

Slumberland

RETAIL

Slumberland – a leading furniture, mattress and accessories retailer – recently purchased Sophos Anti-Virus™ and Sophos PureMessage® for its 100 locations across the United States. With this deployment, Sophos replaced Slumberland’s previous solution and now provides Slumberland’s 1,200 users with multi-tier threat protection at desktop and server levels, and at the gateway.



Key facts

Company

Slumberland Inc.

Headquarters

Little Canada, MN

Email traffic

240,000 per month

Number of users

1,200 (150 remote)

Servers

35

Solutions

Sophos Anti-Virus for Windows
PureMessage AV

Business challenge

In 1967 the first Slumberland store opened in Minnesota and today there are 100 locations in 10 states, with a total of more than 2,000 employees. The company is now America’s top seller of La-Z-Boy upholstery, and is the Midwest’s largest retailer of Natuzzi leather, Sealy mattresses, and Simmons mattresses. Its infrastructure includes 35 servers, and 1,200 users access an average of 240,000 email messages per month.

Slumberland began reviewing replacement options when the organization’s previous anti-virus software vendor released a new product version with numerous defects. According to Seth Mitchell, Data Center Specialist at Slumberland, who is responsible for all aspects of data center operation, “Some of the problems we faced included a

memory leak and poor overall performance characteristics. Key systems failed as a result of these defects, and productivity started to decrease. The situation prompted us to re-evaluate.”

Mitchell originally discovered Sophos when he read an online IT article about various anti-virus solutions. “I downloaded Sophos Anti-Virus, tested it, and based on its scanning performance and usability, deployed it throughout the company I was working for at the time. So when it came to looking for a new solution for Slumberland, Sophos was at the top of our list.”

Primary requirements for Slumberland included central management capabilities, superior performance without taking too

“Thanks to the implementation assistance provided by Sophos, deployment of the solutions went very smoothly. We were easily able to automate the removal of our previous anti-virus software, and the installation of Sophos Anti-Virus and Sophos PureMessage was simple and straightforward.”

Seth Mitchell, Data Center Specialist, Slumberland

much processor time for on-access scanning, a timely and efficient update architecture, and cost-effectiveness. With those criteria in mind, Mitchell evaluated four desktop/server anti-virus solutions including Sophos Anti-Virus, McAfee VirusScan, Trend OfficeScan and Symantec AntiVirus. At the gateway, the organization reviewed the capabilities of four products including Sophos PureMessage, McAfee GroupShield, and Trend InterScan Messaging Security Suite.

“In the realm of anti-virus software, a vendor’s reputation is very important. Based on my previous dealings with Sophos, I knew they were one of the most technically proficient, reliable, and trustworthy vendors in the business,” Mitchell remarks. “Ultimately it came down to vendor viability, along with product performance, cost, and licensing terms.”

Technology solution

After one week of evaluation, Slumberland selected Sophos. “We had to act quickly to address our immediate performance and reliability issues, and thankfully Sophos was able to guide us through a rapid yet thorough evaluation,” Mitchell comments.

Together with two Client Device Specialists, Mitchell directly compared the performance and reliability of the various systems. “Sophos consistently outperformed the competition in all areas. The solution took fewer system resources and completed scans faster, without negatively affecting system reliability – unlike some of the other competitive products we tested.”

Mitchell continues, “Thanks to the implementation assistance provided by Sophos, deployment of the solutions went very smoothly. We were easily able to automate the removal of our previous anti-virus software, and successfully replace it with Sophos.”

Slumberland noted that performance and overall efficiency were primary factors in their decision. “Sophos Anti-Virus offers ease of use, flexibility, small update size, and fast scanning speed. Additionally, its integrated suite of management tools – Enterprise Console™ – enables automatic updates from a single central console,” Mitchell says.

The logo for Slumberland Furniture, featuring the word "slumberland" in a dark red, serif font, with "FURNITURE" in a smaller, dark red, sans-serif font below it.

He adds, “Sophos PureMessage was selected because the price and content control features met our requirements, and the solution tied in well with our existing Sophos Anti-Virus deployment.”

Business results

Rather than 20 hours per week spent administering their former solution, Mitchell and his team now spend less than six hours per week administering Sophos. “Most of that time is spent deploying Sophos Anti-Virus to new computers and reviewing logs,” Mitchell notes. “By combining the powerful anti-virus technology in Sophos Anti-Virus with reasonable content controls in PureMessage, we’ve been able to keep system availability high and ensure our employees’ productivity.”

Mitchell continues: “The Sophos support team is far more responsive and technically proficient than most vendors, with whom our staff had to wade through dozens of irrelevant questions and dead-ends before getting the solutions to our problems. With Sophos, we get fast, precise answers.”

In addition, Mitchell stated that Slumberland’s investment in Sophos has played a significant role in maintaining the reliability and security of the organization’s systems. “With Sophos in place, we know that all of our information assets are protected. Replacing our previous vendor with Sophos has greatly reduced our technical support costs, which in turn has enabled us to offer our customers more competitive prices.”

Mitchell concludes, “We chose Sophos for gateway and desktop/server protection because it offers us a total solution. The combination of centralized management, scanning efficiency, timely updates, and the excellent support provided by Sophos is simply unparalleled.”

To find out how Sophos products can help protect your organization, visit www.sophos.com/products, call toll-free 1-866-866-2802, or email us at nasales@sophos.com.