

# BEALE & CO CASE STUDY

**International construction and insurance law specialist Beale & Co protects its operational integrity 24x7 with Managed Extended Detection and Response from Six Degrees.**

Beale & Co has been providing specialist legal advice to the construction, engineering and infrastructure sector for over 50 years. As a recognised leader in the legal directories, Beale & Co's lawyers have delivered perceptive, clear and concise advice on prestigious projects both at home and abroad.

## The Challenge

All businesses are operating today in an increasingly hostile digital landscape. Although all sectors are potential targets for cyber-attacks, the financial, operational, and reputational risks to businesses operating in the legal space are especially acute, with cybercriminals targeting the sector in hope of exploiting their high risk aversion for financial gain.

Joseph Coffey, Head of Information Technology, Beale & Co, says: "Beale & Co is a highly risk-averse company. We want to do whatever we can to protect our information and our customers' information. We work on panels for lots of large insurance companies, and if we suffered a cyber-attack we would most likely be removed from those panels which would be hugely damaging to us."

Joseph is clear on the risks Beale & Co faces, but he recognises that Beale & Co would struggle to protect itself from cyber threats 24x7: "We are abundantly aware that malware attacks don't just happen between 9:00am and 6:00pm, Monday to Friday. We're essentially a 24x7 business, and although most people work office hours many don't. People can be clicking malicious links, or people can try to infiltrate us at any time, so we need to be live to that. It would be almost impossible though for us to staff a 24x7 facility – we're quite a small team and we lack the specialist technical and security knowledge we'd need. Even if we had the appetite, it would be very expensive to hire even a couple of people – let alone trying to spread that skill over 24 hours, seven days a week."

## The Solution

In order to achieve 24x7 access to specialist eyes on Beale & Co's environment, Joseph elected to adopt Six Degrees' Managed Extended Detection and Response (MXDR) service. Joseph says: "The MXDR service gives us confidence in our security as we know we've got

## Benefits at a Glance



**24x7 detection, alert and response.** Six Degrees' MXDR service gives Beale & Co 24x7 eyes on its environment to address incidents before they become service-impacting.



**Access to specialist skills and knowledge.** Beale & Co gains access to leading cyber security talent that it would struggle to attract and retain internally.



**Tailored and constantly tuned.** By tailoring and tuning the MXDR service to Beale & Co's environment and needs, Six Degrees ensures it is optimised and efficient in identifying and addressing threats.



**Human-led, collaborative service.** The MXDR service is managed and delivered by named cyber security professionals who collaborate with Beale & Co to ensure the service always delivers to its evolving requirements.

as much visibility as possible on our environment. Having trained professionals monitoring our environment is very reassuring, and means Beale & Co's security doesn't have to be a constant worry."

One of the benefits of the Six Degrees service is our analysts' ability to advise on sometimes highly technical issues in a straightforward, digestible and actionable manner. Joseph says: "Six Degrees works hard to ensure the explanations they give to our team are in layman's terms. My team here are IT professionals, not security professionals, and the Six Degrees analysts understand their audience enough to talk at a level we understand and can act upon. We're not given loads of acronyms to decipher!"

Regular reporting demonstrates the value of the MXDR service, as Joseph explains: "When Six Degrees resolves issues without us needing to get involved, our bosses could start to question the value of the service if they are not experiencing issues. Our reporting dashboard shows all the issues that have been resolved by Six Degrees, and makes MXDR an easy sell internally."

## The Outcome

Joseph sees real value in the Six Degrees MXDR service, as he explains: "Our experience of the service is really good. We've worked with Six Degrees' Head of Cyber Operations to tune the service so it's just right for us, and that tailoring makes a big difference.

"The responsiveness is really good. Whenever we've had near misses or things we've needed to investigate urgently, Six Degrees have been on the phone and available in meetings pretty much immediately. It's been really impressive."

Joseph values the human element of the MXDR service: "It isn't just a faceless service – we have regular meetings and other touchpoints with Six Degrees' analysts to go through tickets and actions, so you feel properly supported. You can feed back and they'll listen to you and help you make things better. It's really good."

Joseph and Beale & Co have even helped develop the MXDR service, providing constructive feedback on their experience that is actively shaping the evolution of the service. "I'd describe our working relationship as a collaborative partnership. We're definitely working well to keep making things better, and we feel like we're listened to by Six Degrees. That's really important to me and to Beale & Co."

## Our Solutions



### Cyber Services

Enhance your cyber security and safeguard your organisation with our cyber security strategy and advisory, consultancy, and managed services.



### Hybrid Cloud

Host all of your workloads in the most appropriate location while experiencing the simplicity of one cloud from Six Degrees.



### Connected Workspace

Access the smarter, faster technology needed to make the most of your hybrid working future.

## About Six Degrees

Six Degrees is a leading secure, integrated cloud services provider. We protect UK organisations and help them thrive in the cloud by giving them secure platforms to innovate and grow.

We put our exceptional people in a position to succeed, and along with our robust capabilities and strategic vendor partnerships this enables us to support customers on their digital transformation journeys regardless of their maturity, with the goal of enabling them to operate effectively and securely in the cloud.

Our intelligence-led security services provide the most appropriate detection and response capabilities versus evolving cyber threats, ongoing assurance, and rapid response, allowing us to mitigate attacks quickly.

We've aligned all our services to allow customers to navigate the complexities they face today – enabling them to solve their digital transformation challenges and succeed as businesses.

Our vision is to be the UK's number one provider of secure, integrated cloud services.