

case study

dnsMSS™ Managed Security Services: a customer perspective.

When asked how he would sum up his relationship with **dns**, Colin Weddell replied:

*"Wood Mackenzie prides itself on its reputation for quality, integrity and the way it works in its own environment, which is really in two main business areas: energy and life sciences. What I like with **dns** is that we get that same quality, trust and honesty reciprocated, that is very important to me."*

Colin Weddell is Head of Technology at Wood Mackenzie, an independent consultancy based in Edinburgh that works in both the energy and life sciences fields. Recently separated from Deutsche Bank, Colin was concerned about providing the same level of security for his organisation. He consulted **dns**.

*"**dns** effectively took on the role of providing us with a recommendation on how we should approach the perimeter security that we wanted to put in place for our company. We were headquartered in Edinburgh we had offices in London, Houston, Boston, Sydney and Moscow and it was important to us that we were able to maintain an environment that provided security across all of those offices." says Colin.*

*"**dns** provided initial consulting in terms of the proposal, they then undertook the actual work to implement the proposed environment."*

A big driver for Colin at that time was the planned growth of Wood Mackenzie in all of their offices around the world. His main concern was how he could manage the environment in those offices remotely from Edinburgh and the cost of implementing local services in those offices. **dns** offered him a solution which gave him maximum security at an affordable cost, a solution which has supported Wood Mackenzie through a 30% growth over the past two years.

*"The idea of a managed service from **dns**, which gave us a 24/7 support of our environment, was very attractive. One thing dear to my heart is cost and the proposed offering they matched completely: there was no overspend and it was implemented on time. It was a very aggressive time scale from us due to the time of the separation from our parent and **dns** were very committed to that time frame with us."*

Having experienced the **dnsMSS™** service for over a year at the time of interview, Colin explained some of the main benefits he received:

*"The highs for me are the fact that we now know whenever there is a problem. We are alerted very quickly by **dns**, not only in terms of failure of equipment, but potential security breaches and general alerts of what is going on in the outside world, which is very useful and reassuring for me."*

For information on how you can gain the same benefits from **dns** Managed Security Services, contact info@dns.co.uk.

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