Best Value Security Report

Striking the right balance
between cost and quality in the NHS

Do more with less

IT security for the NHS

SOPHOS

Security made simple.

Thank you for downloading this Best Value Security Report

Over the following pages we have produced a report designed to provide information that will guide you through the key considerations involved in ensuring your IT security delivers the most effective protection possible, at the most affordable price.

No-compromise IT security that won't break your budget

Making sense of a crowded market

Let's start with the obvious: your IT estate is the result of organic growth. This is of course perfectly natural, indeed almost inevitable given the constantly changing threat landscape. Telling you that this is an expensive way to manage your security - with multiple contracts, support, administration and management costs - is probably something you've heard before. However, what has changed in recent years, is the ability of a handful of vendors such as Sophos to offer a complete range of products that provide a one-stop-shop for all the protection you need.

By consolidating your security portfolio with Sophos you instantly gain access to next generation functionality - including antivirus, web, email, mobile, encryption and network - at a significant discount. One supplier, one support contract. That really is security made simple.

The benefits of consolidation

Cost reduction
Save thousands of pounds each year.
Benefit from reduced product, management and staffing costs.

Save time
Save time with simpler, faster implementation.
Fewer employee hours required to manage fewer tasks.
Be proactive rather than reactive.

Return on investment
Greatly improved ROI.
Improved time to launch new services, reduce internal costs (salaries) and external costs (investment).

Increased buying power
Purchase from one vendor and improve economies of scale.
One organisation to supply you with more for less.

Reduced training
Simple and fast training for new staff.
All employees work from the same page towards common goals with easy knowledge transfer.

Simple, easy-to-use interface increases productivity
Less stress on teams when colleagues are on holiday or off sick.

One supplier makes for easier management
Spend less time on administration or in multiple vendor meetings, working on endless paperwork and contracts.

Less risk
Multiple solutions often require patching to work well together, whereas our consolidated approach is designed to cover all risks securely.

One support desk
One single point of contact reduces time calling for support.
Get the answers you need without being passed between departments and third parties.

Competitive buy-back schemes
The days of' locked in' contracts are long gone. Vendors such as Sophos will work with your incumbent supplier to end your contract ahead of time without incurring additional costs.

Thinking differently about IT security

Hand-in-hand with cost cutting comes the need for improved operational efficiency. As with budgets, resources will continue to be squeezed – making it even more important to consider consolidation and how different capabilities and suppliers are managed.

At Sophos we believe that IT security should not just ensure your organisation is safe, but that it should contribute to the efficient delivery of every front line service. That's why we're determined to save you time and money by reducing the management burden associated with managing multiple suppliers – and the administrative burden associated with training new users and growing your in-house expertise. In addition, Sophos can free up even more time by proactively letting you know when you need to take action and where. As a result, IT staff can focus their efforts elsewhere, being confident that an effective line of defence is in place.

Making your IT security budget go further

Considering your current level of spend on security, any concerted effort to either reduce the overall budget or introduce new capabilities is going to call for a new approach to procuring and managing IT security. It's the same story across every area of IT spend in the NHS as organisations seek to modernise and combine.

At Sophos, we can help you consolidate the number of solutions deployed in order to realise measurable cost savings – both in terms of licence costs, cost of support and the total cost of ownership. We're also flexible regarding where to start the process and we'll build our solutions around your existing estate.

You set the timeline and deployment path to match your budget and operational concerns and we'll switch on new capabilities that will deliver immediate savings.

Complete confidence

When it comes to highlighting your principal area of concern it's always interesting to review the underlying causes: has IT flagged it as a particular system weakness? Is it driven by an organisational focus? Are you enabling new services? Whatever the cause, it will inevitably highlight deficiencies in the protection offered by multiple point solutions.

So how about all-in-one protection? At Sophos, we offer the latest Next-Generation endpoint protection, plus features ranging from mobile, web and endpoint email encryption to data loss prevention. These are products that are engineered to work together to deliver outstanding performance and to give you peace of mind that your organisation is truly secured. That's why Sophos is the only leader that appears in the Endpoint, Unified Threat Management and Data Protection magic quadrants from Gartner.

Achieving your budget reduction targets

The process for achieving any significant budget saving is typically going to start with effective planning. This is the challenge of identifying and reviewing everything you have in place, including the functionality you're paying for (even if you're not using it), the nature of different solutions and their renewal dates. Only from this complete picture can you begin to calculate potential savings.

Sophos can offer assistance at key stages throughout the planning phase. We're happy to engage at a time that suits your agenda and to collaboratively devise a consolidation path that incorporates expected savings over time. Once we've identified the initial areas to start from – for example antivirus and email encryption – we'll give you insights into the savings available by bringing additional functionality in under a single Sophos licence. If you want to speed up the process we can also offer a competitive removal tool for endpoint security that enables you to switch from an existing contract to Sophos with minimal risk and effort.

Making the most of your people resource

When looking at resource efficiency with regard to IT security, the key factors remain time and management considerations – supplier meetings, issue resolution, bug fixing, planning and the effort needed to run the systems on a daily basis. It can be an inefficient process that offers opportunities for improvement based around one simple equation: the less technology the team need to understand and operate, the less time (and cost) needed to run the operation.

Sophos has helped a large number of NHS customers significantly reduce the training and administration that surrounds their IT security. To us it's about partnership and not only will we help cut the number of products the team needs to become familiar with, we'll also provide training on site in your office or at our HQ in Oxford. This is an approach that goes beyond delivering products, to incorporate access to the skills and specialist knowledge that sit outside the traditional remit of in-house IT teams.

Such know-how includes SophosLabs, our global network of highly skilled analysts that identify on average 500,000 new pieces of malware every single day. In fact, our expertise covers every area of network security – including viruses, spyware, intrusion, spam and malicious URLs – and generates data and analysis that you benefit from in real time.

Over **80%** of NHS devices are protected by Sophos

Mobile	Encryption	Email	Web	Antivirus	Network

Sophos solutions are tailored to your specific security needs and designed with simplicity in mind to ensure you benefit from both operational and cost efficiencies.

Why not let our security experts assess your existing security infrastructure to calculate the benefits of consolidation? We can work with you to review existing products, identify the best candidates for consolidation, and help build a deployment path complete with estimated savings.

Our recommendations are based on a deep understanding of the IT security needs of the NHS and will be guaranteed to save you time and money.

You can contact us on:

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Or visit: Sophos.com/TotallyProtected

#ProtectingTheNHS