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Gradeon Director, Craig Marston

“Helping a leading Global customer insight provider to help today’s businesses reward customer loyalty”

Client Benefits

- ✓ Delivered solution design within 2 weeks and within tight budget
- ✓ De-scoped to provide huge cost savings
- ✓ Supported the company's migration to a cloud infrastructure
- ✓ Allowed business as usual

Background

One of today's leading data-driven marketing and loyalty analytics company's that provide clients with the customer insights they need to make smarter business decisions and build relevant, rewarding and long-term one-to-one relationships were looking for help to navigate compliance and improve operational efficiency.

Their clients include many of today's leading banks, airlines and retailers, where compliance is a necessary requirement.



PARTICIPATING ORGANIZATION

Find out more: email: contact@gradeon.co.uk telephone: 0330 365 0104



The Challenges

Without full compliance, some of their large airline and banking clients were unable to sign up to use the service.

They had previously been provided with solutions that were complex and costly and urgently needed guidance and expertise to navigate the complex compliance requirements.

Along with this the current solution they had in place brought their whole development arm and infrastructure into scope of PCI, PADSS and OWASP.

Gradeon within two weeks performed an assessment and provided logical design options which were easily understood and digested into their Agile development stream. Workshops were planned and a QSA appointed.

Gradeon's solution removed many areas from PCI scope with huge cost savings and ongoing development overheads that would have had to be undertaken if PADSS/OWASP was left in scope.

Gradeon also helped them to migrate to a cloud offering to improve security.

Solution

Results

- ✓ Enabled the company to quickly continue with their product launch and sales with important key customers.
- ✓ Introduced a cloud solution partner
- ✓ De-scoped to provide significant cost savings
- ✓ Reduced ongoing development overheads
- ✓ Improved security

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Gradeon's practical approach to IT and security challenges and knowledge of compliance was invaluable. It allowed talks with important customers to continue.”

Gradeon Director, Craig Marston

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