A solution that retains the simplicity of a managed service but at a significantly reduced cost and with less internal administration.

Global logistics provider Unipart were faced with an aging firewall estate that required increasing attention. After exploring a fully managed service, Bytes Security Partnerships (BSP) were engaged due to their ability to minimise capital expenditure and deliver tangible TCO savings without the need to outsource and lose in-house skills.

A leading third party logistics provider and a consultant in operational excellence, Unipart operates across a range of market sectors including automotive, leisure, marine, manufacturing, mobile telecoms, rail, retail and technology. Customers include Vodafone, Sainsbury's, Sky, Homebase, Jaguar and Network Rail.

Unipart's unique culture engages people at every level of the business in delivering customer service while focusing on continually improving its day-to-day operational performance. At the heart of this culture is "The Unipart Way", a company philosophy which enables all employees to achieve more than they might have expected through the learning and mastery of Lean tools and techniques, the continual use of that knowledge to improve its operations and the sharing of those improvements through knowledge management systems.

The Challenge

Bytes Security Partnerships (BSP) were invited to tender for the managed service business and decided to reassess Unipart's requirements. BSP proposed a new and unique approach which would not only minimise capital expenditure but would deliver tangible TCO savings over a 3 year period with no need for a managed service or loss of in-house skills.

This proposal created a three year partnership, a co-managed service to provide Unipart the flexibility and control of a full in-house solution backed up by BSP's technical specialists and strategic thought leadership.

Customer Profile:

Company:	**Unipart Group**
Industry:	**Logistics /consulting**
Country:	**Global**
Revenues:	**£1.03bn**
Employees:	**8000+**

Bytes Solutions Provided:

- System Integration via Check Point
- Dedicated support for in-house team
- Scaled firewall solution for any size or type of business
- Continual audit of security systems and infrastructure
- SPARC monitor – early warning system for firewall management

Key Benefits:

- Reduced the capital cost of replacements
- Practical advice on Check Point lifecycle management.
- Reduced exposure to security risks
- Early warning system avoids downtime
- Effective capacity planning information creating competitive advantage

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About Unipart

Unipart Group is one of Europe's leading logistics companies and a widely recognised pioneer in the field of Lean implementation. Operating across a range of market sectors including automotive, leisure, marine, manufacturing, mobile telecoms, rail, retail and technology, Unipart offers a breadth of services from third-party logistics to expert consultancy.

The Solution

BSP provided a central security solution to support Unipart's firewall replacement programme which included:

• Re-organisation of the firewall estate so that only the 8 end of life firewalls needed replacement instead of the 22 quoted in alternative offerings. This significantly reduced the capital cost of replacements and provided Unipart with commonsense advice on Check Point lifecycle management.

• "Built in" upgrades over the life of the partnership which ensures Unipart will not face an end of life situation during the life of the contract.

• The introduction of the Check Point IPS and Event Correlation Blades coupled with a range of quarterly audit and health check services to assist Unipart in addressing their ongoing requirements for PCI compliance and rule based management. This ensures that Unipart reduces its exposure to security risks and can leverage compliance in their bid to acquire new clients.

• SPARC Monitor gives Unipart an early warning system which enables them to be more proactive through being able to avoid downtime weeks in advance. The service also provides capacity planning information which will give Unipart a competitive advantage in new business acquisitions.

The project deliverables were up and running in under 6 months, this being a challenging implementation for a project of this scale and complexity. The latest releases of software were also rolled out quickly. Over the life of the project the Bytes managed system refreshes will future proof Unipart's security systems.

The solution mirrors the simplicity of a managed service at reduced cost and with less internal administration which embraces the principles of the Unipart Way.

The Benefits

By taking on the full range of BSP services (SPARC, SPARC Audit and SPARC Monitor) Unipart has a reduced TCO and leveraged a competitive advantage through working with the right partner.

Bytes Security Partnerships and Unipart have developed a close working relationship and the solution has delivered all the key elements of a fully managed service in the most cost effective way whilst taking advantage of the investments that Unipart had already made.

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 healthcheck services, 24x7 on call technical support and knowledge transfer and training services.

Find out more:

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Visit: **www.bytes.co.uk/security**

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