



## Driving improvements in IT security

A leading car dealership in Buckinghamshire relies on DYTS to help it deliver secure, fast and reliable Internet access for over 350 employees. DYTS not only recommended and deployed the IT security solution, but also provides local support and expert advice whenever needed.

### HIGHLIGHTS

*Expert advice on the best IT security products to meet business needs*

*Complete protection against viruses, hackers and other threats*

*Fast and reliable Internet access*

*Flexible security policies for different groups of employees*

*Local support and IT security expertise*

### Challenges

Through dealerships in Beaconsfield, Aylesbury and Farnham Common, The Hughes Group aims to provide its customers with an unrivalled choice of new and used vehicles. It operates seven different franchises with manufacturers ranging from Mercedes-Benz and Jeep to Mazda and Skoda. It also offers a body shop, servicing, MOTs and second hand sales. These services enable the company to respond fully to all the needs and preferences of its customers – but they also add business complexity.

*“We have a relatively simple business, which is made complex by the number of different franchises and services we operate,”* explains Geoff Williams, managing director of The Hughes Group. *“We have to be able to access the Internet securely to use many different web-based manufacturer ordering systems, obtain parts information on intranets and download technical data.”*

The Hughes Group has grown in size considerably over recent years and now employs over 350 employees, of which more than 250 use IT on a regular basis. This business growth was beginning to place a strain on the company's Internet service

and gave rise to new concerns about IT security. *“As we expanded and bought other companies, we found that our existing IT security measures were no longer adequate for the number of people and volume of traffic that we had,”* Williams says.

In addition, The Hughes Group was aware of new legislation concerning data protection, but didn't know how to respond to it. It held data on over 12,000 customers and needed greater assurance that this sensitive information was properly protected from the risks posed by hackers and data leakage.

### Solution

DYTS undertook a full review of The Hughes Group's existing IT security systems and assessed how its employees used the Internet at work. The firm then recommended the installation of the WatchGuard® XTM 530 device. This high-performance network security appliance provides comprehensive protection and comprises a firewall, URL filtering, anti-spam, anti-virus, intrusion prevention, HTTPS content inspection and flexible management tools.

DYTS acquired and configured the WatchGuard product and then tested it

thoroughly prior to installing it on-site.

*"It was a well thought-through project,"* observes Williams. *"I know that DYTS has recommended and deployed an IT security solution based on a deep understanding of our business and the issues that we could face."*

At the same time, DYTS upgraded The Hughes Group's Internet access service from a single line, providing 8 Megabytes of bandwidth, to dual lines with 40 Megabytes of capacity. In the event of the failure of one of the lines, the WatchGuard device will automatically and instantly divert all traffic to the alternate line.

*"It was a sensibly priced solution that gave us greater speed, as well as greater business protection,"* says Williams.

*"I know that DYTS has recommended and deployed an IT security solution based on a deep understanding of our business and the issues that we could face. I rate DYTS very highly."*

**Geoff Williams**  
Managing Director  
The Hughes Group

In the days following the deployment of the WatchGuard device, DYTS worked with The Hughes Group to fine tune and precisely configure the solution to meet the needs of specific groups of employees or indeed individual users. For example, DYTS established a policy to allow the marketing team to use Twitter, without making this site accessible to everyone. *"Being able to have separate IT security policies for different users is very helpful and something that wasn't possible with our old system,"* says Louise Pearce, IT administrator at The Hughes Group.

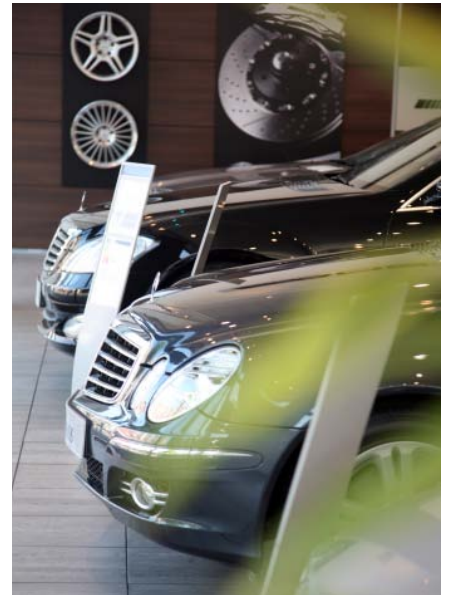
## Benefits

The Hughes Group now has a single IT security device that provides a strong layer of defence against viruses, hackers and other threats. The company has complete peace of mind that sensitive customer data is secure and that its network is fully protected. Users are able to access the manufacturer intranets and other web sites that they need to do their jobs, without exposing the business to unnecessary risk.

The solution deployed by DYTS is not only very easy to administer, but also very flexible, allowing the company to meet the needs of specific groups of users. Most employees are prevented from making downloads in case they inadvertently copy viruses on the network. However, those members of staff who need to download car maintenance files can do so safely. *"The WatchGuard solution is very straightforward and easy to use,"* says Pearce. *"We haven't had any problems at all and have found it much better than our previous device."*

The Hughes Group is also delighted with the added speed and reliability of its Internet access. *"Previously, if we had a problem with our Internet line, we would completely lose all our connectivity,"* Pearce says. *"When one line went down recently, the WatchGuard device automatically switched over to the alternate line. We didn't lose any Internet access and there was no disruption to the business at all."*

For Williams, one of the biggest advantages of working with DYTS is the peace of mind that he gains. *"We don't have a large internal IT resource,"* he says. *"It is therefore reassuring to know that we have someone off-site who can monitor our network and make sure that everything functions smoothly. If any IT security concerns do arise, DYTS can respond quickly."*



DYTS' managing director, Allen Wilkes, was closely involved in the project at The Hughes Group. *"I rate DYTS very highly,"* says Williams, in conclusion. *"Allen has proven to us that he understands – at all levels – the security issues that a company of our size faces. He finds practical workable solutions that fit the budget and his advice and support are invaluable."*



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