



Providing the right technology, expert knowledge and first class support for over 9 years.

Through innovation, quality and flexibility, P&O Ferrymasters (POFM) leads the market in the design, implementation and provision of integrated asset and non asset based road and inter-modal Freight Management solutions for European industry. POFM consists of 740 people, including many multi-lingual personnel, based at 29 strategic locations, spanning thirteen countries across Europe.

The Challenge

Among other things, POFM needed assistance with:

- A firewall security solution
- Deep Understanding of Technologies available and which best match POFM
- Ability to manage in-house to achieve cost efficiency
- Future security products for AV, Citrix and content
- Consistent account management

The Solution

Longstanding Relationship

POFM has been supported, maintained and upgraded by Bytes Security Partnerships (BSP) for over 10 years. Originally working with BSP for their firewall needs, POFM has enjoyed

consistent, high quality support and consultancy for almost a decade from the same account manager and technical team.

Access to Best Technologies

BSP's industry connections and strong account management has meant that POFM use best in breed technologies Europe-wide for their security needs. As BSP have been working with them for such a long time, they fully understand their business priorities and are able to monitor the market for the best new technologies to meet these.

This means that POFM remain ahead of security threats and up to speed with the latest trends and products which can benefit their business.

Customer Profile:

Company: **P&O Ferrymasters**
Industry: **Freight Management**
Country: **13 European Countries**
Revenues: **£425m**
Employees: **540**

Bytes Solutions Provided:

- Education on all technologies
- Supported roll out and implementation
- Single Account Manager on call
- Training for inhouse team, both during rollout and ongoing
- SPARC 24x7 support

Business Results:

- Expanded product use to Antivirus & Citrix
- Self-sufficiency and cost efficiency via better systems use
- Consolidated applications
- Pan-European VPN supported

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“” Bytes Security Partnerships have enabled our in-house teams to effectively run security solutions for 9 years. They have found us the best technologies Europe wide for our business, educated our teams on making the most of these, and provided first class ongoing support. They continue to deliver as excellent a service and as much consultancy and expert advice after 9 years as on day one.

Roger Harris,
European IT Manager, P & O Ferrymasters

Business Outcome

Bytes Education and Knowledge Sharing

The strong relationship and level of understanding that BSP has of POFM's business has meant POFM has been able both to consolidate applications and achieve cost efficiencies across their security suite. BSP has been integral in training and educating POFM's IT teams on the best ways to use new software releases and security products to reduce internal administration, avoid problems and ensure smooth rollout.

This has meant that POFM has achieved self-sufficiency in security, enjoys swifter integration of technologies and value for money with each investment.

Expanding Needs Covered

Due to the quality of service in their early relationship, BSP are now POFM's chosen security supplier for anti-virus protection, content control and Citrix. POFM enjoys the benefits of BSP's expert advice and consultancy, consistent account management and 24/7 technical support for all solutions.

P&O Ferrymasters has chosen BSP for years for various parts of their security protection, as they know they work with a partner that adds value to them each year via support, training and expertise on the latest technologies to employ to ensure POFM operates best in breed security.

The Result

The support and consultancy offered from BSP has aided the POFM IT team in moving from being a customer with a lack of awareness of the best security technologies out there and how to make the most of them, to a fully self-sufficient security team with the ability to manage their security suite effectively and cost efficiently in-house. All with the security of knowing that BSP is on call as backup for them whenever needed.



About P&O Ferrymasters

P&O Ferrymasters is about adding real value to the supply chain through freight management, intermodal, LTL/LCL/FTL, deep sea, air freight, warehousing and specific and dedicated market sector expertise. POFM use our local knowledge, pan-European expertise, global resources, cutting edge technology, innovation and passion to design and deliver the specific solutions you need to drive your business forward.

POFM increase customers efficiency, improve transit times, cut out waste in the supply chain, save you time and money and reduce your carbon footprint in an open, transparent way from start to finish. That's why they are one of Europe's leading supply chain and logistics experts.

Why Bytes for Security

Bytes Security Partnerships is dedicated to delivering network security services that meet the needs of our customers.

At all stages in the relationship, our account managers and engineers focus on understanding the underlying business drivers and objectives to ensure that we provide the right solution every time.

Our experienced IT engineers act as an extension of our clients' IT teams providing security project planning, audit and health check services, 24x7 on call technical support and knowledge transfer and training services.

Find out more:

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