



Consistency, quality, control and reduced costs

a.f. **blakemore**
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afblakemore.com

A.F. Blakemore

Opened during the first world war as a humble grocery store, A.F. Blakemore has become one of the UK's largest and most successful family businesses.



Manufacturing and distribution

- Nationwide operation
- Part of the SPAR family, the world's largest food retail chain
- Using Kaspersky Endpoint Security for Business Select

A.F. Blakemore employs over 8,000 people in its nationwide food retail, wholesale, distribution and shop-fitting operations.

It is the largest division of SPAR UK, owning 300 SPAR convenience stores and serving more than 1,000 stores in total across England and Wales, as well as supplying public houses, restaurant chains, the leisure industry, schools and professional caterers across the UK.

With A.F. Blakemore's complex and diverse network of retail stores, warehouses, distribution centers and offices, its IT and data security arrangements require detailed planning, constant vigilance and great technology.

"Kaspersky Lab is now our sole provider of endpoint security across our entire group. We like the management console, it gives us the level of visibility and control we need. We can monitor everything from the one place, which we couldn't do before."

James Lloyd,
IT Manager,
A.F. Blakemores

Challenge

Due to acquisitions and the divisional structure of the company, there were a variety of different approaches to IT security. The company had contracts with a range of vendors, each supplying solutions to different divisions within the group, each with individual pricing structures and each requiring management resources.

In 2009, recognizing the risks, additional costs and lost opportunities of this decentralized approach, IT Services and Support Manager James Lloyd began to build the commercial case for a single, standardized IT end-point security solution.

"It was clear that we needed to bring more control to our IT security environment which would deliver many business benefits, but our plans required sound financial justification and a phased approach," says James Lloyd.

The Kaspersky Lab solution

After a detailed review of the marketplace James began by selecting Kaspersky Lab to protect its local area network estate and to establish a standard specification for IT security that would ultimately be rolled out throughout the group.

Added to these initial 1,000 licenses, Kaspersky Endpoint Security for Business was then applied throughout its network of retail stores. Further expansion saw coverage rise to its current level of 3,500 licenses following the merger of fellow SPAR wholesaler, distributor and retailer, Capper & Co in 2011.

**Secure**

Cyber threat-related
issues eliminated

**Confidence**

Consistent, long-term,
high-quality performance

**Cost**

£300,000 saved over five years

**Support**

Fast response with
technical excellence

This landmark event also signalled the completion of the move to a single endpoint security solution, for in-store back office activities and points of sale, as well as employee desktops and laptops, throughout the A.F. Blakemore group. From this point forward all functions could be monitored using Kaspersky Lab's single, centralized management console, replacing numerous different legacy tools.

Crucially it also enabled James and his team to calculate that by moving the former Capper estate over to Kaspersky Lab, A.F. Blakemore would save more than £300,000 in subscriptions and other costs over a five-year period. James Lloyd added: "Kaspersky Lab is now our sole provider of endpoint security across our entire group. We like the management console, it gives us the level of visibility and control we need. We can monitor everything from the one place, which we couldn't do before."

1917
established

8,000
employees

£1.35
billion turnover

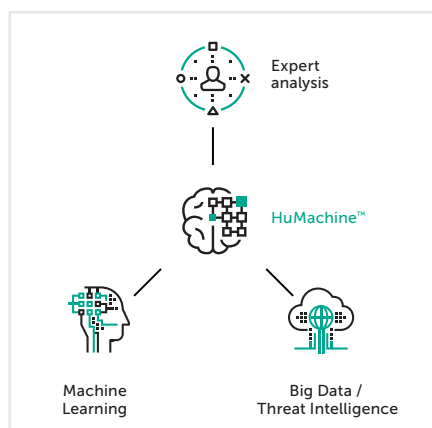
Fantastic support

"Another feature that we really value is the Advanced Support package that we took alongside the solution itself. Although we rarely need it, when we do it provides an absolutely fantastic level of support, both in terms of speed of response and technical excellence."

"For a business like ours, continuity of IT daily operations is vital and Kaspersky Lab's Advanced Support is a great insurance policy. And like all insurance policies, the ideal situation is that you don't ever call upon it – but knowing it's there is very reassuring. "The solution is working extremely well, it does exactly what it says on the tin! It took some configuration, because it's quite an assertive solution.

"And of course dealing with a single supplier, with a single invoice and single point of contact makes things very efficient and straightforward – for us it's working so well that we actually need very little contact.

"Of course it is difficult to know what might have happened had we not selected Kaspersky Lab but the very fact that we require such little assistance – the solution just works away in the background – tells you that it's been an overwhelming success for the business. It would be nice if all systems were like that!"



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