



### Customer-at-a-Glance

Space2B at The Maltings is the ultimate divergent business hub, with a co-working space, serviced offices, and self-managed modern office suites in the heart of Cardiff. Featuring breakout spaces, private meeting rooms and even a gym, Space2B offers a fun yet professional environment that businesses can be a part of no matter what stage they are at. This thriving business hub has flexible leasing and 24/7 on-site support for innovative and growing businesses, all in a state-of-the-art Grade II listed Victorian malthouse.

#### Industry

Commercial

#### Number of Users

Changes daily due to the flexible working environment

#### Sophos Solutions

Sophos wireless access points

#### Sophos Customer

Since 2018

Amitech IT supports the launch of Space2B at **The Maltings** with Sophos Wi-Fi



*'We have complete trust in the Sophos wireless access points. We have installed other wireless solutions in the past but found them to be less flexible and they didn't meet all our requirements.'*

**Nick Williams**

Director, Amitech IT



*'We have been working with Sophos for over 10 years now. We felt that Sophos Wi-Fi was the best fit for Space2B at The Maltings due to the quality and throughput the product offers.'*

**Nick Williams**

Director, Amitech IT

Over the past 10 years, The Maltings has been transformed into a creative, modern, and flexible workspace for growing businesses. In order to attract new businesses and entrepreneurs and take the space to the next level, the technology offered needed to be failsafe. Space2B reached out to Sophos Gold Partner Amitech IT for a reliable and user-friendly solution. In particular, they wanted to ensure that the Wi-Fi was fast, easy to implement, and would integrate with their on-site systems.

## Business Challenge

Space2B at The Maltings met with Amitech IT Director Nick Williams to discuss their options. He recommended Sophos wireless access points as the most suitable solution due to features like time access, guest hotspots, outdoor usage, and breakout area access, as well as analytic data requests.

## Technology Solution

There are now 10 Sophos wireless access points in use throughout Space2B at The Maltings covering a total of 25,000 square feet. Using Sophos Central, the Amitech IT team can quickly log in and see the status of the wireless points at Space2B, including the wireless load. They are also able to categorize the content users are viewing and manage capacity planning with the analytics data that is gathered.

## Business Results

Sophos wireless access points provide Space2B at The Maltings with stable and secure reliable wireless access provisions, regardless of how many people are accessing the network or where they are in the hub. Additional benefits include:

- › Limited time access
- › Password provision
- › Communal/breakout space access
- › Indoor, outdoor, and home access
- › Guest access
- › Simple installation
- › Access to analytics
- › Excellent performance and coverage

Access to the analytics data was a key benefit to the management team at Space2B, as they are able to see how and where the Wi-Fi is being used, enabling them to make future decisions based on factual data.

Nick has spoken highly of his decision to recommend Sophos wireless access points following this experience and ongoing support received from Sophos, as well as the positive results and outcome for his client, Space2B.



*'Sophos wireless access points may be slightly more expensive than competing solutions, but they are well worth the money. Plus, Sophos have been in constant contact with us during this installation, offering advice and support if we need it. We intend on making Sophos our security vendor of choice.'*

**Nick Williams**

Director, Amitech IT



*'Amitech IT has supported us during the launch of Space2B at The Maltings and suggested a number of outstanding technical solutions for us to implement. The feedback from our users regarding the Sophos wireless has been excellent – they are very impressed. We would definitely use Sophos solutions again in the future for all our technical requirements.'*

Elizabeth Scott,

marketing and community manager, Space2B at The Maltings

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