St. Bede Primary Academy

A constantly over-subscribed, Church of England Academy for 3-11 year-old boys and girls in Morris Green, Bolton, St. Bede is is rated Outstanding by Ofsted.

Virtue Technologies have worked with St. Bede as a stand alone Primary School as well as in its capacity as the lead school in a small Multi Academy Trust.

Security Challenges

Following Microsoft Forefront being discontinued in 2015, St. Bede's were concerned about their IT security. There were fears that a new solution could easily become costly due to their lack of specialist knowledge.

Firstly, they employed a new Head of IT, Karl Denton, who began the search for a new IT security solution. As the new Head of IT, Karl was facing a huge security challenge; there was no filtering, firewalls or antivirus.

Karl set about researching and rationalising the needs of the school against the products available. He was also on the look out for an IT partner who could support the deployment and delivery of a new security system.

5+ years working together

600 students & staff safeguarded

100% system threats averted

> "We have a great relationship with St. Bede's that's been built over many years. We're proud of the fact that our customers trust us; our advice, support and delivery.
>
> Karl knows that if he has a problem, he can pick up the phone and we'll develop and deliver a fit-for-purpose solution designed for the St. Bede Primary Academy and the St. Bede CE Primary MAT."
>
> - Philip McNair, Sales Director, Virtue Technologies

> "There are cheaper solutions available, but Sophos does much, much more. Sophos deploys apps and manages restrictions. It blocks apps and websites – it just keeps us safe.
>
> We've come a long way, and thanks to Sophos and Virtue Technologies we now have everything we need."
>
> - Karl Denton, Head of IT, St. Bede Primary Academy

100% Support
Response rate for cases has been within stated SLAs

90% Customer Satisfaction
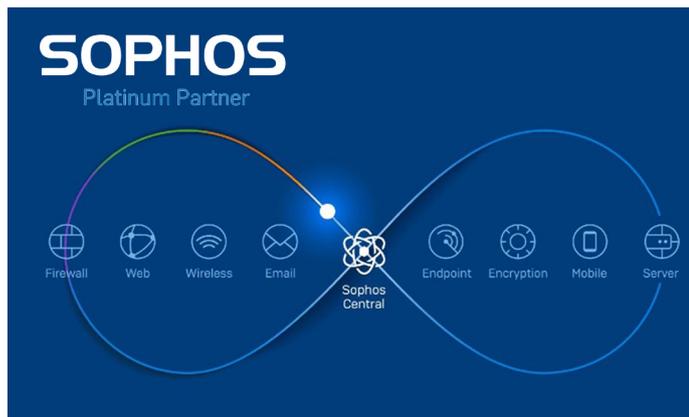Averaged total scored on customer's Project based satisfaction surveys

99.9% Secured
No system is 100%, but there's been no breaches

Working with Virtue

Karl met Philip McNair of Virtue Technologies at a networking event and that was the start of a long-term partnership.

Virtue began helping to investigate the most suitable IT security options for the schools and nurseries in St. Bede's Multi-Academy Trust. Karl worked with us to trial and test a range of products from various vendors.

After extensive research, St. Bede Primary Academy decided Sophos was the perfect solution for them.

SOPHOS
Platinum Partner

Firewall | Web | Wireless | Email | Sophos Central | Endpoint | Encryption | Mobile | Server

Choosing Sophos

St. Bede were sold on the Sophos solution because of the product quality and price point. Added to this, as Sophos Platinum partners, they knew Virtue had extensive deployment experience. Virtue installed:

- Sophos Central Intercept X
- Sophos Central Server
- Sophos XG Firewalls
- Sophos Mobile
- Sophos UTM with Remote Ethernet Devices boxes

01 St. Bede Primary Academy initially struggled with flexibility. We were able to improve network speed, as well as the network security. Our experience connecting multiple sites and data sharing also proved invaluable as we worked with St. Bede to deploy Sophos solutions across their entire Multi-Academy Trust.

02 The platform agility that Virtue have provided has given teachers the flexibility needed to really enhance and support learning. It continues the Virtue reputation for delivering joined-up strategies and cost-effective solutions.

03 St. Bede Primary Academy have adopted our Gold-level Internet Support and Silver Core Services Support. This provides them with ongoing support from our in-house IT team which includes a help desk, technical support and team management, providing 100% class support, all within a maximum target 4hr response time.

04 Throughout the installation and ongoing, St. Bede's have benefited from having a single point of contact our installation and support expertise. They continue to receive our continual whole school support with rapid response time and speedy problem resolution.

Following the Project

St. Bede now have a security solution they can rely on, as well as the peace of mind that they're safe from cybercrime.

Do you think Virtue
100%
values you as a customer?

Would you recommend
100%
Virtue to someone else?

The Benefits of Virtue

The Right Solution

Karl, summarised the Virtue Technologies difference as:

- Steadfast support & advice from Virtue
- Continual Sophos upgrades, with no IT team input required
- Centrally managed security, with an all-in-one place view
- A small product footprint across the MAT
- Effective blocking of viruses & dangerous websites through safe & secure IT
- 1 contract with 1 single renewal date
- Finalised project that was within budget & cost-effective through working with Virtue

Karl's confident that all the security products the MAT needs are now in place. He's also pleased he chose Virtue as the school's IT delivery partner.

The challenges the school faced, combined with how Virtue & Sophos worked together to help solve them, are the reasons Karl is now a huge Virtue advocate and a complete Sophos convert.

St. Bede's Today

Karl was so impressed with Sophos Mobile, that he now works with the Sophos Education Team to help them advise other schools on the product.

When it comes to Virtue, Karl still works with us today. He's recommended our solutions & support to several colleagues in the sector, who we now also support.