

Draper Tools

Draper Tools takes advantage of Anti-virus and Microsoft 365, all within a single-provider IT solution.

Location: Southampton | Number of users: 319

The project

Draper Tools is an independent family business with over a century of success, manufacturing to international standards of quality and safety. The business approached us to provide a quote for the renewal of their Microsoft 365 licences and was also interested in reviewing their anti-virus software.

However, the business was using different providers for their Microsoft 365 licensing and anti-virus software and was keen to consolidate their business communications with one provider. That's where we stepped in.

The solution

We took advantage of the Microsoft licensing price freeze to offer a discounted rate for more than 300 licences, with no increase in subscription fees for the first 12 months. Programmes such as Word, Excel and Outlook are available for installation on up to five devices per licence, allowing for easy access to the entire Office suite both in the office and on the go.

This plan also offers 1TB of online data storage per user via Microsoft OneDrive. With access to Sharepoint, Draper Tools can also create a user-friendly intranet site between teams with easily customisable security set-ups.

For virus protection, we recommended the Sophos Intercept X Advanced solution. Sophos Managed Detection and Response Service (MDR) allows them to carry on with their day-to-day business safely. Sophos MDR utilises advanced artificial intelligence to monitor the network 24/7, identifying and dispatching threats before they have a chance to attack. Additionally, ransomware blocking and measures to prevent exploit techniques all contribute to peace of mind.

The result

Draper Tools continues to enjoy the convenience of being able to access all their familiar office applications, all in one cloud-based location. And now, the business benefits from having all their connectivity, Microsoft 365 licensing and anti-virus software from a single provider. Plus, should they have any issues, Draper Tools can contact our support desk for a prompt response!

“Draper Tools has been in partnership with you for a number of years now, and it made perfect sense to harmonise solutions under one roof. You were the natural choice due to your excellent customer focus. From speaking to account managers to the support team, you approach everything in a clear and concise way. I have already recommended you to another business locally. I very much look forward to working with the team on future projects.”

Graham Hensley-Jones, Director

