HANSA-FLEX simplifies cybersecurity and strengthens 24/7 protection with Sophos

A connected defense helps the global fluid technology specialist improve visibility, respond faster to threats, and reduce operational complexity across its distributed environment.

HANSA-FLEX AG

Industry
Mechanical engineering / industrial technology

Headquarters
Bremen, Germany

Employees
4,000

Partner
Capricorn Consulting GmbH

Sophos Solutions

Sophos Managed Detection and Response (MDR)

Sophos Network Detection and Response (NDR)

Sophos Email

Sophos Firewall

SOPHOS FUSION
All Sophos solutions are part of Sophos Fusion, the industry's most complete cyber defense system. Powered by agentic AI with human judgment, it sees everything, connects everything, and enables an organization's defenses to respond as one.

Executive summary

HANSA-FLEX needed stronger security across a decentralized hybrid environment without increasing the operational burden on its central IT team. By adopting Sophos managed detection and response, network detection and response, email security, and firewall technologies, the company gained centralized visibility, continuous monitoring, faster response capabilities, and simpler day-to-day security operations.

Customer context

HANSA-FLEX is a global leader in fluid technology for industrial machinery. Its decentralized organization includes numerous locations supported by a central IT team in Bremen, Germany. The company manages a hybrid environment spanning on-premises infrastructure and cloud services, creating a need for consistent visibility, protection, and security oversight across the business.

The challenge

Limited internal resources made the distributed environment harder to protect. Shadow IT reduced visibility into systems and applications, while security tools from multiple vendors created fragmented data and workflows. The company also lacked the continuous monitoring and rapid response capabilities needed to address threats around the clock. HANSA-FLEX wanted to strengthen security, reduce operational effort, and support long-term resilience without adding day-to-day complexity.

Why Sophos

HANSA-FLEX chose Sophos for its combination of comprehensive protection, flexibility, and centralized security management. The modular approach allowed HANSA-FLEX to select the security solutions that best matched its requirements, including Sophos MDR Complete & Complete Server, Sophos NDR, and Sophos Email Advanced. With Sophos Fusion providing a central platform for monitoring, response, and administration, HANSA-FLEX can manage its security environment more efficiently while benefiting from a strong price-performance ratio and the ability to source the required security components from a single provider.

"Our central goal was to reduce operational effort and strengthen IT security, both organizationally and technologically. Only then could we meet the growing demands on our IT infrastructure over the long term."



Verena Köhler
Head of IT Security,
HANSA-FLEX AG

Photo: Lisa Krieg, © HANSA-FLEX AG

The Sophos approach

HANSA-FLEX deployed Sophos Managed Detection and Response (MDR), Sophos Network Detection and Response (NDR), Sophos Email, and Sophos Firewall technologies. Sophos MDR and Sophos NDR extend the internal team's monitoring and response capabilities, while automation reduces manual effort associated with routine security response tasks. Centralized security data and reporting give administrators a clearer view of endpoints and security events and simplify KPI tracking and analysis.

A connected defense experience

Rather than operating as isolated tools, the Sophos control points can share context across security controls, threat intelligence, automation, and MDR expertise. This connected approach supports more coordinated threat detection and response while reducing the effort required to manage security across multiple technologies. The Sophos Fusion reference is included as Sophos context and does not imply that HANSA-FLEX purchased a separate product or completed a migration.

Results and business impact

With Sophos, HANSA-FLEX improved the efficiency and effectiveness of its security operations:

- Centralized security visibility: Administrators can monitor endpoints and security events through a centralized view.
- 24/7 threat monitoring: Continuous monitoring and defined escalation processes support faster action.
- Lower operational burden: Automation reduces routine response work for the internal team.
- More consistent reporting: Centralized data helps simplify KPI tracking and security analysis.
- More time for strategic priorities: Administrators can devote less time to routine response activity. The Sophos approach

"With 24/7 monitoring and incident response automation, we have significantly improved our ability to respond while reducing the burden on our internal resources. Those were our goals, and we achieved them while building greater confidence for the future."



Verena Köhler
Head of IT Security,
HANSA-FLEX AG

Photo: Lisa Krieg, © HANSA-FLEX AG

Partner contribution

Capricorn Consulting GmbH supported HANSA-FLEX throughout the selection and implementation of the Sophos solutions. Its cybersecurity expertise and experience with decentralized organizations helped ensure the approach fit HANSA-FLEX's technical environment and business needs.



More information at www.sophos.com

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