

SUPPORTING THE ROYAL MINT TO BE RECOGNISED AS THE WORLD'S BEST MINT



SERVICES PROVIDED BY IMERJA

- Firewall infrastructure upgrade
- Professional services
- Support and maintenance
- Check Point expertise

“THE IMPLEMENTATION FOLLOWED A STRUCTURED APPROACH AND THE SOLUTION WAS IMPLEMENTED ACCORDING TO THE AGREED PLAN WITH MINIMAL DISRUPTION TO USERS OR BUSINESS OPERATIONS”

COMMERCIAL DIRECTOR, IMERJA

ABOUT THE ROYAL MINT

With more than 1,000 years of history, The Royal Mint is the world's leading export mint with around 15 per cent of the worldwide market. Its first responsibility is to make and distribute United Kingdom coins as well as to supply blanks and official medals. Beyond the UK The Royal Mint supplies some 100 issuing authorities around the world with coins and blanks (metal discs which are minted into coins). It can produce 90 million coins and blanks a week, which equates to around five billion coins a year.



“THE ROYAL MINT IS NOW USING THE SAME FIREWALL SOLUTION AS ALL FORTUNE 500 COMPANIES, AND IS STRATEGICALLY PLACED FOR GROWTH IN THE DEPLOYMENT OF IT INFRASTRUCTURE IN AN INCREASINGLY IT PERVASIVE WORLD”.

MANAGING DIRECTOR, IMERJA

BACKGROUND

The Royal Mint’s secure headquarters are located in South Wales where it employs over 900 people. The 35-acre site is guarded by the Ministry of Defence Police which oversee the year round 24x7 security.

Initially engaged in 2009 Imerja has provided The Royal Mint with professional services, technical expertise and relevant solutions to assist in the development and support of critical IT infrastructure as its business needs have evolved over time. Working as a trusted security partner, Imerja helps protect The Royal Mint from information and infrastructure security breaches, and minimise the risks that could impact critical operations and brand reputation.

THE CHALLENGE

The Royal Mint’s vision “to be recognised as the world’s best mint”, is underpinned by a commitment to deliver the best in customer service and achieve the highest production standards. The quest for continued and sustainable profits is led through winning new customers and pleasing existing clients, while at the same time reducing costs by making production more efficient and minimising waste from the business.

As part of its commitment to achieving these goals The Royal Mint conducted a strategic review of its future IT requirements in 2013, which identified a need to upgrade the existing firewall infrastructure in order to meet anticipated changes and growth in its business operations.

Following this review an independent fair market appraisal was conducted against the identified requirements, and a competitive tender process initiated that invited proposals for a replacement firewall solution.

THE SOLUTION

Having previously worked closely with The Royal Mint, and demonstrated itself to be a trusted provider delivering point security solutions, Imerja was able to make relevant and affordable recommendations. Its proposed solution was based on the market leading firewall technology from Check Point, enabling The Royal Mint to realise cost savings and reduce administrative overheads through strategic consolidation of its wider security protection under a single managed solution.

As a result of this engagement The Royal Mint is now using the same firewall software and feature set that is used 100% of all Fortune 500 companies, 100% of all Global 100 companies, 98% of all Global 500 companies, and is strategically placed for growth in the deployment of IT in an increasing IT pervasive world.

Check Point is the recognised industry leader in providing firewall protection and has been a leader in the Gartner Magic Quadrant since 1998. Imerja is a Gold Partner, Managed Service Partner and Certified Support Partner with Check Point, and recipient of the Check Point EMEA Partner of the Year Award in 2010 recognising its success in working with the public sector in particular.

BUSINESS BENEFITS

Under the guidance and technical assistance of Imerja, The Royal Mint adopted a consolidation strategy to reduce the number of point solutions deployed within its estate, thereby helping to reduce the administrative workload on the IT support team and related costs that a multi-vendor solution often incurs.

Throughout its engagement with The Royal Mint, Imerja continues to focus on delivering innovation to help improve the solutions it implements, and be creative in helping the customer fully realise its

“IMERJA FULLY UNDERSTOOD THE CHALLENGE AND WENT THE EXTRA MILE DURING THE FIREWALL REPLACEMENT PROJECT – NOT ONLY PROPOSING SUPERIOR TECHNOLOGY BUT ALSO MANAGING COMMERCIAL DISCUSSIONS WITH THE VENDOR. WE TRUST THE TEAM IMPLICITLY AND KNOW THAT OUR INFRASTRUCTURE WILL MEET FUTURE DEMANDS”

NETWORK MANAGER - THE ROYAL MINT

business objectives within strict commercial and compliance frameworks. This was demonstrated during the firewall replacement project – not simply by proposing a superior technology that will scale to meet future demands and promoting a strategy of consolidation, but also in managing commercial discussions with the vendor, demonstrating agility as a business partner to get favourable pricing outside of approved promotions and held beyond agreed timescales.

Such was Imerja’s commitment to ensuring The Royal Mint was able to implement the best solution at the lowest cost, and as a demonstration of its own level of trust it places with its loyal customers, Imerja accepted its own level of risk by raising the equipment order with the vendor in advance of receiving

a formal purchase order or signed contract to secure the special price support. Such practice is not unusual for Imerja when working with its closest customers, since it believes that trust and commitment should be a reciprocated process for the benefit of all parties.

NEXT STEPS

Imerja is immensely proud to be a trusted supplier to The Royal Mint, and has welcomed every opportunity to work alongside its internal team – whether to discuss ideas, develop projects or implement solutions – and is committed to continuing to work in partnership moving forward to deliver greater efficiencies and savings to the organisation.

ABOUT IMERJA

Imerja is a specialist provider of business IT solutions and managed services. With dedicated 24x7 operations and in house hosting facilities, all of Imerja services are certified to ISO27001, ISO9001 and ISO14001. Imerja provides confidence that your organisation is protected around the clock to the highest standards.

To find out more about how Imerja can work with you to deliver secure and reliable IT solutions and services please contact your account manager or call the number above.

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