RODIN Business Solutions and Sophos: A Decade of Cybersecurity Success

RODIN Business Solutions is a leading managed IT services provider with a mission to help Australian businesses accelerate their digital transformation journeys. With over 30 years of experience, they have developed a reputation for delivering innovative and high-quality IT solutions to clients across various industries.

PARTNER-AT-A-GLANCE

RODIN Business Solutions
New South Wales, Australia

Industry
Managed Service Provider (MSP)

Sophos Solutions
Sophos Managed Detection and Response (MDR)

"Our long-standing partnership with Sophos has allowed us to stay at the forefront of cybersecurity, providing solutions that are not only effective but also align with the evolving needs of our diverse clientele."

Ashley Brown Head of Technical Services, RODIN Business Solutions

RODIN Business Solutions' decade-long partnership with Sophos has been a cornerstone of its growth and success in the cybersecurity space. The synergy between RODIN and Sophos has bolstered RODIN's business growth and enhanced its market positioning. This partnership has allowed RODIN to provide exceptional cybersecurity outcomes to its clients while saving time and money, making Sophos an integral part of RODIN's business model.

Ashley Brown, Head of Technical Services at RODIN, highlights the strategic importance of partnering with an industry leader like Sophos. Over the years, Sophos' continuous innovation and alignment with RODIN's business goals have played a pivotal role in its growth trajectory.

Revolutionising cybersecurity as a service

The introduction of Sophos MDR into RODIN's services has revolutionised its approach to cybersecurity. This service provides an expert layer of human-led threat detection and response, operating 24x7x365, and incident response capabilities without the need for RODIN to establish its own security operations center (SOC). This has not only been beneficial for RODIN in terms of expanding its service offerings but has also provided immense value to its customers, who benefit from a higher level of security expertise and protection.

"The best things about being a Sophos MSP are how easy they are to work with, industry-leading solutions, good margins, and a great brand," said Mr Brown.

Boosting brand and revenue

RODIN's association with Sophos has significantly boosted its revenue and brand reputation. The journey to becoming a Sophos Platinum Partner, particularly with the adoption of Sophos Managed Detection and Response (MDR), has solidified RODIN's standing in the market and increased client trust.

"Sophos has helped boost our brand and has become a trusted staple for us and all our customers," Mr Brown said. "MDR has been a game changer ... extremely beneficial to us and our customers."

Over the past decade, RODIN Business Solutions has leveraged Sophos' cybersecurity solutions to

not only grow its business but also significantly enhance its service offerings. Its success story with Sophos, which demonstrates the potential for growth and innovation in the cybersecurity space, serves as a beacon for other MSPs.

Elevate your MSP business with Sophos and join the ranks of successful MSPs like RODIN. Discover how Sophos can help elevate your cybersecurity offerings, drive business growth, and streamline your operations.

About the Partner

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