



Customer-at-a-Glance

Bernhard Schulte Shipmanagement
Germany and Cyprus

Industry

Shipping and Maritime
Software Solutions

Number of Staff

2,000

Website

www.bs-shipmanagement.com

Sophos Solutions

2,000 Sophos Central Endpoint Advanced
2,000 Sophos Central Intercept X
2,000 Sophos Phish Threat
1,000 Sophos Central Encryption
250 Sophos Central Server Protection
Advanced
400 Sophos Mobile Control

BSM chooses Sophos Central to enhance IT security and minimize operation overheads



BSM manages a distributed company structure with more than 2,000 users in 12 different locations. BSM uses a light IT setup and they need their solution to adapt to that setup. The combination of unified management with Sophos Central, the advanced security features of Intercept X, along with the flexibility of Central Enterprise Dashboard made Sophos ideal for a company of the size and complexity of BSM.



Bernhard Schulte Shipmanagement (BSM) is an integrated maritime solutions leader, with a strong heritage spanning more than 135 years in the shipping industry. The company is trusted as a partner by responsible and demanding customers worldwide. Managing a fleet of around 600 vessels, 20,000 employees enable the delivery of safe, reliable, and efficient ship management services through a network of 10 ship management, 26 crew service, and six wholly-owned maritime training centers across the world.

'We were impressed by the unified management console, and in our security tests Intercept X scored higher than the competitive products.'

Elias Eliades

IT manager, Cyprus office

Business Challenge

BSM needs enhanced endpoint security protection with a solution that meets group IT policy for light IT. The company manages many remote locations lacking local security skills to support a demanding 24/7 global environment. Moreover, the industry's regulations are becoming harder to meet, and customers are setting even higher demands on cybersecurity legislations. GDPR compliance has created extra requirements on cybersecurity awareness and the rise of ransomware created an urgent situation for requiring a more modern approach on cybersecurity.

The technical solution

BSM implemented a Sophos Central Enterprise Dashboard solution with 12 sub-estates. Personnel with expertise in security have super admin roles, while they have local generalist IT staff for the sub-estates with helpdesk role. Policies are set up centrally from corporate IT and they can offer a unified security experience to the remote locations. Corporate IT is responsible for monitoring and providing training to local resources. The combination of Sophos Endpoint Antivirus with Intercept X

provides excellent predictive security while Sophos Encryption is helping IT to manage the Bitlocker environment from the same console. Sophos Central Server Protection also efficiently protects the server environment across the datacenter of the organization. Sophos Central helps BSM to manage the mobile devices globally.

In addition, since regulations have created a greater demand for cyber-awareness, Sophos Phish Threat helps the security team perform frequent assessments with measurable results to keep the users informed about the dangers of cybersecurity.

Moreover, the same tool helps the security team provide the correct training to the appropriate people. Reporting through the enterprise dashboard helps BSM monitor remote locations and act efficiently when necessary. The fact that everything is visible on one console creates a great business benefit.

Business benefits

Sophos Central Enterprise Dashboard helps BSM to have a unified security solution for all remote locations with lower operation overheads without compromising security. The solution also provides visibility to management and more accurate reporting. It is a very valuable and powerful tool for auditors. Finally, Sophos helps BSM significantly to create proper cyber-awareness and keep users educated.

"We needed to invest more in order to keep pace with the threats in the industry, yet we didn't want a cheaper product that we had no confidence in," concludes Ryan. "We can now act quickly if we are ever faced with a potential attack and having Sophos in our product lineup just feels like we have an extra person on our team keeping an eye on everything."



'We can now act quickly if we are ever faced with a potential attack, and having Sophos in our product lineup just feels like we have an extra person in our team.'

Petros Andreou
Head of IT, Cyprus



NewCytech

NewCytech Business Solutions Ltd is a subsidiary of Logicom Public Ltd, specializing in Systems Integration. With headquarters in Cyprus, activities have expanded over time to cover the neighboring geographical region. NewCytech history goes back to 1981, when it started operating as an IT company offering infrastructure and productivity solutions to its vast clientele. By 2004, NewCytech has become a leading Systems and Solutions Integrator combining infrastructure and business applications. Over the last 30 years of operations, NewCytech has established win-win, strategic relationships with the most prominent international technology vendors.

www.newcytech.logicom.net

‘Sophos Security solutions are aligned with our strategy for light IT and give us flexibility, centrally-managed, best of breed security while keeping operating cost low on remote locations.’

Petros Andreou

Head of IT, Cyprus

Find out how we can help protect your organization.
Visit www.sophos.com

United Kingdom and Worldwide Sales
Tel: +44 (0)8447 671 131
Email: sales@sophos.com

North American Sales
Toll Free: 1-866-866-2802
Email: nasales@sophos.com

Australia and New Zealand Sales
Tel: +61 2 9409 9100
Email: sales@sophos.com.au

Asia Sales
Tel: +65 62244168
Email: salesasia@sophos.com