



Information Security Solutions provider to Fortune 500 clients globally

With a renowned reputation for consistent delivery of complex assignments to key Blue Chip organisations, this US Fortune 500 global provider of Information Security solutions is based in London, England.

They provide IT Security Consulting Services and IT Security Solutions to many of Europe's, Africa's and the Middle East's largest enterprise and government organisations. The company made a strategic business decision to work with three well-established and respected IT security consultancies based in EMEA. These consultancies would deliver strategic IT security assignments to the company's valued client base that they could not fulfill themselves due to overcapacity.

Industry:
Technology

Location:
London
United Kingdom

The Process

This global organisation conducted a comprehensive evaluation process and extensive due diligence over a three month period on over 20 prospective partners across EMEA. Cyberfort was successfully chosen as one of only three preferred partners for EMEA. This decision was based on our experience, our quality staff, and our approach to partner business, as well as our proven ability to consistently deliver quality projects on time and within budget. We were selected for our management reporting, project management controls, procedures, processes, strong service delivery, and management team.

Since April 2013, Cyberfort has been delivering complex IT security consulting assignments across EMEA on behalf of our client. We have worked on our client's behalf in the UK, Ireland, Belgium, Holland, Sweden, Denmark, Germany, France, Middle East, India and even the USA on two occasions. Complex assignments have been undertaken on our client's behalf in key industry sectors, namely, Oil and Gas, BFSI, Telecommunications, Retail, Pharmaceutical, and Central Government. Projects have ranged from GRC solutions, architecture assessment, firewall review, application review, source code review, reverse engineering, education and development and IT security policy reviews.

Cyberfort is now considered a strategic partner to the client across EMEA, adding real value to their business and to their clients, and delivering quality assignments of varying complexity, at times under extreme deadline pressures.

'Our commitment to our clients is total. We will never compromise on client delivery and client satisfaction, so choosing three strategic partners to handle our key client assignments across EMEA was a massive decision for us. We undertook stringent evaluation and due diligence to find three partners who could consistently deliver to our exacting standards, work to our procedures, represent our brand and maintain the standards our clients demand. Cyberfort have proven to be an excellent and strategic partner for us. They are consistently over-achieving and going that extra mile for us and our client to deliver quality ontime every-time, sometimes under extreme time pressure. The Cyberfort team have become an integral part of our IT security team so working with them has become very easy and very cost effective for us. Our decision to out-source many of our more complex assignments to a third party, namely Cyberfort, has proven a great success and we look forward to continuing to work with the Cyberfort team in 2014 and beyond.'

Head of EMEA

