



## CASE STUDY

# COMPANY OVERVIEW

Infotrust works with many leading players within the Australian financial sector. Security is paramount to the successful operation of such businesses, and our expertise proves invaluable to these clients. One such partnership involves a leading trading, brokerage, and wealth management firm that handles more than \$20 billion in trade volume annually. The company has more than \$8 billion in assets under administration and is considered a market leader, delivering expert support, fast trade execution, and world-class data and analytics to the market. They rely on Infotrust for their cyber security needs.

## Financial Services Sector Challenges

The financial services industry faces some of the most stringent regulatory oversight of any corporate sector. Financial data is extremely lucrative to sophisticated global hackers and demands the most robust cyber protection.

### Specific Challenges Faced by This Client:



A need for scalable security solutions that would grow with the company and allow it to offer more advanced financial products



An overarching objective to focus internal resources on core business operations to meet growing demand for its financial products



A desire to explore outsourcing to expand its security capabilities without hiring additional staff



Compliance with the relevant regulatory obligations including ISO 27001 certification

## Business Requirements and Solutions Delivered

Infotrust has provided comprehensive support throughout the client's digital transformation journey - from strategic planning and infrastructure readiness to deployment and ongoing management. This outcome enables the company to operate efficiently and securely across all business environments. By outsourcing its security operations, the company has been able to enhance its organisational resilience, while carefully managing overheads and avoiding the costly hiring process.

The client enjoys continuous access to cyber security advice and expertise, driven by a shared commitment to relentless innovation and improvement. Our managed technology team delivers tailored solutions based on a deep understanding of the client's business model. The partnership has delivered the introduction of Identity Threat Protection and advanced endpoint security management, key facets of a more robust security profile.

When selecting a business IT and cyber security partner, the client was looking for a provider that could:



Work closely with internal IT staff to identify current and emerging challenges and highlight improvement opportunities



Assume responsibility for important security functions to alleviate pressure and eliminate chokepoints



Build a lasting relationship based on trust, shared values, and the seamless flow of expert advice and information



Track evolving regulations governing the financial sector and adjust accordingly

### The Results

The partnership continues to deliver on its initial promise. The client's workload burden has been lightened, and it now depends on Infotrust to remain ahead of evolving operational and security demands. The decision to outsource these functions has produced greater scalability of services, access to specialised expertise, and allowed the client to focus internal resources on strategic business initiatives related to its core functions. The client is secure in the knowledge that its GRC obligations are being met as it builds a reputation for greater safety and security within its dynamic sector.

The gradual transfer of the company's security needs to Infotrust has been conducted with transparency and an understanding built on frank and open communication. The client appreciates that trained professionals are dedicated to the task of ensuring its security. Help, advice, and additional assistance is a phone call away. The adopted outsourcing model has met all the company's related security goals and continues to help it flourish. This type of solution is available to other players within the financial services realm who are ready to upgrade their cyber security and IT capabilities with a specialised and tailored managed services package.