



2019

# World-class training delivers secure future

# High-quality cybersecurity consultancy, training and threat intelligence promotes cyber immunity and supports long-standing Platinum Partner's growth plans including the creation of its Security Operations Center

CyberGuard Technologies is an independent, specialist cybersecurity business and part of the award-winning OGL Computer Services Group.



## Cybersecurity

- Headquartered near Birmingham, United Kingdom
- One of just two Kaspersky Platinum Partners in the UK
- Kaspersky Cybersecurity Training, Kaspersky Threat Intelligence and Kaspersky Endpoint Security

CyberGuard Technologies was launched in 2016 in a strategic move by OGL to provide dedicated cybersecurity expertise, products and services to help organizations to protect themselves against the ever-increasing volume and sophistication of cyberattacks.

OGL has a team of almost 300 IT specialists delivering diverse IT products and services to more than 1,200 customers throughout the UK. It is one of just two IT solution providers in the UK to hold the coveted Kaspersky Platinum Partner status – and the only one to offer the full range of its Managed Service Provider (MSP) portfolio of services.

## Challenge

The decision to create CyberGuard Technologies was the latest chapter in OGL's long-running business success story, founded on a commitment to excellence, great customer service and an ability to respond quickly to the fast-moving IT landscape.

Technical Director, Paul Colwell, explains the rationale: "From years of managing customer data we had developed lots of expertise. But we were providing what I would describe as basic, generic cybersecurity services, when really, we wanted to go much further and provide specialist, advanced services, tailored for individual customer's needs.

"Cybersecurity represents the biggest challenge facing all businesses, large or small. Our philosophy is that if we're going to do something, we're going to do it to the best of our ability and so we decided to put together a team of experts that focused exclusively on cybersecurity."

The management team knew that creating a separate entity, albeit within the OGL group, would give CyberGuard an important element of independence that firms are seeking when considering how best to protect their data and systems.

Launching CyberGuard also provided differentiation from competitors and valuable marketing momentum, at a time when the business, whose reputation was forged in the SME community, is targeting mid-market organizations in its growth strategy.

Adds Paul Colwell: "We've had a long and fruitful partnership with Kaspersky going back many years. Its security solutions, such as to protect endpoints, have been the backbone of our work with many hundreds of customers. Kaspersky has played a vital role in our own growth and development and has always been great to work with.

"Kaspersky has got world-leading security expertise and we've got great faith in its technology – so we knew that the company would have an important contribution to make in the success of CyberGuard Technologies, and so this has proved."

## The Kaspersky solution

CyberGuard identified three important elements in which its partnership with Kaspersky could help ensure that the new business was built on firm foundations.

Firstly, in the creation of a Security Operations Center (SOC) as the beating heart of CyberGuard's day-to-day activities. Secondly, in providing expert training to enhance the skills of its SOC staff and managers, and, thirdly, in the broader application of the Kaspersky portfolio of world-leading cybersecurity solutions.



**40+**

years in business

**280**

group employees

**£22**

million annual revenues

Explains Paul Colwell: "Our Kaspersky account manager was very helpful in assisting us with the development of our SOC, and although we had good, established cybersecurity expertise, we wanted to accelerate our skills set and raise our game even further.

"After discussing how best to approach this with Kaspersky, we decided to make use of its cybersecurity training programs to develop our staff and equip our teams with the best and most up-to-date knowledge and skills.

"We focused on two areas from the Kaspersky portfolio. The first, Yara Threat Detection, enhanced the capabilities of our SOC to hunt for and identify advanced cyber threats. Then, having identified these threats, we took some incident response training to improve our abilities to deal with those threats and help customers take the necessary steps to protect themselves in the future."

## Service excellence

An important principle for CyberGuard was that everyone in its SOC had the same training to the same advanced level, ensuring a consistent standard of service excellence, whatever the level of incident, from the everyday to the more complex.

"The training was excellent and what was extremely impressive was that Kaspersky fielded some of its most eminent experts to deliver it. We also invited some of our customers to join us, so they could share the value of the training and also witness firsthand our commitment to what we want to achieve with CyberGuard," says Paul Colwell.

At the heart of CyberGuard cybersecurity know-how, is its automated use of Kaspersky unique threat intelligence resource, providing instant access to rich information and insights about the latest emerging threats – and the most effective strategies and countermeasures to deploy to prevent cyberattacks.

"This gives us great visibility of the threats that our customers are facing," explains Paul Colwell. "When an alert does occur, having that authoritative, referenceable information, with all the collateral data that you get with it, is vital in building a complete picture of what's going on and what we can learn from it."





#### Confidence

From expert training, consultancy advice and solutions



#### Quality

SOC team delivers consistent standard of performance



#### Actionable Intelligence

Access to world class, live analysis of threats



#### Added Value

A relationship built on trust, understanding and world leading solutions

## Results

Two and a half years on from its launch, CyberGuard Technologies is a business on the move, with a 12-strong SOC team and a string of impressive new business wins under its belt throughout the UK, including two FTSE 50 organizations.

The decision to establish an independent cybersecurity entity is paying dividends for OGL too, with each organization feeding the other's business development pipeline.

"We feel that we have a winning formula here," concludes Paul Colwell. "We're going to continue to develop and grow our expertise with the help of Kaspersky and we're now actively looking at extending our use of the company's expertise, for example through the use of its Advanced Persistent Threat Intelligence Reporting service and Digital Forensics training.

"We've got a great relationship with Kaspersky; we get an advanced look at the new developments that the company is bringing through and the information that we get at its annual European Partner Conference is always a great way of staying ahead of our competition."

Cyber Threats News: [www.securelist.com](http://www.securelist.com)

IT Security News: [business.kaspersky.com](http://business.kaspersky.com)

[www.kaspersky.com/fraudprevention](http://www.kaspersky.com/fraudprevention)

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