

# IT'S THE PEOPLE, ACTUALLY





"If you try to do everything for everyone, you will become mediocre for everyone", says Frank Breedijk, Chief Information Security Officer at Schuberg Philis, when he explains the vision of the company. Schuberg Philis is an innovative company and market leader when it comes to outsourcing critical business processes. Critical business processes mean: the IT infrastructure which supports business operations without which the company cannot do business. It is therefore essential that these business processes work properly and safely and that is why Schuberg Philis attaches great importance to this. Something that The S-Unit has been supporting them with for years.

### **A structured approach**

Schuberg Philis is known as an organization that delivers high quality and considers security very important, but the world of IT is constantly changing. According to Frank, keeping the right goal in mind is therefore essential to continuously deliver this high quality to customers. "They sometimes say: 'the only constant in IT is change', but that also means that we as a company have to keep adapting", explains Frank.

Making clear choices and continuously adapting is of great importance within Schuberg Philis in order to provide customers with the quality they expect. One of these choices dates back years: the collaboration with The S-Unit.

"This collaboration started with a single ad hoc pentest", says Frank. "But at a certain point we started talking about how we could approach this in a more structured way and how we could unburden our customers. Pentesting became a permanent part of Schuberg Philis' services."

***Frank Breedijk, Chief Information Security Officer at Schuberg Philis***





## **Focus on the customer**

There has never been any doubt that there is and was a match between Schuberg Philis and The S-Unit. Not only did Frank and Barry van Kampen - founder of The S-Unit and known as Fish\_ in the ethical hackers community - already know each other well from the hacker community, but both companies also have a clear common focus: the customer. Schuberg Philis is organized around the customer and they find it very important to understand for each customer how they use their IT in order to support them as well as possible. "Offering a general solution does not solve the problem for anyone", says Frank. At The S-Unit, we understand all too well how important it is to understand organizations in order to provide them with support where they need it.

## **It is the people, actually**

Not only does the focus of both organizations match, but also the people within the organizations connect. This becomes immediately clear when Frank answers our question on how he experiences the collaboration with The S-Unit: "It's the people, actually," replies Frank immediately. "The quality of pentests is very dependent on the people who perform them. I had a lot of confidence in The S-Unit. They deliver high-quality work and are very flexible." It is no wonder that Frank also attaches great importance to flexibility in addition to quality when looking at Schuberg Philis customers and their business processes. "Our customers regularly want to have something tested at short notice. The S-Unit is always very flexible in that regard, and I really appreciate that. If it is good, it is good, then you do not have to worry about it."







Since IT is of tremendous value for achieving commercial and social goals, attempts to gain unauthorized access to your information are, unfortunately, not rare. The ethical hackers of The S-Unit, therefore subject organizations to simulated cyber-attacks in order to expose vulnerabilities under safe conditions. The insights and creativity of our professionals are decisive in this. Although many known vulnerabilities can be automatically detected by using technology, is it in our experience only through human ingenuity that you can get to the bottom of things.



Schuberg Philis helps organizations future-proof and further develop their business-critical application landscapes. Since its foundation in 2001, the outsourcing organization has distinguished itself by putting 100% results and long-term customer satisfaction first. By working closely with the business and external partners, Schuberg Philis meets the need for acceleration and flexibility. From automation to software, on-premise clouds to public clouds: customers such as Enexis, Air France-KLM, ABN-AMRO, Jumbo and Business Lease Group rely on the expertise of Schuberg Philis for an IT environment that always works.


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