

PARADYN IS WELL CONNECTED WITH LOCAL AUTHORITIES

Having won €3m in new IT and communications contracts with Ireland's local authorities within the past year, Paradyn now provides managed network security, wireless connectivity, infrastructural support and technical solutions to 25 of the country's 31 local authorities. CEO Cillian McCarthy tells Grace Heneghan they have also established a managed network security solution to protect their clients from the increasing number of cyber-attacks.

Ireland's only end-to-end IT and communications service provider provides managed network security, wireless connectivity, infrastructural support and technical solutions to 25 of the country's 31 local authorities, with IT contracts

worth in excess of €14 million won over the last five years.

Paradyn – the result of the merger of Exigent Networks and Irish Telecom with Netforce Limited in 2016 – now manages more than 30,000 public and private sector users who utilise





Paradyn's Chief Executive Cillian McCarthy (centre) pictured with Chief Operating Officer Paul Casey and Chief Technical Officer Rob Norton. (Pic: Steve Langan)

upwards of 75,000 devices between them.

And within the last three years alone the company has won a total of 10 new local authority contracts including Donegal County Council, Meath County Council and Wexford County Council.

Paradyn designs bespoke solutions for each local authority to enable them to become more efficient, more productive and benefit from less time spent managing IT. As part of the contract wins the team has, in some cases, completely overhauled the authorities' IT infrastructures, from implementing new wireless WAN infrastructure right through to desktop and server support.

It has also established a managed network security solution to protect its local authority clients from the increasing number of cyber-attacks.

FIRST LOCAL AUTHORITY CONTRACTS

Cillian McCarthy, CEO of Paradyn, said they won their first contracts in 2008 with Cork County Council and Galway County Council. "Since then we've steadily built up the number of local authorities we work with to our current position where we count more than 80% of Ireland's local authorities as customers, making us leaders in Government sector solutions.

"Since the city and county councils have a lot of remote sites, we connect these remote sites to their data centres, via wireless or fibre connectivity. On the network security side, we supply and install the CISCO networking equipment and IP telephony, in

addition to putting firewall systems in place.

"We have a network operation centre where our clients have access to our engineers, and they can answer any queries regarding the network and can make any changes to the configurations if needed.

"We have a niche, specialised area, which we can leverage for the councils – and all of this has been done through competitive tendering. This was our 'buy-in' with the local authorities 10 years ago, and since then we have expanded our portfolio into the network security area. Since the acquisition of Netforce, we can also provide both the desktop and server support systems."

McCarthy says this level of experience has given them "a unique perspective" on the challenges that local authorities typically face and the solutions that work. "As Paradyn provides Ireland's only one-stop managed service solution for IT, telecoms, security, network and business connectivity, we manage key elements of the local authority's IT infrastructure.

"Our solution not only means less complex IT systems, but also our local authority customers spend less time on IT management, which increases efficiency while also improving security."

CYBER SECURITY

As well as managed IT and communications services, the company specialises in providing clients with integrated cyber

security solutions to help them in defending against advanced threats.

“Cyber security has only come to the fore within the last few years, in terms of the increase in the number of cyber-attacks, but local authorities and businesses would always have had firewall systems in place.

“It’s now become more sophisticated and they need more products on the network to monitor the attacks as and when they happen, so we can lock it down and isolate the attack. So, the investment in security is massive in going forward to ensure that a client’s data cannot be accessed and to prevent outages in a government agency.

“Given the range of essential services

that local authorities provide, it’s vital that they have a secure, reliable, integrated IT infrastructure. The tailored solutions we design and implement are specific to the exact needs of individual local authorities.

“We can provide a fully-managed infrastructure service to local authorities – an end-to-end solution from the fibre or wireless connectivity to their sites right down to desktop support and management,” noted Cillian McCarthy.

GOVERNMENT SECTOR

He says that Paradyn holds an annual event that specifically caters for our Government sector customers, which he describes as “an opportunity for us to highlight certain solutions that worked

FACTFILE – Cillian McCarty

Cillian, a native of Ardmore, Co. Waterford, had worked in another IT-related company for eight years, and then travelled abroad where he worked in Indonesia for a few years. Shortly after his return to Ireland, he co-founded Exigent Networks and Irish Telecom in 2007.

Cillian also led the company’s acquisition of Netforce Limited in 2016, which expanded the group’s portfolio into a fully managed IT service provider. In March 2018 it was decided to merge these three brands under one name Paradyn, and Cillian’s background has prepared him to further develop Paradyn’s position as a strategic IT partner to many of Ireland’s leading organisations.

He is also a co-owner and CEO at NeonSMS, an international mobile messaging provider allowing businesses to communicate with consumers through mobile messaging.



well and share technical updates on particular products and services”.

With its head office located in Little Island in Cork and a second office based in Sandyford, Co. Dublin, Paradyn now employs a workforce of 40 people to work closely with customers across a range of industries to simplify the building, monitoring, supporting, securing and maintaining of all aspect of their IT, network and telecoms infrastructure.

For more information visit www.paradyn.ie