Eshuis employees work safely and without hindrance thanks to GroupSecure and Sophos

Eshuis Accountants and Advisers is a leading organization in the areas of accountancy, taxation, personnel and organization in the East, Central and Northern parts of the Netherlands. Since 1932, Eshuis has been helping small and especially larger SMEs to operate more successfully by managing risks and seizing opportunities, so these organizations make an impact on the socio-economic position of the region. Eshuis is growing fast and has 250 employees spread over the branches in Almelo, Amersfoort, Enschede and Groningen.

CUSTOMER-AT-A-GLANCE

Eshuis

Industry
Accountancy/
financial services

Number of employees
250

Website
www.eshuis.com

Sophos solutions
XGS firewall, Intercept X Advanced for Endpoint and Servers

"GroupSecure unburdens us completely. They provide proactive advice, think along and ahead. We have 100% confidence in GroupSecure and Sophos' solutions."

Erik Abbink, System and information manager at Eshuis Accountants and Advisers

Ninety years ago, Eshuis started at the kitchen table with a few customers. Now, the kitchen table is large enough for 4,500 customers. Examples of customers are international trading companies, consultancy firms, municipalities, road builders and catering companies. Eshuis has been awarded the international B-corp quality mark, which means it does not only value financial worth, but also strives the best value for people and the environment. A number of customers are active in the public sector, which means Eshuis always works with sensitive information. Therefore, the main goal of the IT department is to ensure maximum security, without hindering the IT department and employees in their daily work.

Little information about the traffic

Eshuis used a stateful firewall (ISA) until 2014. Erik Abbink, System and information manager at Eshuis Accountants and Advisers: "This provided us with relatively little information about the traffic on our network, making it increasingly difficult to identify malware and unwanted traffic and to secure our customers' data."

Selecting partner GroupSecure and Sophos

Eshuis asked an IT supplier to build a network and purchased the Sophos SG Firewall from this supplier. Afterwards, the company wanted to secure its phones with MDM. After online research, Eshuis found dealers who offered a suitable solution. This is how they met GroupSecure, a local party based in Almelo. Abbink: "They immediately impressed us during the first meeting. We deliberately chose GroupSecure as our partner because they are specialists in the field of security. We are very happy about that. Account manager Okke Bonenkamp and his team always have an answer to our questions and they are always ready to help us make decisions about security. This is also one of the reasons why we chose Sophos solutions. We blindly trust GroupSecure, they are very enthusiastic about Sophos and this tells us that Sophos is a decent party. Sophos solutions turned out to be the most suitable choice for us." Okke Bonenkamp, Key Account Manager at GroupSecure, says: "Eshuis needed security tools in several areas. Sophos has been able to add security in various areas with its XGS firewalls and the Central Intercept/XDR solution, without having to purchase or manage additional solutions."

Bonenkamp: "As a supplier, Sophos is constantly working to improve its products, both through acquisition and integration as well as in-house development. The broad portfolio and the way in which products come together in a managed service by GroupSecure – or even together with Sophos – gives every customer, small or large, the opportunity to build a solid security infrastructure with the help and knowledge of GroupSecure and Sophos."

100% confidence

Security is essential to Eshuis, because many of its customers are active in the public sector. That is why the company asked Sophos and specialist GroupSecure to protect them. "My three IT colleagues and I are never going to reinvent the wheel or think we know better than Sophos or GroupSecure. We check everything they propose, but we do not provide input because they are way more knowledgeable than we are, because they have one single focus: security," says Abbink.

GroupSecure has its roots in Twente, which means that being down-to-earth, working hard, no-nonsense and friendliness are core values. Bonenkamp: "For us, it is important that our customers feel confident about the state of their network when it comes to security. We try to achieve this confidence by providing the broadest possible insight into the ICT infrastructure, so anomalies are quickly noticed. This confidence is also crucial when there is an incident. We want to provide our customers with the tools so they are able to act quickly and accurately."

Abbink notices that GroupSecure unburdens them and removes stress. For example, if the media reports that something is wrong with a specific security product, companies themselves have to figure out what is going on, whether they are also affected by it and how they can solve it, study the consequences and check if everything still works. If such a situation arises, Eshuis' IT department will consult with GroupSecure and they will then take the work off their hands. Abbink gives an example: "We had Citrix NetScaler that had a leak two years ago. Together with GroupSecure, we set up an alternative to log in with VPN within one day. Without GroupSecure, we as an IT department – consisting of four people – need to be familiar with the whole world. Now, we immediately contact GroupSecure and they start working on it, they unburden us completely. They provide proactive advice, think along and ahead. We have 100% confidence in GroupSecure and Sophos' solutions."

Work safely without hindrance

Eshuis has been using Sophos solutions for about eight years. It started with the Sophos SG Firewall. At a certain point, they examined whether there was perhaps a better solution on the market and within a month GroupSecure made sure that Eshuis had the Sophos XGS Firewall. In addition, Eshuis has Intercept X Advanced for Endpoint and Servers and the VPN solution Sophos Connect.

The Sophos XGS Firewalls are at the heart of Eshuis' central network. All traffic goes out and in centrally, not per branch. Sophos Intercept X and Sophos Connect run as software on all computers. Eshuis' IT department takes care of small day-to-day management, other management is the responsibility of GroupSecure. By choosing the Sophos XGS Firewalls, Eshuis has much more insight into the traffic on its network. It is also stable and always works. Abbink: "In addition, we now have the option to connect our Sophos Endpoint console to the Sophos XGS Firewall, which is a major advantage. As a result, workspaces are isolated more quickly in the event of an incident and thanks to the built-in monitoring, it is easier to determine in real time which application generates which traffic. The connection also ensures that we have one dashboard in Sophos Central to manage endpoints and servers as well as the firewall. This quickly gives us and GroupSecure clear information about the current status."

Another major advantage of the Sophos products – in combination with GroupSecure's Managed Services – is that it saves a lot of time. Eshuis' IT department uses this time, for example, to improve day-to-day service to the internal user and for current projects. The updates also run smoothly and Eshuis never has any downtime. Abbink: "Furthermore, we can always contact the people at GroupSecure who have in-depth security knowledge. This also enables us to make well-considered decisions on other security aspects."

He adds to this: "End users should not know there is security and they should not be hindered by it. They must be able to assume that a website or mail is safe because the Sophos XGS Firewall let it through. This was our requirement for Sophos and GroupSecure: employees must be able to work safely, carefree and without hindrance."

Taking next steps

Eshuis continues to improve itself in the field of security. Abbink talks about the near future: "We went from the SG to the XGS Firewall and from Citrix to Office 365. Now, we are going to take next steps in the field of security. We want to dive deeper into solutions like Sophos XDR and Managed Detection and Response (Sophos MDR). If we have a tool that automatically notifies us when we should not trust something, this increases our efficiency."

"By connecting our Sophos Endpoint console to the Sophos XGS Firewall, workspaces are isolated more quickly in the event of an incident and thanks to the built-in monitoring, it is easier to determine in real time which application generates which traffic."

Erik Abbink, System and information manager at Eshuis Accountants and Advisers

For more information about the Sophos XGS Firewall, please visit our website: https://www.sophos.com/en-us/products/next-gen-firewall

SOPHOS

22-11-10 CCS-EN (NP)