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Case Study
Capital Network Solutions Limited

IT security specialist uses Welsh Government support to look to the future

Since being set up by Mark Edwards in 1996, Capital Network Solutions has grown gradually through a reputation for offering a reliable one-stop-shop for commercial IT solutions and managed support services. Building on a strong private sector client base, the company is now at the forefront of the cyber-security industry with offices in Barry and Bristol.

A CISCO Premier Partner, Capital Network Solutions is able to offer the gold standard in hardware, making it the IT service provider of choice for businesses across the UK, as companies seek a premium solution for

all enterprise networks and data management systems.

As cyber-security has come in to sharper focus on a commercial level, Capital Network Solutions has become one of a select number of companies in Wales who can offer a fully managed certification service for the new UK Government backed Cyber Essentials scheme by addressing five key areas, such as access, control and configuration. It is estimated that a business can reduce its risk of cyber-attack by up to 80% once certified.

This certification is a mandatory requirement to bid for many Central and Local Government contracts, and as well as being

assessors and an early adopter of Cyber Essentials, Capital Network Solutions finds itself well placed for future growth.

Upcoming EU Data Protection directives, where companies could face fines of up to 2% of global turnover, mean that the profile of cyber-security has become a much needed board level issue for businesses of all sizes.

In 2014 the global bill for cyber-crime was over £200 billion, with over 60% of SME's experiencing some form of security breach at an average cost of £115,000. These statistics have led to even smaller companies taking the integrity of their IT systems more seriously.

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CYBER SECURITY

Though Capital Network Solutions frequently deals with larger clients, it combines its global operation with the provision of IT services to help a network of Welsh businesses.

Boasting a long-term client list that includes a number of large PLC's, housing associations, manufacturing businesses, education authorities and TV stations, Capital Network Solutions offers a proactive network approach that is unrivalled in Wales.

Sarah Edwards, Managing Director at Capital Network Solutions, said: "As a company we have placed a real focus on differentiating ourselves from our competitors by moving quickly in response to industry developments. Our Cyber Essentials certification body status is a perfect example of this.

"Our team has grown steadily over recent years and we now have a group of highly-trained engineers who are all fully-accredited within their own specialist areas. It is in this employee development that we have really benefitted from Welsh Government support.

"In total we have received £30,000 in funding to send every member of our team on training courses to ensure that they continually develop their knowledge. This training programme was directly responsible for us creating four new staff positions as we grew our offering to incorporate extra services.

We expect this to continue as we support future growth."

Now Investors in People accredited and having developed strong links with a local supplier base, Capital Network Solutions has used support from Welsh Government to create a strong business infrastructure that allows it to operate both in Wales and on a global scale.

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