

Sophos overview	Why we win vs Sophos	Why we lose vs Sophos
<p>Founded: 1985 Revenue: \$717M FY22 Customer base: 420K FY22 (consumer + B2B)</p> <p>Sophos is a British-based security software and hardware company. Sophos develops products for communication endpoint, encryption, network security, email security, mobile security and unified threat management. Sophos is primarily focused on providing security software to 1- to 5,000-seat organizations.</p> <p>Sophos was acquired by Thoma Bravo in Feb 2020.</p>	<ul style="list-style-type: none"> Recent customers of Sophos have said that the tech is outdated and slows their endpoints down to the point of being unusable. MWB has a very lightweight agent that consumes very few resources. We find threats Sophos doesn't, which is regularly confirmed in the quarterly MRG Effitas reports Our solutions are easy to implement. Sophos is reported to be difficult to deploy and cumbersome to manage. Our strong ransomware rollback functionality Reviews on Gartner Peer Insights state that Sophos is expensive relative to other vendors. End point agent capabilities for MacOS are limited. 	<ul style="list-style-type: none"> Sophos has a broad product portfolio, which they use to position endpoint security as an add-on. Sophos has a large customer base that they leverage to upsell/cross-sell their endpoint security product into. Sophos MDR supports Microsoft Security tool alerts Sophos offers a \$1M breach warranty with their MDR service
Sophos key products	Landmines to set	Handling objections
<p>Endpoint security & XDR solutions</p> <ul style="list-style-type: none"> Sophos Intercept X Endpoint Sophos XDR Sophos MDR Sophos Mobile <p>Sophos also has solutions in other categories:</p> <ul style="list-style-type: none"> Cloud Security Posture Management Container Security Network Security Email Security 	<p>Solution efficacy</p> <ul style="list-style-type: none"> How important is it to have a solution that has been judged by an independent third-party as being able to stop the most threats straight out of the box? <p>Complex user experience</p> <ul style="list-style-type: none"> Can you tell me how important quick time to value is as a factor in your selection criteria? What would the impact be to your team if the product has a steep learning curve? If the ongoing management is complex and not intuitive? <p>Inconsistent support</p> <ul style="list-style-type: none"> How important is quick time to value as a factor in your selection criteria? What would the impact be to your team if the product has a steep learning curve? If the ongoing management is complex and not intuitive? 	<p>Sophos is ranked as a leader by both Gartner and Forrester. You aren't in either.</p> <ul style="list-style-type: none"> We believe that independent third-party testing is a better means of determining the relative quality of a solution vs other vendors. MRG Effitas, a leading testing organization, consistently ranks us as far superior to Sophos. <p>Sophos claims that ThreatDown is primarily just a consumer product and not adequate to protect organizations.</p> <ul style="list-style-type: none"> We have been providing endpoint security to organizations of all sizes around the globe for years. We currently have over 15K business customers and secure over 3M endpoints today. We have also extended our business product portfolio to include vulnerability & patch management, DNS filtering, application blocking and more.

ThreatDown key differentiators vs Sophos	Third-party validation	Customer & partner case studies
<ul style="list-style-type: none">• Ease of deployment and management compared to Sophos. Our customers report understanding how to use our product/console without any training.• Ransomware rollback of up to 7 days for impacted endpoints.• Single lightweight agent works across all our products and services.• We flag suspicious new files with engines across multiple security layers• Superior ratings compared to Sophos from both third-party testing organizations and customer reviews.	<p>Effectiveness Tests</p> <ul style="list-style-type: none">• MRG Effitas: 100% score (3 years in a row)• MITRE ThreatDown receives high marks for detection• AV-TEST: Blocked 100% of advanced threats• AVLab: 100% of threats blocked <p>Awards</p> <p>G2 Peer Awards (Spring 2024)</p> <ul style="list-style-type: none">• EDR<ul style="list-style-type: none">• Leader in both overall and mid-market grid reports• Most Implementable• Fastest Implementation• Easiest to administer• Best Usability• MDR<ul style="list-style-type: none">• Leader• Most implementable	<p>EDR</p> <ul style="list-style-type: none">• City of Vidalia• Network Computer Systems• Coffee County School District <p>MDR</p> <ul style="list-style-type: none">• Drummond• Richards Building Supply <p>EP</p> <ul style="list-style-type: none">• Alden Central Schools <p>Partners</p> <ul style="list-style-type: none">• Hooton Tech, LLC• Nello• Telx

Additional resources
<ul style="list-style-type: none">• Homepage• G2 reviews• Blog• Case Studies• Competitor comparisons