



Case Study

Leading Lifestyle and Action Sports Brand
Partners with Solace Cyber for Secure
Infrastructure Deployment

**SHINER****LTD**

→ **INDUSTRY**
Ecommerce and Distribution

Shiner Distribution, a prominent player in the international Lifestyle and Action Sports industry, faced unparalleled challenges in recent years, that demanded resilience and adaptability. First, the COVID-19 pandemic severely impacted their active sports, apparel, and skateboarding business, necessitating adaptations as customers shifted their engagement to home-based activities. Second, Brexit and EU regulatory changes prompted them to innovate, including the establishment of an EU Warehouse.

With the help of Solace Cyber, they embarked on a transformative journey that sort to enhance the security and efficiency of their infrastructure deployment.

Solace Cyber was tasked with the replacement of their aging private Infrastructure-as-a-Service (IaaS) solution, which had suffered from neglect due to a lack of active maintenance by their Managed Service Provider (MSP). The solution involved migrating to a robust 3 x Host and SAN environment within a state-of-the-art Datacentre Colocation facility.



The primary objectives of this initiative were twofold: first, to reduce existing Operational Expenditure (Opex) by optimising the infrastructure, and second, to eliminate legacy hardware that was dragging down performance and security. To bolster the organisation's security posture, Solace's cutting-edge Ransomware Protect and Recover, Veeam Cloud Connect backup, and Zerto Disaster Recovery solutions were seamlessly integrated. This comprehensive approach ensured that the organisation's data and operations were safeguarded against ransomware attacks and capable of swift recovery in case of a disaster.

Furthermore, the organisation made significant strides in bolstering its security infrastructure. Outdated on-premise firewalls were replaced with the latest generation FortiGate Firewalls, configured in a highly-available (HA) stack to ensure uninterrupted protection. To complement these security enhancements, Solace Cyber introduced the Secure Plus Managed Service, which leveraged existing Windows Defender licensing through M365 Business Premium and incorporated FortiEDR for the server estate. The combination of infrastructure optimisation, enhanced security measures, and a proactive security management approach marked a significant milestone in the organisation's commitment to secure and resilient operations.



INDUSTRY

→ Ecommerce and Distribution

LOCATION

→ Bristol (HO & UK Warehouse)
→ Netherland (EU Warehouse)
→ California (US Sales Office)

CHALLENGES

→ Shiner business function was heavily impacted by Brexit & Covid
→ A poor relationship with the existing MSP
→ Escalating operational costs due to changes in the marketplace.

SOLUTION

Secure Infrastructure deployment via:
→ Infrastructure replacement and recovery service
→ Removal of legacy hardware
→ Replacement of on-premise Firewalls with FortiGate

RESULTS

→ Refreshed, latest generation hardware
→ Secure Plus Managed Service for an improved Security Posture
→ Visibility of new and emerging threats to mitigate.
→ Reduction of existing Opex spend

ENDPOINTS

→ Approx. 150 Endpoints.

SERVICE IMPLEMENTED

→ Secure Plus Managed Service
→ Ransomware Protect and Recover
→ Secure Edge Managed Firewalls