



Managed Rubrik backup solution helps McBride ramp up its security posture

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Founded in 1927 in Manchester, UK, McBride is Europe's leading manufacturer of domestic private label and contract manufactured professional cleaning and hygiene products.

Its 3,500 employees, in 13 factories and offices across Europe and Asia, manufacture almost 1 billion consumer items annually and distribute them to more than 200 worldwide customers. McBride provides 'home brand'

household cleaning products to 90% of Europe's top 50 grocery retailers, including Aldi, Tesco and Lidl, as well as personal care products across its Asian markets.

Key facts

- 1** Established in 1927 and headquartered in Manchester, UK
- 2** 3 factories and offices in Europe and Asia
- 3** 1 billion products manufactured annually for 200 global customers

The challenge

Ensuring resilient cybersecurity safeguards are embedded across its global IT infrastructure is essential for McBride. Their legacy backup solution had been in place for approaching five years and was struggling to keep pace with the demands of current business. It was difficult to manage and dealing with ongoing issues was draining significant resource from its small IT team.

The evolving threat landscape and burgeoning challenge of ransomware recovery also caused concerns. McBride wanted to improve their security posture to ensure they were protected against known and upcoming threats but lacked confidence in their legacy solution to provide the resilience needed. Its existing agreement was also coming to an end. It contacted Softcat, a longstanding provider, to investigate potential solutions that would transform its security posture from adequate to exceptional.

Critical success factors

- Replace outdated legacy backup solution
- Enhance cyber resilience and disaster recovery capabilities
- Strengthen security posture

The Solution

"When McBride got in touch, we arranged a joint call to drill down on the specifics of its current challenge and understand more about the pain points they were looking to address. Following that, we conducted a thorough market review, to both assess what solutions were on offer and to understand what leading-edge backup solutions other customers within the sector were implementing." - Matthew Rudd, Softcat Datacentre Consultant and Senior Team Leader

Softcat has been providing solutions, including its legacy backup system, to McBride for around a decade and it made sense to hear what technologies it recommended to solve its current challenge.

The solution Softcat helped us find ensured we could achieve even greater security across our infrastructure, which always goes down well in the boardroom!
- Ian Warner, McBride Global Head of Infrastructure

The global nature of McBride's business was an important factor to consider. With a presence in 13 different countries, it was critical that any proposed solution could be implemented in multiple jurisdictions with minimal fuss and deliver great value.

Softcat recommended a Rubrik Data Backup and Recovery solution, delivered as a managed service through Harbor, a leading provider of Enterprise-level IT, Cybersecurity and Cloud services.

"Softcat did a lot of work with our legal team to help simplify elements like contracts and terms and conditions, which helped us overcome multiple levels of legal complexity."

"Softcat recommended a managed solution as it would be simpler - and ultimately more resilient - than managing data backups and recovery in house," said Ian. "Once we'd made the decision, Softcat collaborated with both Rubrik and Harbor specialists to deliver workshops and design sessions. In all, about six months-worth of consultation and implementation fine-tuning went into the project to make sure we got exactly what we needed to secure our global IT infrastructure."

"Fortunately, we already had buy-in from the board, as it's acutely aware of the importance of a resilient security posture to the business as a whole. We knew we wanted an enterprise licence solution to ensure we could trust in the technology and get access to robust recovery points."

Solution highlights

- Extensive discovery work and client collaboration to identify suitable solution
- Vendor-led workshops and design session
- Leading-edge Rubrik Data Backup and Recovery managed service delivered through Harbor

The benefits

“Replacing our legacy backup solution hasn't just brought our cyber defences into the 21st Century, its eliminated days of monitoring and analysis work and freed up our IT engineering team to concentrate on more valuable tasks.”

Ian Warner
McBride Global Head of Infrastructure

"We're much stronger from a cyber-resilience perspective and it ensures we've reduced the risk of financial and reputational damage from a malicious cyber-attack.

deal and ensured a timely and efficient global-scale implementation. Softcat also secured a significant discount on the solution and ensured this aligned with its financial strategy.

"The Rubrik Data Backup and Recovery managed service from Harbor will help mitigate potential disruption, provide the rapid disaster recovery (DR) capabilities a business like ours needs and deliver an invaluable 'peace of mind' dividend. One of the advantages of the managed service is it acts like an extension of our in-house team. We now have ongoing access to knowledgeable specialists through regular catchup meetings, as well as a single point of contact with Harbor for support with any issues we encounter."

"We worked with Softcat to negotiate a deal that fit with McBride's commercial requirements" Said Ian. "We now have confidence in our capacity to protect valuable business and customer data, comply with current cyber security legislation and know that we have a team of specialists ready and waiting to help us deal quickly and effectively with any cyber incidents. And, just as importantly, we're able to demonstrate how seriously we take cyber security throughout the business." Said Ian.

The extensive preparatory work carried out by all three providers helped simplify the legal complexity of the

Benefits at a glance

- Resilient, 21st Century cyber defences
- Managed service providing single point of contact for cyber incidents
- Improved security posture

Why Softcat

"Softcat's account management team worked extremely hard during the planning stages and its experience helped simplify and facilitate a global implementation that could have been much more difficult to accomplish on our own," said Ian. "The enterprise agreement has delivered exactly what the business needed, and the ongoing support provided by all three providers has boosted confidence in our security posture. We now have an extended team of around 15 to 20 specialists that we can reach out to at any time and can implement our forward-looking IT security strategy with confidence."

Softcat's wide-ranging experience and capacity to handle multinational logistics, provide legal support in multiple jurisdictions and organise beneficial financial agreements played a significant role in McBride's decision.