# Case study: GTMaritime

GTMaritime is a maritime communications specialist with over 25 years of industry experience. In 2022, they partnered with SEP2 to enhance email security, addressing growing cyber security challenges. Together, they implemented a tailored solution to ensure uninterrupted and secure communication for their fleet. This case study explores the challenges GTMaritime faced, the solution SEP2 provided, and the results of this partnership.

GTMaritime specialises in secure and reliable email services for deep-sea merchant fleets, including container ships, cargo ships, and tankers. Over the last three years, they've doubled their vessel count and now process over 1.1 million email messages daily, which shows not only the growth of the fleet, but the increasing data demands of the industry.
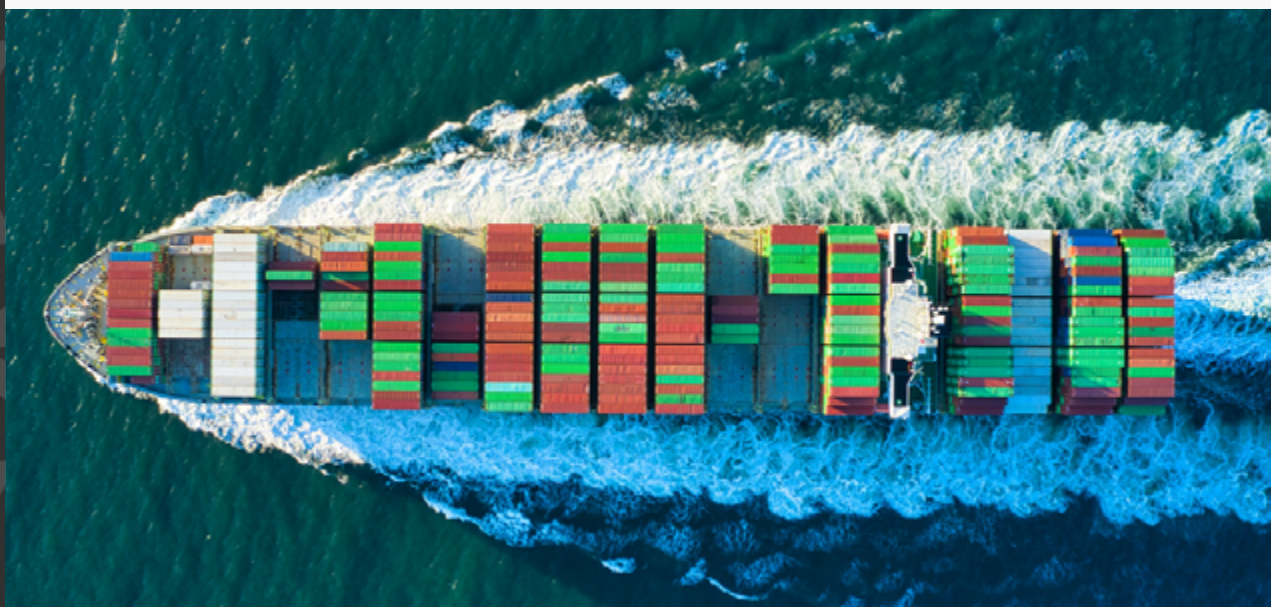
The need for a solution

After their incumbent solution was acquired by another company, driving their renewal costs up, GTMaritime were left unexpectedly searching for a replacement. Given the prevalence of zero-day malware and its increase, and the critical need for robust email security, they needed a provider who could address their unique needs. Existing email security solutions designed for Office 365 did not align with GTMaritime's infrastructure.

Jamie Jones, Operations Director and CTO, explained, "Email gateways have been there for a very long time, doing spam and traditional antivirus checking, but the number of zero-day malware incidents coming through was problematic. It was very important to us to have something reliable."

While exploring alternatives, GTMaritime chose Check Point due to its ability to integrate seamlessly into their operations. However, the initial service provider they partnered with failed to deliver the level of support required. This led GTMaritime to seek a new partner who could offer tailored expertise and high-quality service.

Finding SEP2

During initial discussions, SEP2 took the time to understand GTMaritime's specific needs and operational constraints.
The team provided valuable insights and guidance, giving them confidence in the ability for SEP2 to deliver the required level of service and expertise. Ultimately, this mutual understanding laid the foundation for a successful partnership.

> **"Somebody at Check Point introduced us to Mike and the team. Even before we signed on, your team was giving us advice and helping us out. That was one of the reasons we moved away from the previous provider and decided to go with SEP2."**
>
> **Jamie Jones, Operations Director and CTO**
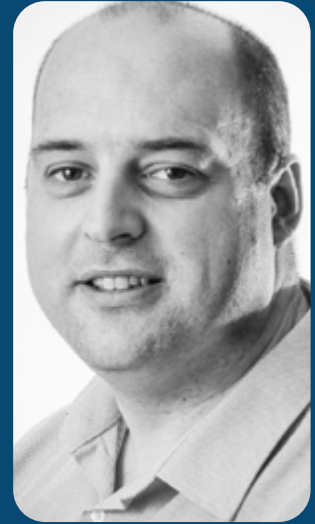
Working with SEP2

The onboarding process with GTMaritime was collaborative and efficient. SEP2 rebuilt their gateways from the ground up, ensuring a robust and stable foundation for their email security operations. Mike Goodwin, Director/Technical Presales at SEP2, worked closely with GTMaritime's infrastructure team to establish a clear baseline and address existing challenges. This methodical approach allowed SEP2 to align their solutions precisely with the customer's needs.

Jamie appreciated the hands-on support: "SEP2 helped us rebuild our gateways from the ground up. This ensured everyone understood the baseline we were starting from. It was a straightforward process, even with some of the complexity involved."

Jamie highlighted, "The SEP2 team's ability to translate what Check Point is asking us to do into actionable steps is invaluable. It's not just expertise - it's the way they retain knowledge about our specific setup and avoid irrelevant recommendations."

GTMaritime particularly values the security of knowing that, in times of crisis, SEP2's experts are just a call away.

> "When we hit the limits of our knowledge, it's having SEP2 there to say, 'Try these things first.' That expertise on hand is really important to us."
>
> Jamie Jones, Operations Director and CTO

Looking to the future

As GTMaritime continues to grow, their need for robust and scalable email security solutions will only increase. With SEP2 as their trusted partner, they are well-equipped to navigate future challenges and explore new opportunities in the maritime communications sector. Jamie emphasised, "We're a mission-critical service provider to the industry, and having SEP2 supporting us is vital. It's refreshing to have open and honest conversations about what works best for us."

Want to find out how SEP2 can improve your cyber security posture? Speak to your account manager or get in touch at info@sep2.security