



# Cyber Security

## Details

<b>Project Scope:</b>	Cyber Security	<b>Industry:</b>	Storage and distribution
<b>Area:</b>	North East	<b>Turnover:</b>	C: 5M to 10M
<b>Current Solution:</b>	None	<b>Cloud / On Premise:</b>	N/A
<b>Bespoke:</b>	N/A	<b>Employees:</b>	100
<b>No of Sites:</b>	1		

## Description

Today I have engaged with the Senior IT Manager of a distribution company based in the North East.

Upon the first point of contact, the client made me aware that the business is looking to become Cyber Essential Literate.

The motivation behind their wanting to achieve this certification is down to the company working with government framework clients such as the NHS.

The business cannot tender for certain work if they do not have Cyber Essentials in place as this would be part of most frameworks that their client put out for tender.

Another factor is down to the client confirming that it has been several years since the company had any penetration testing or vulnerability assessments carried out, currently, the client has no idea of how strong their IT & Cyber security posture is and therefore agrees that it's a complete no brainer to be proactive rather than reactive with this.

Finally, the client has stated that they would be keen to speak with a partner that has experience in helping companies of their size work and piece together how they become Cyber Essentials ready as well as offering penetration testing with reporting.

The client has disclosed the following snapshot of their Network:

- 100 Employees
- 20-30 Network Users
- Cyber Essential Ready
- 2 IP Addresses
- Wifi Testing (Units TBC)
- 100 End Points
- Internal & External Testing
- Vulnerability Scanning
- Reports
- Open to On-Premise or Remote Testing

Based on this the client expects Your Shortlist to source a credible IT & Cyber Security Partner that can call and introduce themselves from Friday the 18th onwards.

The client then expects the partner to ask for a time within their diary so that they can gather cost and

information from the partner on what the above requirements and work needing to be carried out will look like.

The client may get the Head of IT involved on this one also as he is the Senior IT Manager but that's TBC also.

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## Timescales

 <b>Call:</b>	18/08 onwards.
 <b>Decision:</b>	Within 3 months.
 <b>Implementation:</b>	Within 6 months.

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## Budget

The client knows £1,300-£1,500 per day is the average cost of Penetration Testing, Getting Cyber Essentials ready they are unsure of how much investment would be required for this.

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## Next Steps

Partners who can fulfil the company requirements should reply directly to [leadsuk@yourshortlist.com](mailto:leadsuk@yourshortlist.com) to register their interest.

Once approved, you will immediately receive the prospects contact details.

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## YourShortlist

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