



# A Proactive Approach to Cybersecurity Advances Maturity and Enables Business Growth

**24/7 Managed Detection and Response helps leading construction firm Hensel Phelps successfully compete for government contracts**

## CHALLENGES

With the introduction of the Cybersecurity Maturity Model Certification (CMMC), Hensel Phelps faced a new set of cybersecurity standards for all companies bidding on or executing U.S. Department of Defense (DoD) contracts as well as growing awareness of cybersecurity risks among members of its Board.

To compete for government contracts, they needed to strengthen overall security posture and reach CMMC Level 2 compliance.

## SOLUTION

The first step was to partner with Kudelski Security to demonstrate CMMC Level 2 compliance through certification by an independent third-party assessor. Having standardized security processes and procedures to achieve this accreditation, Hensel Phelps sought to lock in improvements: better threat visibility with a 24/7 security operations center (SOC) as well as more mature detection and response processes.

Hensel Phelps engaged Kudelski Security's 24/7 Managed Detection and Response (MDR) services, seeking a highly engaged, like-minded partner with the knowledge and expertise needed to manage the environment and take the security strategy to the next level.

The initial step in this engagement involved implementing security processes and ongoing threat monitoring within the environment. Applying Kudelski Security's proprietary Use Case Framework, the company saw immediate efficiencies in threat visibility, detection, and response.



**HENSEL PHELPS**  
Plan. Build. Manage.

“

Kudelski Security has given us the confidence we needed to take our business to the next level. This year we've been a leading player in a number of RFPs, because security is a core requirement in our industry. Having a stronger security posture really creates value within our organization.”

**Dustin Morris**  
Information Security Leader,  
Hensel Phelps

## INDUSTRY

**Company:** An industry-leading development, construction and facilities management firm that builds and maintains commercial buildings.

**Sector:** Construction

**Location:** Greeley, Colorado, USA

**Footprint:** 4,000+ employees across 11 sites and offices in the U.S.

## CHALLENGES

- Stringent compliance requirements for U.S. government contractors
- Small - though highly experienced - security team

Within a few weeks, Kudelski Security had dramatically reduced alert fatigue. By presenting only validated security incidents alongside actionable recommendations with remediation support, Kudelski Security helped maximize the internal team's effectiveness.

Kudelski Security's initial focus was on the vulnerabilities that would be easiest for attackers to exploit. Once these had been remediated, more complex threats were systematically addressed. The full suite of Managed Security Services that Hensel Phelps leveraged included:

- MDR services for on-premise IT Infrastructure
- MDR services for Cloud
- Incident Response Retainer

## OUTCOMES

Kudelski Security helped Hensel Phelps better understand the unique threats it confronts as an individual organization. This threat modeling enabled Hensel Phelps to analyze its existing security policies, processes, and practices, and improve them to elevate their security maturity even further.

In addition, Kudelski Security provided the necessary expertise to augment the in-house security team at Hensel Phelps. Thanks to this partnership, Hensel Phelps moved to a data-driven proactive cybersecurity approach, channeling resources to combat the threats that matter.

Today, Hensel Phelps reports greater confidence when competing for contract awards and responding to Request for Proposal (RFPs). For the defense industrial base and federal contractors, advancing cybersecurity maturity means near-instant value creation.

**With industry-leading cybersecurity practices now in place, Hensel Phelps has the confidence and the expertise it needs to be a leading player in the construction industry.**

## RESULTS



Removed the most significant barrier to expanding business with U.S. government bodies



Increased maturity of internal security and risk management processes



Increased awareness of cybersecurity at the board; bolstered confidence



Augmented security team expertise in building policies, processes and procedures



Greater confidence in ability to protect partner, client and employee data



Security investments maximized



Kudelski Security, a division of the Kudelski Group (SIX: KUD.S), is an innovative, independent provider of tailored cybersecurity solutions to enterprises and public sector institutions. Kudelski Security is headquartered in Cheseaux-sur-Lausanne, Switzerland, and Phoenix, Arizona, with operations in countries around the world.

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