

Frasers Group secures growth and improves cyber hygiene with Tanium

**Company Name**

Frasers Group

Industry

Retail

Size

25,000 employees

Headquarters

London, UK

Tanium productsDiscover, Asset,
Reveal, Comply**Revenue**£3.63 billion (approx.)
US \$4.73 billion**Endpoints Under Management**

14,000

Results

- **Fact**
Tanium helped Frasers Group identify potential Log4j vulnerabilities fast — so that the team could enjoy its Christmas break while other retailers had to work overtime.
- **Fact**
Frasers Group now requires all newly acquired companies to install Tanium

Tanium helps the UK-based retailer manage risk and increase business value as it becomes a global powerhouse through acquisitions.

Frasers Group is all about growth. The UK-based retailer started in 1982 as a modest one-store operation and has grown into a global, multibrand powerhouse. Today Frasers operates hundreds of stores, employs over 25,000 people, and runs both brick-and-mortar and online operations in 25 countries. In Frasers' fiscal 2021, sales topped £3.6 billion (approx. \$4.7 billion).

Much of Frasers' growth has come via acquisitions, often of troubled companies. It's a strategy that's ongoing. In early 2022, Frasers Group acquired bankrupt online specialist Studio Retail, adding it to a brand portfolio that now includes Sports Direct, Game and Sofa.com.

All that M&A activity also means merging IT systems, a complex task that includes applying cybersecurity practices. More specifically, Frasers must decide whether a newly acquired unit should be permitted to follow its own cybersecurity rules or be required to follow those of the corporate parent.

To oversee this challenge, about a year ago, Frasers created a global group for information security and privacy. And it hired Matthew Wilmot, formerly an IT consultant, as the group's head. Wilmot now works closely with Richard Marlow, who joined two years ago as part of an acquisition and is today Frasers' manager of vulnerability testing.

Working together, they created Frasers' long list of cybersecurity must-haves. These included new capabilities for penetration testing, vulnerability scanning, and greater endpoint visibility.

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Richard Marlow
Vulnerability management

“We’re in a position where everyone is comfortable with Tanium.”

Matthew Wilmot
CISO

“We were struggling to get a hold on our overall environment,” Wilmot recounts. “The tooling we had really didn’t tell us much about our assets.”

Clearly, something new was needed, and fortunately, Wilmot was already familiar with Tanium. In a previous consulting role, Wilmot had used Tanium while helping a client respond to a cyberbreach. Now at Frasers, Wilmot suspected his new employer could use Tanium to dramatically improve its cyber hygiene, gain visibility into its vulnerabilities and keep its systems secure.

Initially, Tanium was deployed only in Frasers’ Game unit, a gaming specialist that operates over 250 stores in the UK plus an expansive website. Because Game operates as a standalone business, Wilmot reasoned, it could function as his test lab for Tanium. The first test was limited to just 10 stores because the timing coincided with the company’s busiest time, the weeks in December leading up to Christmas.

“If we took down either the website or the stores,” Wilmot says, “that would have been massively frowned upon.”

Fortunately, the test was a success. Frasers then rolled out Tanium to an additional 200 stores, again with a smooth delivery. “Now we’re in a position where everyone is comfortable with Tanium,” Wilmot says. “They know it’s not going to take anything down. And that lets us accelerate the rollout.”

During the Christmas season, as many other retailers were scrambling to mitigate the Log4j vulnerability, Wilmot, Marlow, and their teams were celebrating the holiday. That’s because Tanium helped the company identify where Log4j existed in their environment and resolved the vulnerabilities quickly.

Now, Frasers is so confident in the Tanium platform, it’s requiring every newly acquired unit to use it as well. Tanium will be fully implemented at Studio Retail, its most recent acquisition, and Sports Direct, its largest unit by far, accounting for roughly 70% of total group sales.

Tanium has also helped Wilmot sharpen his reporting to Frasers’ board. “The boards not necessarily interested in the detailed data,” he explains. “They just want to know what vulnerabilities we have and what we’ve done to mitigate them. With Tanium, I can be clear and concise.”

Adds Marlow, “Tanium is invaluable for the level of insight it’s able to give us.”



Tanium, the industry’s only provider of converged endpoint management (XEM), leads the paradigm shift in legacy approaches to managing complex security and technology environments. Only Tanium protects every team, endpoint, and workflow from cyber threats by integrating IT, Compliance, Security, and Risk into a single platform that delivers comprehensive visibility across devices, a unified set of controls, and a common taxonomy for a single shared purpose: to protect critical information and infrastructure at scale. More than half of the Fortune 100 and the U.S. armed forces trust Tanium to protect people; defend data; secure systems; and see and control every endpoint, team, and workflow everywhere. That’s the power of certainty.

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