

# Fever-Tree Uses SentinelOne For Precise, Hassle-Free Endpoint Protection

Founded in 2003, Fever-Tree is a UK-based company that specialises in quality drink mixers. The company produces tonics, gingers, and sodas to complement the growing market for premium alcoholic drinks. When Mayur Mistry joined the company as IT Operations Manager in August 2019, he quickly realised that the company needed to revamp its IT infrastructure to support rapid expansion. Part of that initiative included leveling up the company's endpoint security: That's when he called SentinelOne.

## The Challenge: Limitations with Legacy Endpoint Protection

Fever-Tree's existing endpoint security product required painstaking configuration, with a host of detection rules that administrators had to maintain. These technical constraints had already cost the company dearly: A ransomware attack in spring 2019 froze operations for five days, just as multiple scheduled sporting events promised big revenue opportunities. Recovery was a time-consuming nightmare. The company had to re-image its laptops and install much of its IT infrastructure from scratch.

Watertight security would become even more important in the coming months. Even before COVID-19 emerged, Fever-Tree had planned a more agile, cloud-based technology model that would empower employees to work remotely. The pandemic and subsequent lockdown accelerated that need as the company realised that remote work would become a permanent part of employees' lives even after the pandemic.

Mayur began tightening security with a cybersecurity awareness training campaign towards the end of 2019, but he knew that was just part of the solution. Fever-Tree needed a more scalable endpoint platform to protect its complete, distributed ecosystem.

## Choosing SentinelOne for Evolving Endpoint Needs

Fever-Tree's existing IT support provider relayed positive experiences with the SentinelOne Singularity™ platform, which it used for several clients. After consulting with Gartner and other industry contacts for some intelligence and insight, Mayur was convinced that SentinelOne was the right partner for Fever-Tree's evolving endpoint security needs.

### CHALLENGES

- + Implement an endpoint security solution and strategy to keep up with rapid growth
- + Accommodate the transition to a more agile and remote working environment
- + Eliminate tedious configuration and maintenance of Fever-Tree's incumbent endpoint "solution"
- + Create time for IT & security staff to innovate and strategically advance the business, rather than operationalize their tools

He had several criteria for the solution, including ease of deployment and use. “We wanted to spend time innovating rather than administering the systems we had,” he recalls.

He also wanted a platform that covered the wide range of operating systems that Fever-Tree used, giving it a consistent security experience. “SentinelOne is great, because it’s a really good enterprise grade level software that protects Mac, Linux, and Windows endpoints alike,” he says. With the organization’s transition to remote work, the Singularity Control’s Device and Firewall Control capabilities also proved to be valuable in extending protections to external devices.

Those endpoints’ users shouldn’t even know that the software is protecting them in the background, he adds. He wanted an unobtrusive, non-disruptive solution that would only surface issues when appropriate, leaving non-technical employees to get on with their work in peace.

Finally, Fever-Tree’s endpoint protection had to be precise. The company couldn’t afford to miss a single digital threat. SentinelOne’s performance—on and offline—here clinched the deal for Mayur. When he simulated a ransomware attack on a laptop disconnected from the network, SentinelOne’s static & behavioral AI-powered engines spotted it while several competitive products missed it. “I didn’t have to make any amendments to the SentinelOne dashboard or spend time tracking it down,” he recalls. “It just knew about the threat and shut it down straight away.”

## Immediate Results, Long Term Success

After a flawless week-long pilot serving ten employees, Mayur expanded the deployment quickly. Within two and a half weeks, the Singularity platform was deployed to all employee workstations in the organisation. That left him to get on with the pressing challenges of empowering an agile workforce amidst a pandemic.

“I’ve been able to do at least seven projects last year that I wouldn’t have been able to handle if we didn’t have SentinelOne,” he says. Many of those projects supported the company’s remote work efforts, including a move to Microsoft Teams. Thanks to a smooth-running IT and security operation, Fever-Tree was able to recruit 50 people in 2020 and is set to expand the workforce by another 20% this year.

Executives can continue growing the company safely with the knowledge that its employees are protected, and its technology is built to scale. “People have emailed and people have phished,” he says, adding that even the best cybersecurity awareness training can’t guarantee that people won’t click on things they shouldn’t.

“But I’m not so worried anymore,” he concludes. “We’ve got endpoint security in place that will work and will notify us when anything dangerous does happen.”

### SOLUTION

- + SentinelOne Singularity Control for Endpoint Protection, Device Control, and Firewall Control

### BENEFITS

- + Comprehensive and precise endpoint protection that spots threats other products miss, including ransomware and fileless attacks
- + Ease of use and minimal administrative overhead, leaving IT staff to refocus on strategic initiatives
- + Protection that aligns and scales with the company’s move to cloud-based technologies and infrastructure



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**Mayur Mistry**

IT OPERATIONS MANAGER

### About SentinelOne

More Capability. Less Complexity. SentinelOne is pioneering the future of cybersecurity with autonomous, distributed endpoint intelligence aimed at simplifying the security stack without forgoing enterprise capabilities. Our technology is designed to scale people with automation and frictionless threat resolution. Are you ready?

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