

P&C Business review 2016 /2017

Communications Infrastructure Business

Secured existing customers on long term contracts

Solving Comms infrastructure problems in 2017:

- Security, GDPR, Senior Managers Regime, Increase in Malware attacks, expertise to support our customers going forward.
- Migration onto SIP
- Low Cost telephony
- Improve reliability of our next generation of networks with more robust SLA. Aim to keep networks operational and reduce any downtimes further.
- Improve coverage and quality of wireless solutions we offer.
- New partnerships developed and progressing with Ruckus, WatchGuard, Fuse2, Grandstream, Zen Internet, PGI Cyber.



What do we see happening in 2017 & 2018?

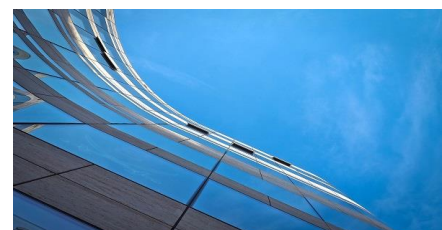
- More pressure on security P&C reviewing strategy for protecting core “crown jewel” data.
- Telephony / Unified Comms becoming more application driven and introduction of AI.
- Comms links are going to continue to come down in cost so there will be opportunities to upgrade bandwidth or reduce costs.
- We are reviewing our Enterprise Next Generation Firewall offerings to our customers so we have solutions available for them in this arena and are currently working on projects now for both the Comms infrastructure side of the Business and the Enterprise Security.
- Services, we will be continuing our investment into training and accreditations to be offering our customers the best of breed technology and an independent review.

Conclusion

- Exciting times ahead as we continue to drive forward to offer our customers the latest in technology.
- See more lab work testing and reviewing the latest solutions for our existing and new customers and **leading with technology!**

Enterprise security Business

- Secured major partnerships with System Integrators including Airbus, DXC Technology, SCC and major national and international network carriers.
- Working on central government projects both directly with Thales and through partnerships with major system integrators.
- We are now working with the next generation of High Speed Encryption solutions which is compliant to high security government accreditation.
- Currently we are involved with public key infrastructure (PKI) technology for high security networks.
- With the launch of Thales Vormetric, we can now encrypt all data to a high standard.
- P&C Communications can offer high grade security for both data at rest and in motion.
- Developing our own in-house skills and knowledge to design, install and maintain security solutions for all our customers.



Conclusion

- The gap between business security requirements in Enterprise, Government and Commercial business is narrowing due to GDPR, changes in UK Government and MOD network security requirements.
- There also appears to be a shortage of network security expertise which means there is a growing requirement for P&C Communications services and expertise.
- This is further enhanced with our working relationship with our System Integrator partners, Thales proven security solutions to solve our enterprise customers security issues within a very insecure IT world.