

# Corporate Travel Management Company

CNS Group enables a corporate travel management company to deliver multi-channel support to its clients whilst remaining secure and regulatory compliant

CNS Group delivers cybersecurity maturity and risk treatment services that enable a corporate travel management company to deliver multi-channel support to its clients whilst remaining secure and regulatory compliant.

## CHALLENGE

In an increasingly crowded and competitive market, travel management companies need to be proactive in their approach to adopting new technologies that facilitate seamless ordering and communication with clients and prospects. People no longer expect to have to call a representative in order to research and book a trip – online portals and booking facilities are now the norm. Introducing these new digital platforms is essential for travel management companies to meet client expectations and remain competitive, but expanding the IT infrastructure and introducing new touch points also introduces new cybersecurity threat vectors to their businesses.

CNS Group engaged with a successful UK-based corporate travel management company that was growing year-on-year as a result of the popularity of its high touch, concierge-style service. One of the company's Founding Partners explained how this growth, when combined with the changing ways in which the company needed to interact with its clients, was influencing its business strategy: "We've made substantial investments into the digital and technological side of our business in order to evolve with the changing environment. What our clients are demanding is changing; we're seeing younger tech savvy companies that run apps or online businesses joining our base. These people expect to book travel in a very different way to how it's been done historically."

Against this backdrop of business evolution, the corporate travel management company faced the challenge of establishing its cybersecurity and compliance posture, finding where its cybersecurity vulnerabilities lay, and creating a structured and actionable risk mitigation plan that would support the continued growth of the business.

## About Six Degrees

Six Degrees is a cloud-led managed service provider. It works as a collaborative technology partner to businesses making a digital transition.

Always placing clients at the heart of its strategy, Six Degrees' passionate teams combine technical expertise and deep sector-specific knowledge to innovate, craft and manage the right solutions to power their businesses.

The breadth and strength of Six Degrees' technology is its foundation. Solutions range from data and application performance management through to colocation and unified communications, all with private, public, or hybrid cloud at its core.

Six Degrees works collaboratively and builds long-term partnerships through exceptional services that match its clients' needs. It continually innovates the right solutions to enable clients' brilliance.

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## SOLUTION

The corporate travel management company understood the cybersecurity challenges it faced. “For a company of our size, suffering a breach could be hugely detrimental” explained the Founding Partner. “It’s not solely about what our clients now require; it’s also about what industry and government now requires. Meeting and surpassing all of these different requirements and responsibilities is imperative to our continuing success in the industry.”

In order to keep its client data secure and remain regulatory compliant, the company engaged with CNS Group to undertake a cybersecurity maturity assessment. CNS Group utilised Aegis, its cybersecurity maturity benchmarking tool, to establish the company’s cybersecurity posture and present findings in a manner that was easily digestible at board level.

Aegis employs a pragmatic risk-based approach, designed to help organisations make better decisions regarding the protection of their data. The service enables organisations to fully understand their risk, highlighting security gaps and enabling them to prioritise security efforts and budgets. The Aegis service includes access to a 24x7 real-time dashboard, which consolidates multiple sources of security data reporting and metrics into a single repository.

The intelligence Aegis delivered allowed the corporate travel management company to develop a contextual, prioritised transformation plan that addressed any vulnerabilities and met its cybersecurity and compliance targets.

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## OUTCOME

By engaging with CNS Group and leveraging the intelligence gained through the Aegis service, the company was able to gain a clear ‘red amber green’ traffic light view of its cybersecurity risk areas. These risk areas could then be addressed through a granular risk-based treatment plan, facilitated by CNS Group and directly aligned to the company’s cybersecurity and business targets.

As the company’s Director of Transformation and IT explained, “The most crucial thing Aegis did for us was allowing us to focus on what we needed to spend time on. If you consider the breadth of what we were looking at – PCI DSS, ISO 27001, Cyber Essentials – being able to understand where we were in regards to all of those things in a short amount of time was invaluable. It enabled me to go to the board and justify what needed to be done, when and how much it would cost us.”

The company is reaping the benefits of engaging with CNS Group not just in terms of cybersecurity and regulatory compliance but also business development. “Our team is in talks with a prospective client at the moment, and a big part of their tender is PCI and cybersecurity-related” explained the Founding Partner. “People are asking about these things and making them part of their tenders. Having achieved these strict standards in compliance and cybersecurity, we’re now able to go for bids that we may not have in the past.”

*"We were convinced when we spoke to CNS Group about the Aegis service, so much so that within three weeks of me joining the company we had employed CNS Group and signed up to Aegis. As a result of CNS Group and Aegis, what we've ended up with is a multi-layered approach to dealing with the vast array of cyber threats that exist."*

**Director of Transformation and IT, Corporate Travel Management Company**

## ADVANTAGES & BENEFITS



**Effectively budget and control cybersecurity spend** - Thanks to the insights gained through utilising Aegis, the company has been able to create a structured risk mitigation plan that rationalises and controls cybersecurity spend.



**Demonstrate robust cybersecurity to existing and prospective clients** - The company is able to assure existing and prospective clients that their data is managed to high cybersecurity standards, removing barriers to entry and actively growing the sales pipeline.



**Ensure the security of confidential client data** - With GDPR threatening significant fines for any data breach of personally identifiable information (PII), the company has taken steps to ensure that all confidential client data is safe and secure.



**Gain detailed metrics on ROI relating to cybersecurity spend** - With CNS Group's ongoing support, the company is able to draw a direct line between cybersecurity spend and the tangible business benefits of maintaining a robust cybersecurity posture,

### Stable Foundations

Providing essential IT services to enable our customers to re-focus on their core business



Managed Workplace



Business Continuity



Cyber Security  
Detection & Defence



Core Infrastructure

### The Agile Workspace

Equipping our customers with the tools to empower their employees to work efficiently anywhere



Modern Workplace



Unified  
Communications



Simplified Collaboration



Enterprise Mobility  
Management

### Intelligent Growth

Utilising technology, intelligence and expertise to fully realise new growth opportunities for your business



Multi-Cloud  
Management



Consultancy & Advisory



Business Insight &  
Analytics



**Cyber Security  
Assessment &  
Compliance**

Speak to our experts today on **0207 5928 800** or email us at [info@cnsgroup.co.uk](mailto:info@cnsgroup.co.uk) or visit [www.cnsgroup.co.uk](http://www.cnsgroup.co.uk)

**Enabling your brilliance**