



HOWDENS
JOINERY CO.

MAKING SPACE MORE VALUABLE

Howden Joinery Group Plc “Evolve, they are one of those rare firms that simply gets it”

Each year, Howdens supplies around 250,000 building trade professionals with around 3.5 million kitchen cabinets, 2 million doors and 400,000 complete kitchens. Many of these clients interact with the firm via electronic and internet based systems for account management and payment processing. To improve efficiency, Howdens has made a substantial investment in advanced CRM, EPOS and ERP systems as well as on premise and hosted IT systems.

“We have no qualms in recommending Evolve, they are one of those rare firms that simply gets it and we foresee working with them extensively in the future.”

Ru Gardner
Howden's Security Team

The criticality of its IT systems means the firm runs a comprehensive second site business continuity position and has an uncompromising attitude to IT security. A dedicated, highly skilled and well resourced internal IT security team maintains a multi-layered security position which includes IPS, IDS, Two Factor Authentication, SSL VPN alongside the usual array of firewalls, and anti malware tools.

Success with Evolve:

As Ru Gardner, IT Security Officer for Howden Joinery Group explains, “We were originally contacted by Evolve in 2009 and our relationship grew from one successful project”. At the time, Ru was investigating replacing its existing Bluecoat content filtering proxies and approached Evolve, a highly respected Barracuda partner, for an alternative. “Evolve got us a really good deal on the Barracuda application firewalls and managed the process around implementation in a professional and timely manner.”

Howden Joinery Group was conducting an evaluation of compliance and vulnerability management solutions, Ru approached Evolve for an option in this field. Their recommended solution was included in the 3-month trial and ultimately won the contract for a full implementation. Evolve have been helpful in ensuring that our maintenance was suitably extended to account for some technical issues with the initial implementation. These have now been overcome and implementation is successful.

When Howdens next started looking at implementing a new Intrusion Detection Solution, based on the success of the last project, Ru again contacted his Evolve Account Manager. “Again, they did a good job getting evaluation units for us and managing the implementation project,” he explains, “We had a few technical issues, that happens, but what we felt was important was that Evolve took on the project and resolved the issues without burdening us with a cost hike.”

Howden Joinery Group

case study



Ru highlighted a number of other proposals and smaller projects over the intervening years, "We are at the point now that we routinely use them as a first point of contact if we are thinking about a project or requirement," he explains,

"They often go the extra mile to find ideas or possible solutions that suit our needs."

Ru, who has worked in the IT security sector for over 9 years, points to a number of ongoing projects with Evolve that even recommend products outside of its traditional portfolio simply because they are a best fit for the firm's needs. "We have no qualms in recommending Evolve, they are one of those rare firms that simply gets it and we foresee working with them extensively in the future."

About Evolve Secure Solutions

Evolve Secure Solutions Ltd is a specialist provider of storage, security and infrastructure services and solutions to enterprises. Founded by individuals with over a decades experience within the IT industry, Evolve deliver a proven and innovative portfolio of products and services to leading UK corporate customers within financial and professional services, retail and manufacturing.

With a core of top level vendor accreditation and strong delivery processes based on Prince 2 and ITIL best practice, Evolve has established long standing relationships with its clients to help deliver high value IT

solutions. To help its clients meet the challenges of modern business process and to improve flexibility, Evolve has an extensive solutions portfolio that can be delivered via the use of on-site IT, hosted applications and remotely managed services.

For more information, please visit www.evolvesecure.com

About Barracuda Networks Inc.



Barracuda Networks Inc. built its reputation as the worldwide leader in content security appliances by offering easy to use and affordable products that protect organizations from email, Web and IM threats. Barracuda Networks has leveraged its success in the security market to offer networking products that improve application delivery and network access as well as world-class solutions for message archiving, backup and data protection. Coca-Cola, FedEx, Harvard University, IBM, L'Oreal, and Europcar are amongst the more than 85,000 organizations protecting their networks with Barracuda Networks' solutions.

For more information, please visit www.barracudanetworks.com

About Howdens

Howden Joinery Group Plc is the parent company of Howdens Joinery, a leading supplier of kitchens and joinery to trade customers across the UK. Since founding in 1995, the firm has grown to become a UK market leader and at the end 2010 posted a turnover of nearly £800m operating out of 489 depots across the UK. Howdens employs around 6,000 people in sourcing, logistics, depots with manufacturing carried out at two sites in Cheshire and Yorkshire. The business has warehousing and transport operations in Cheshire, Yorkshire and Northamptonshire.

